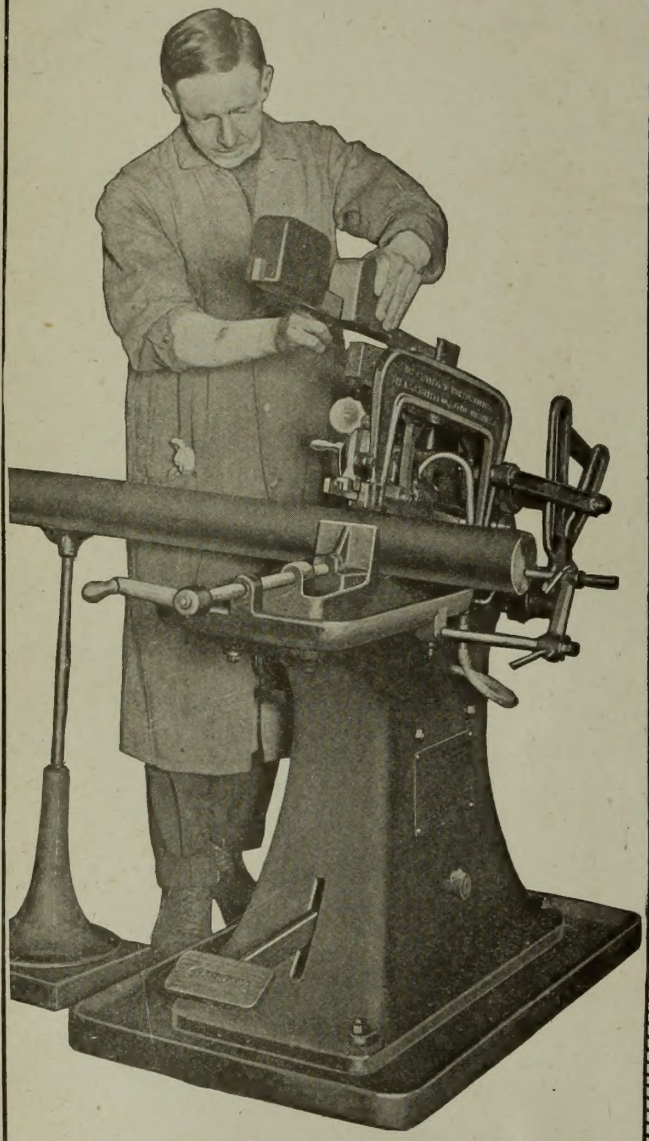
9157

HARDWARE AND METAL

Vol. XXXI PUBLISHED EVERY SATURDAY SINCE 1888 January 4
No. 1 1919
THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA





Selling Starrett Hack Saws

means—

satisfying your customers with real economy in cutting because Starrett Saws help "speed up" production. They cut faster, saving time, and time is a vital factor in industries to-day.

Sell the utmost in Hack Saw value by selling the Starretts

Write for our Catalog No. 21MA on Starrett Precision Tools.

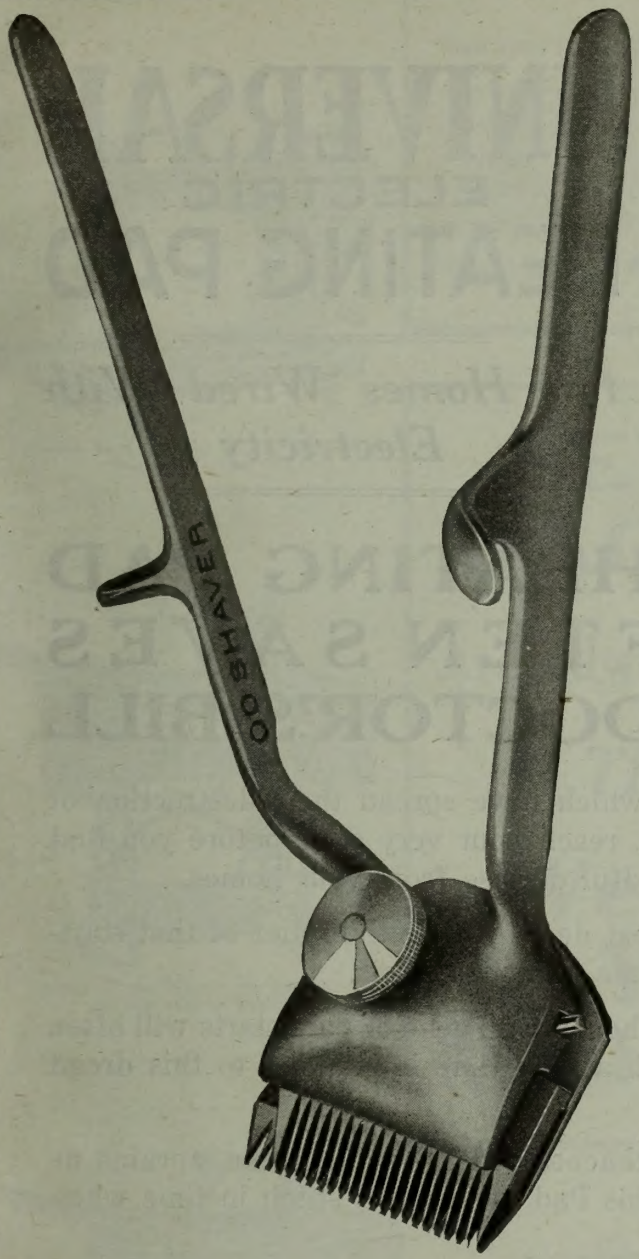
The L. S. Starrett Co.

The World's Greatest Toolmakers.
Mfrs. of Hack Saws Unexcelled.
ATHOL, MASS.

STARRETT HACK SAWS CUT QUICKER LAST LONGER

42-866

Starrett Hack Saws



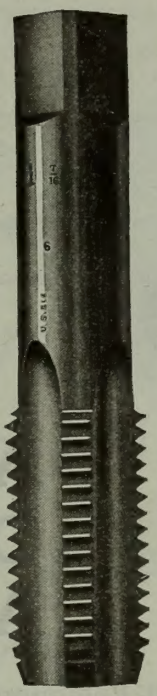
Priest's Toilet Clippers

Making Clippers for fifty years has given us an experience that reflects in the quality of our line. Ask your jobber about Priest's Clippers.

A. MacFarlane & Co.
Montreal, Canada

Wiebusch & Hilger, Ltd.
New York City

Selling Agents



TAPS

Accurate in form of thread and size — a minimum of friction and longest life are stamped "P. & W. Co." Insist on

"P. & W. Co."

SMALL TOOLS

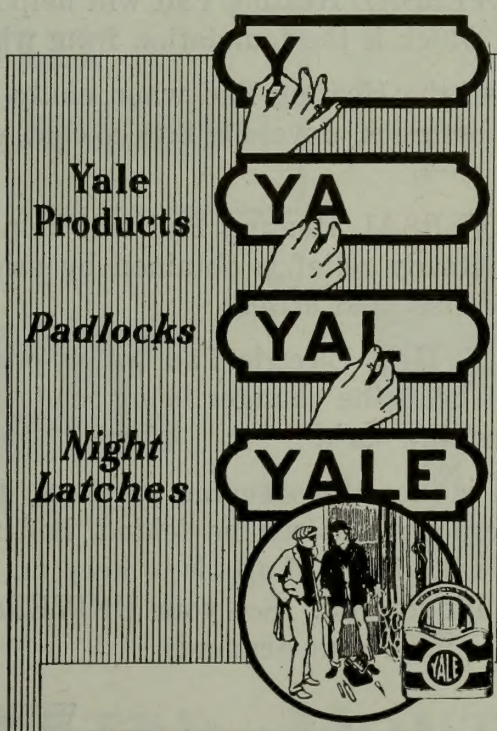
Dies, Milling Cutters, Reamers, Punches, Drills and Miscellaneous Tools.

High-grade Materials
Guaranteed Quality

Pratt & Whitney Co. of Canada, Ltd.

Dundas, Ontario, Canada

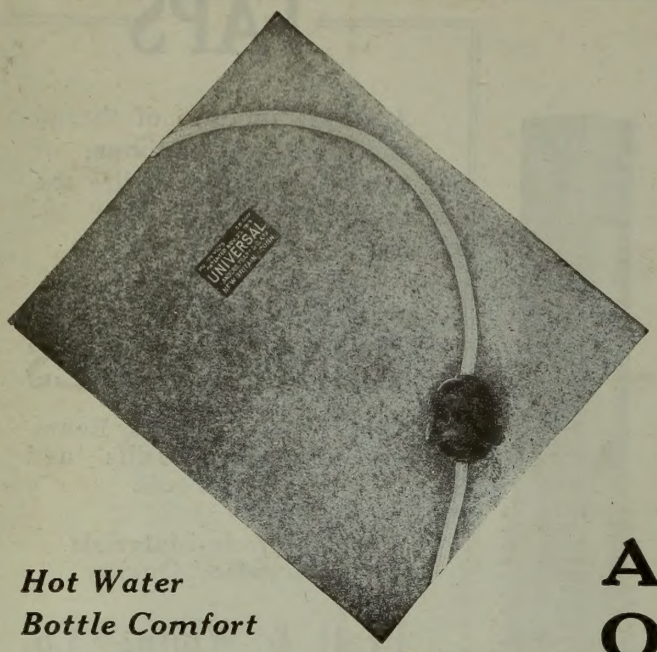
Montreal, 723 Drummond Bld.; Vancouver, 609 Bank of Ottawa Bldg.; Winnipeg, 1205 McArthur, Bldg.



The name Yale on locks and hardware is just as valuable to the dealer as to his customer. It means profitable sales and repeat sales and satisfied buyers.

The name "Yale" helps make the sale.

Canadian Yale & Towne Limited, St. Catharines, Ont.



UNIVERSAL ELECTRIC HEATING PAD

For Homes Wired With Electricity

Hot Water Bottle Comfort with the annoyance of Constant Changing left out

A HEATING PAD OFTEN SAVES A DOCTOR'S BILL

Do not wait until Influenza and Pneumonia, which have spread their destruction of life from one end of the country to the other, reach your very door before you find a means which will help stamp out this dreadful disease from your homes.

The UNIVERSAL Heating Pad will help a great deal towards the relief of that starting cold, which is the foundation from which the influenza starts.

The use of the Heating Pad when chilly or whenever an ache or pain starts will often check it before it develops into a cold which at this time is pointing to this dread disease.

The UNIVERSAL Heating Pad will help toothache, headache, backache, sprains or bruises. Ready relief is obtained by using this Pad, which is a stitch in time when trouble of this kind arises.

The only 3 Heat Electric Pad which positively maintains the temperature on each degree of heat, the changes being made by a simple pressure of the finger, can be changed in the dark.

This Pad is ideal for sleeping porches. It weighs but fourteen ounces, is covered with gray eiderdown and can be folded, laid flat or wrapped around any part of the body. Nowadays the finest of arts is to keep fit, so give this wonderful Heating Pad a chance to do its Bit for you. See your UNIVERSAL Jobber to-day, he always has a supply on hand to meet your demands.

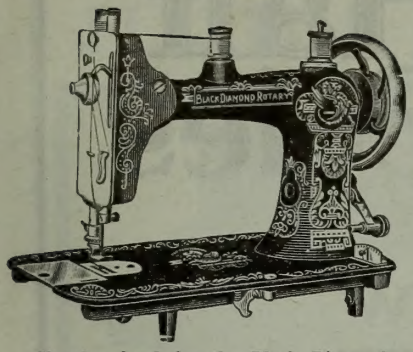
LANDERS · FRARY & CLARK

· NEW-BRITAIN CONNECTICUT ·

"Best in the Land BLACK DIAMOND Black Diamond Brand"

WE HAVE A BETTER PROPOSITION THAN ANY CANADIAN MANUFACTURER OR JOBBER. WRITE FOR IT.

"Best in the Land BLACK DIAMOND Black Diamond Brand"



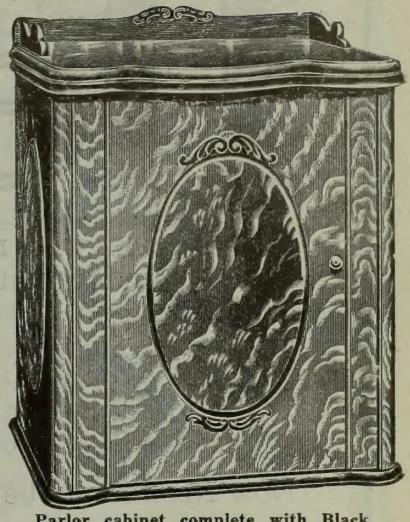
Showing head for the Black Diamond Rotary Machine

SEWING MACHINES

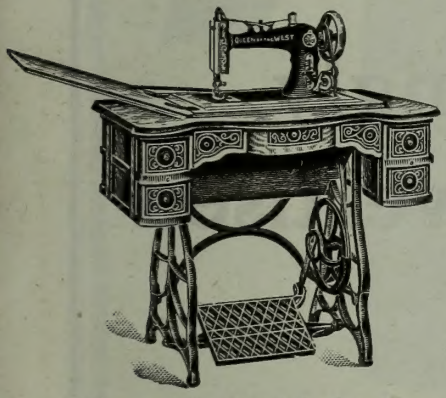
Are Always in Demand

TRY US

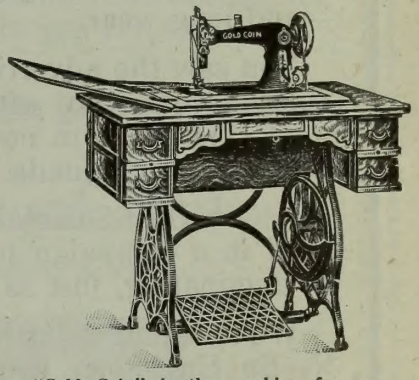
We Want Your Mail Orders



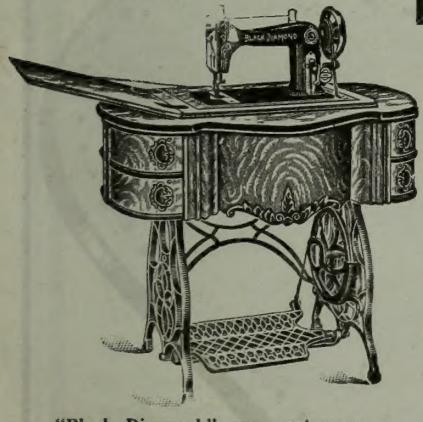
Parlor cabinet complete with Black Diamond Rotary Head and set of attachments



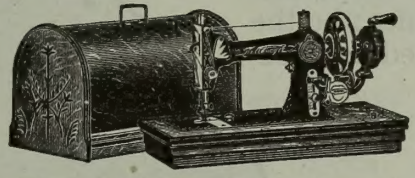
"Queen of the West," the favorite for all around work



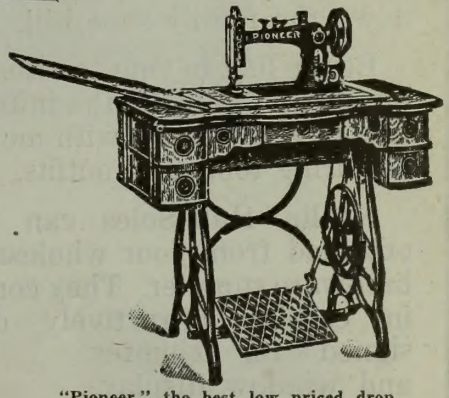
"Gold Coin" is the machine for service at a medium price



"Black Diamond," our most popular drop head machine



Eldredge Hand Sewing Machine for operating by hand or with electric motor. Convenient to carry about.



"Pioneer," the best low priced drop head machine made

LEWIS BROS., LIMITED, MONTREAL

WHOLESALE DISTRIBUTORS EVERYTHING IN HARDWARE

RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES

SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

Wait for our* AUTOMOBILE SUPPLIES *new Catalogue

Neōlin Half Soles

Among men who make and sell shoes to-day, Neōlin is admitted to be the hardest-wearing material ever used for making soles.

They admit it, for millions of pairs of Neōlin Soles have proved it true.

Now Neōlin may be had for Half-Soles.

That means you can now sell them. That means you can make **new profit** selling Neōlin's comfort, flexibility, waterproofness —and long wear.

You saw the advertising that put Neōlin Soles across—day after day, week after week, big space in newspapers and magazines all over Canada.

Neōlin Half-Soles are now being advertised in a campaign just as powerful, just as dominating, just as convincing.

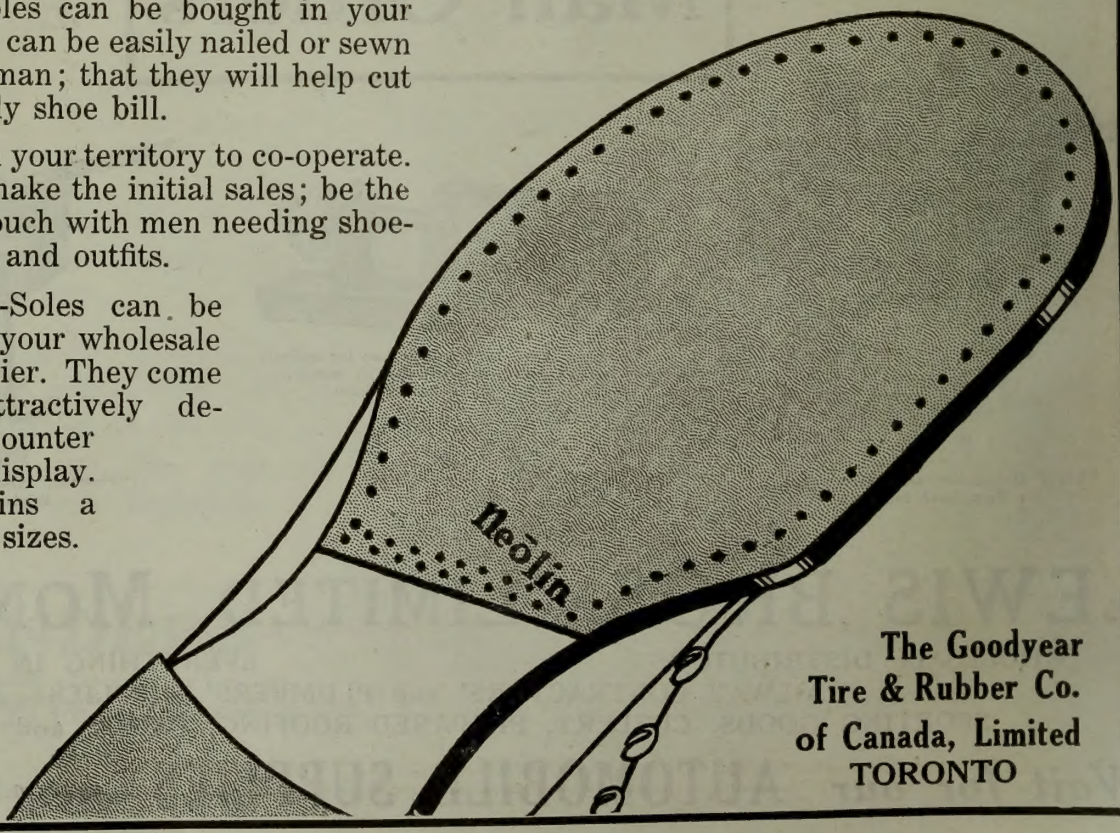
We're telling folks by the thousands that Neōlin Half-Soles can be bought in your store; that they can be easily nailed or sewn by any handy man; that they will help cut down the family shoe bill.

Be the first in your territory to co-operate. Be the first to make the initial sales; be the first to get in touch with men needing shoe-repairing tools and outfits.

Neōlin Half-Soles can be obtained from your wholesale hardware supplier. They come in cartons attractively designed for counter and window display. Carton contains a dozen assorted sizes.

---a new profit-maker

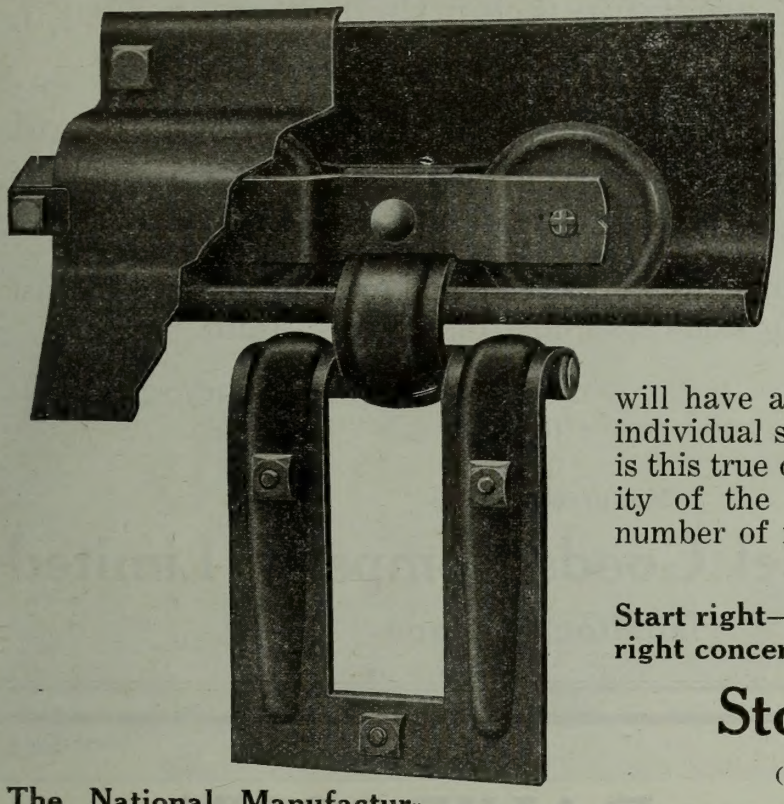
smashingly advertised



Go after this new business to-day

The Goodyear Tire & Rubber Co. of Canada, Limited
TORONTO

NO. 77
FLEXIBLE STORM-PROOF DOOR HANGER

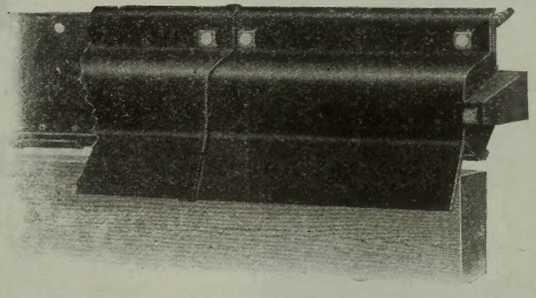


To all indications, **1919** should prove a **record year** for **Canadian business.** The Canadian Hardware Dealers especially can look to a bright and prosperous future. The **reconstruction period** about to be entered upon will mean **an abundance of Hardware Sales.** Your selling policies and the lines of goods you start the year with will have a tremendous influence upon your individual success of the future. Particularly is this true of Builders' Hardware. The quality of the line you handle determines the number of repeat orders you create.

Start right—with the right goods made by the right concern.

Storm-Proof Rail

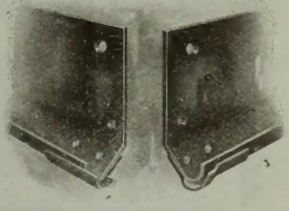
(Patented September 24, 1912)



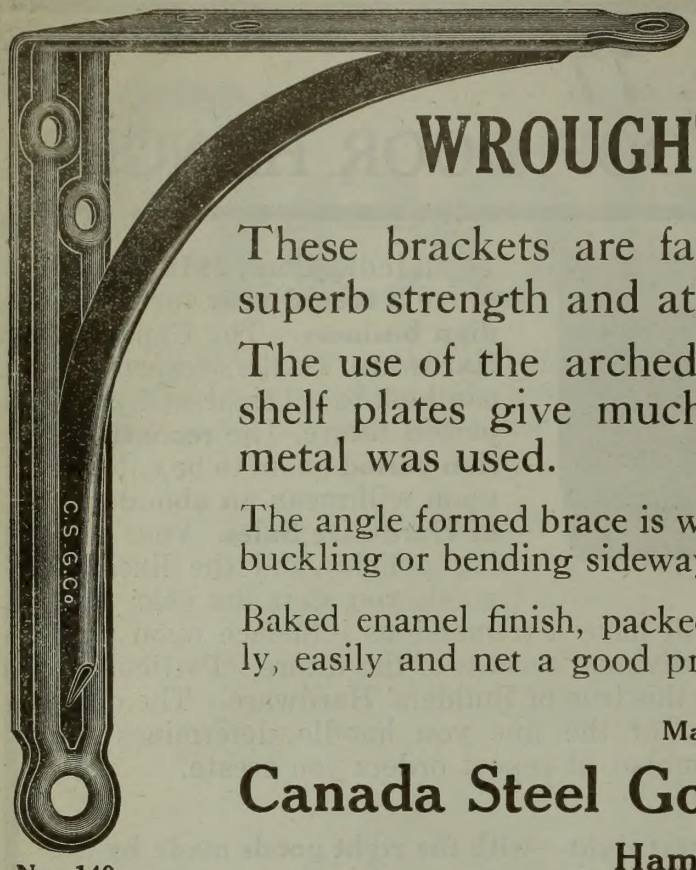
The National Manufacturing Company is the right concern and we have the goods. We have a reputation both for our **quality products** and our **methods of doing business** that takes second place to none in America. You will like our **methods of distribution**—the **quality of our goods**—the **service we render,** and our **prices and terms.** Watch this page from week to week, it will always contain something of vital interest to you. This week our **No. 77 Storm-Proof Door Hanger,** a strong, durable, neat-appearing, serviceable Hanger that has proven to be a **rapid seller.** Has our famous storm-proof feature and flexible hinge-joint. Comes to you neatly packed with full instructions in the usual **"National Way."**

We have a catalogue of our complete line. May we send you one with prices? Write us to-day.

View showing construction of Rail Joints



NATIONAL MANUFACTURING CO., STERLING, ILL.



No. 140

No. 140
WROUGHT STEEL BRACKETS

These brackets are famous for their correct design, superb strength and attractive finish.

The use of the arched forms of steel in the wall and shelf plates give much greater strength than if flat metal was used.

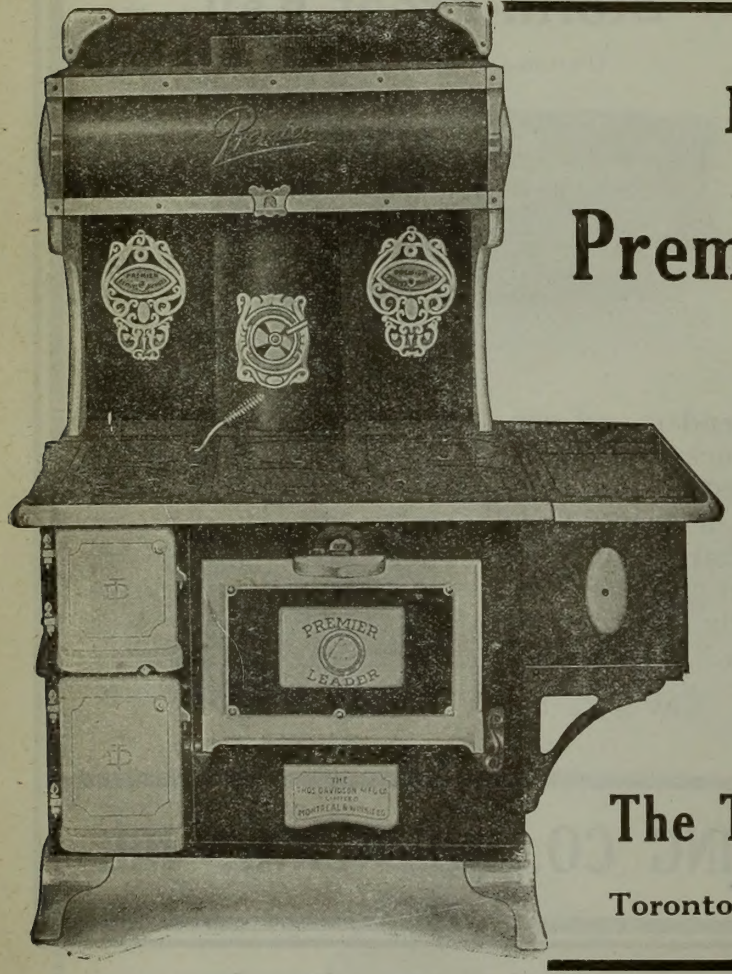
The angle formed brace is well riveted and renders it secure against buckling or bending sideways under the severest strain.

Baked enamel finish, packed half dozen in a box. They sell quickly, easily and net a good profit to you.

Manufactured by

Canada Steel Goods Company, Limited

Hamilton, Canada



DAVIDSON'S
POPULAR
Premier Leader Range

is a range that is built to supply the demand of a high-grade steel range at a popular price.

It is just as fully guaranteed, as to its baking and economical operating qualities, as our higher-priced ranges.

There is a "Premier" to meet every demand, whether for a steel or cast range, one fully dressed or strictly plain. The "Premier Leader" is made square or with reservoir.

The Thomas Davidson Mfg. Co.
Limited

Toronto Montreal Winnipeg



Where do you buy your Rope?

Do you buy your rope indiscriminately as needed from the first jobber whose salesman happens along? Or do you confine your purchases to one standard brand of cordage that you can consistently recommend to your trade at all times?

Rope stocks assorted and maintained through haphazard purchase, for price considerations, or to add weight to a miscellaneous shipment, represent a varying degree of quality and offer no opportunity or incentive for the hardware merchant to profitably specialize on his line of cordage.

Your customers look to you with confidence to supply their needs with merchandise that will give full satisfaction. You can strengthen this good-will by handling Plymouth Rope, for its quality is the highest and always uniform.

Confine your purchases to this long-established brand of cordage; feature it through your store display, and sell it by the foot. Our free dealer helps will enable you to do this successfully and profitably for the New Year.

PLYMOUTH CORDAGE COMPANY

NORTH PLYMOUTH, MASS. WELLAND, CAN.

INDEPENDENT CORDAGE CO., LIMITED

TORONTO, CANADA CANADIAN SALES AGENTS

Time to Order
FREEZERS



All of the three, LIGHTNING, GEM or BLIZZARD, have served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.

They are built of the very best material and workmanship possible —their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.



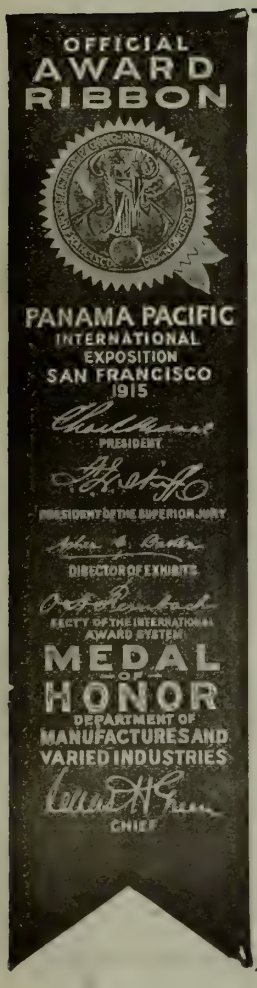
The Blizzard, being simpler in construction and cheaper in price, makes it a good running-mate with either the Lightning or Gem. They sel themselves and stay sold! No come-backs or complaints.

This means easy net profits for you.

Your Jobber Can Supply

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.



TRIMO TOOLS



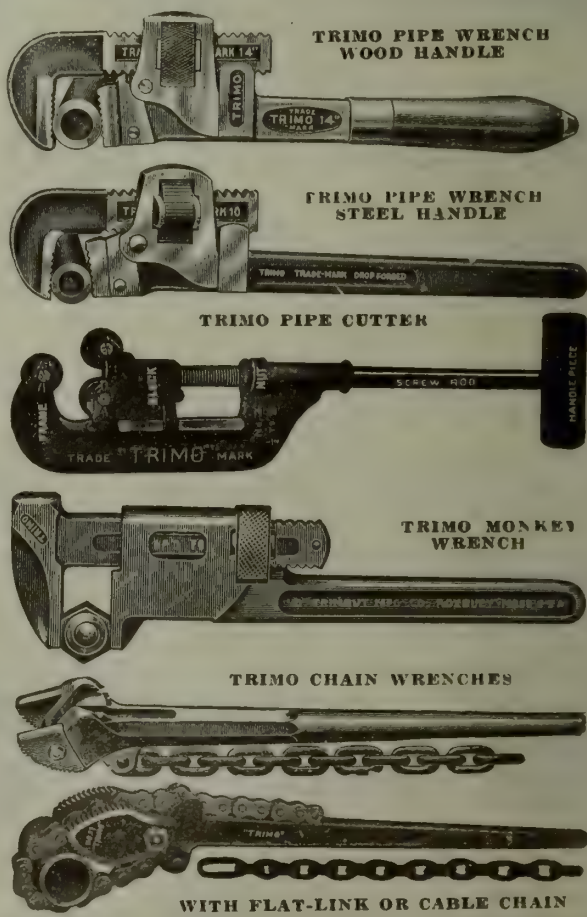
Nut with Nut Guards

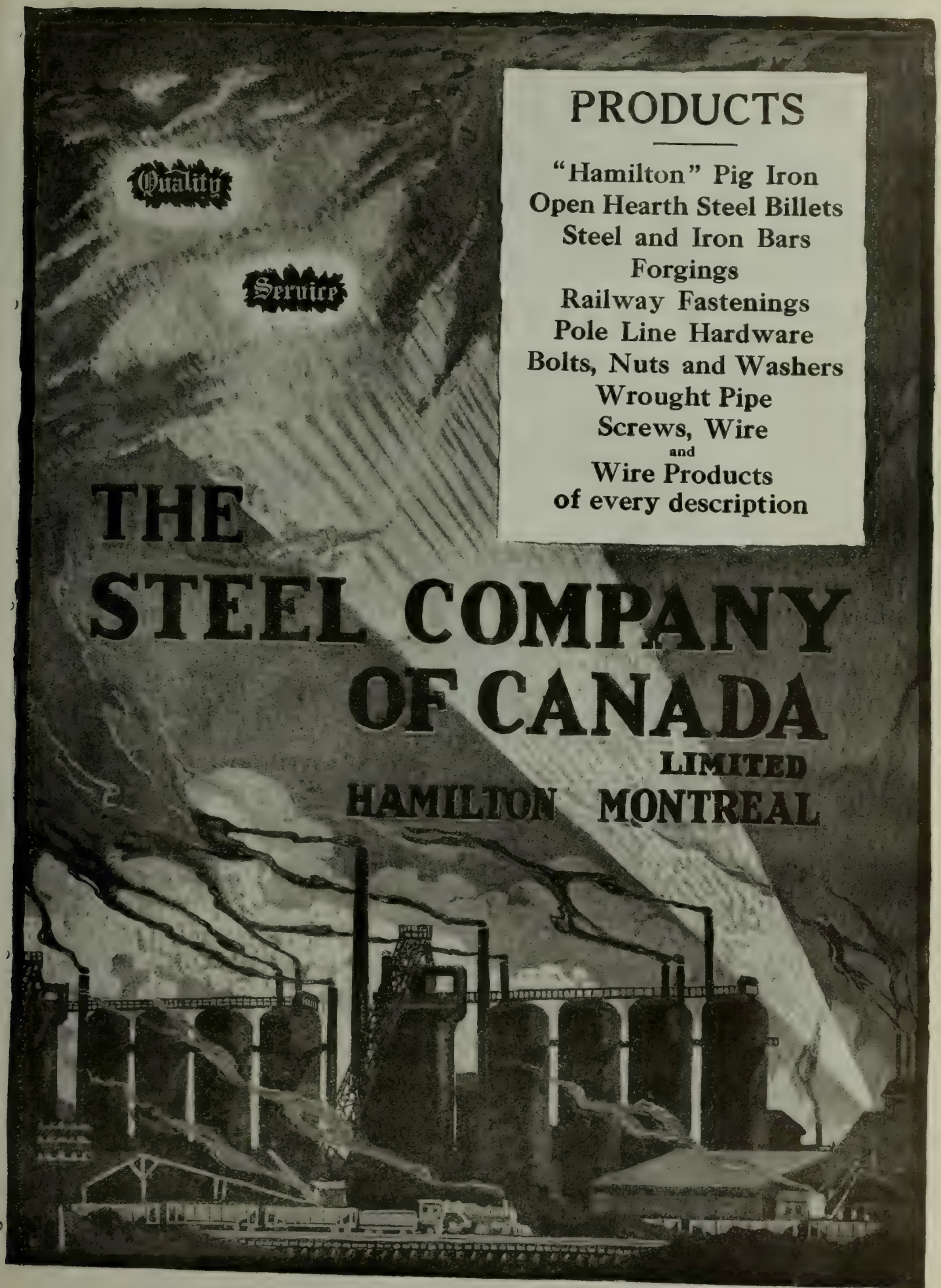
BE sure to ask for the Trimo Wrenches. both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

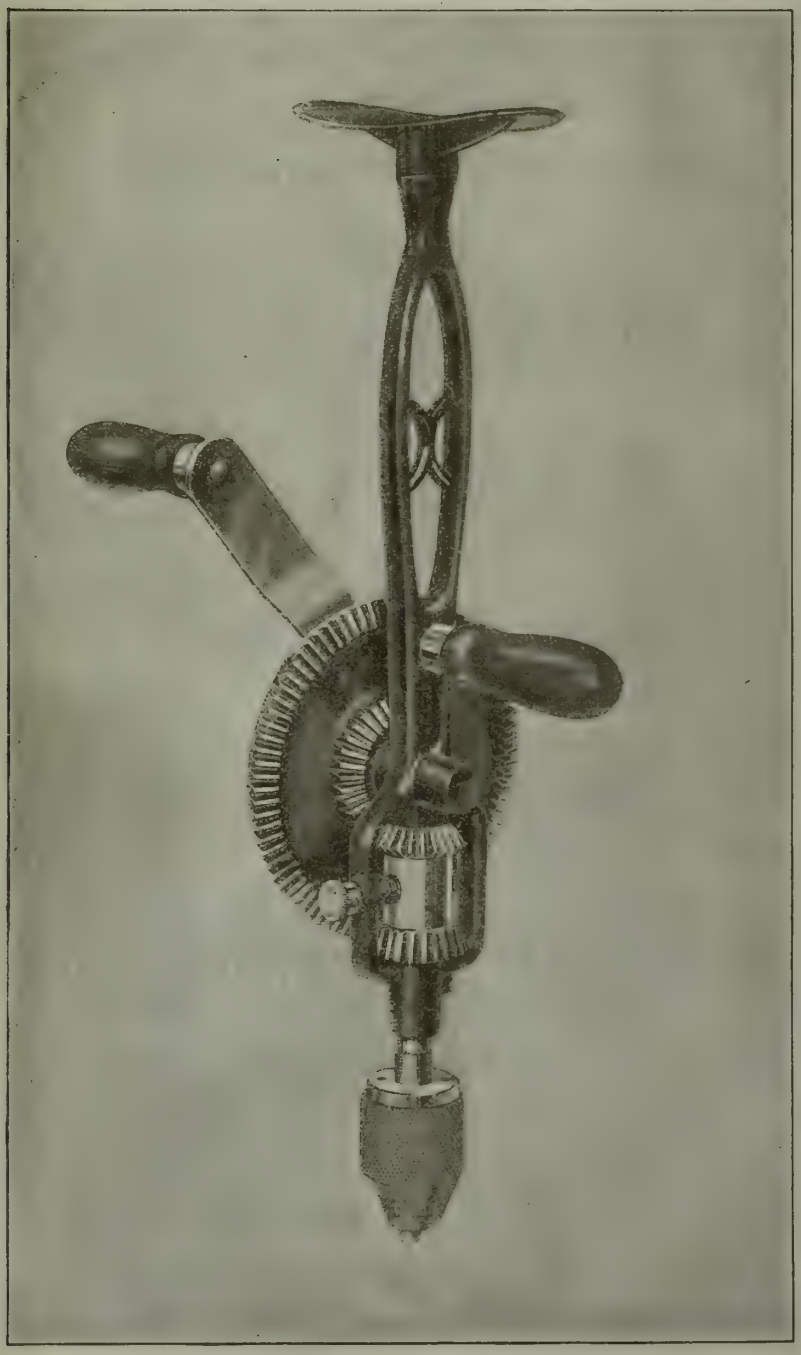
55-71 Amory Street
Roxbury, Mass.
U.S.A.




Quality
Service
PRODUCTS
"Hamilton" Pig Iron
Open Hearth Steel Billets
Steel and Iron Bars
Forgings
Railway Fastenings
Pole Line Hardware
Bolts, Nuts and Washers
Wrought Pipe
Screws, Wire
and
Wire Products
of every description
THE STEEL COMPANY OF CANADA
LIMITED
HAMILTON MONTREAL

GOODELL-PRATT

1500 GOOD TOOLS



BREAST DRILLS

Made in a great variety of models and styles. Among them are drills with iron, steel and aluminum frames, one and two speeds and ratchet movement, with and without levels and fitted with chucks of various patterns and capacities.

No. 6 (illustrated) has a malleable iron frame, two speeds, and a chuck with a capacity for round shank drills up to ½ inch.

In Your Store—

WILT

High Speed and Carbon Twist Drills



For quality, finish and actual service under test, **WILT** Drills are taking the laurels in faithfully performing their duties in various industries, not only in Canada, but in almost every Allied country.

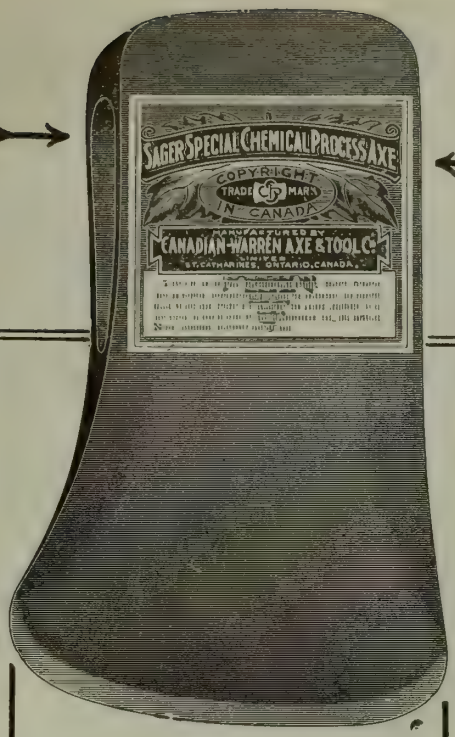
In order to insure satisfaction, the WILT company gives its customers every benefit of the doubt without question or protest.

Just another proof of WILT service, dealer co-operation and confidence in their products. Sell WILT Products.

"Where There's a Wilt—There's the Way"

WILT TWIST DRILL CO.
OF CANADA LIMITED
WALKERVILLE, - ONTARIO

London Office: Wilt Twist Drill Agency,
Moorgate Hall, Finsbury Pavement,
London, E.C. 2, Eng.



WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"

AND

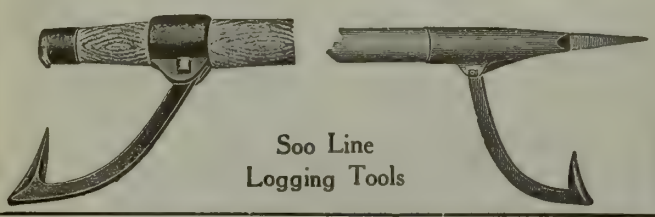
"SOO LINE" LOGGING TOOLS?

GET THE HABIT.

(AND THE PROFIT)

Canadian Warren Axe & Tool Co.
LIMITED

ST. CATHARINES, ONT.



Soo Line Logging Tools



Fairbanks Scales

For over 90 years Fairbanks Scales have been the World's Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Windsor, Winnipeg, Saskatoon, Calgary, Vancouver, Victoria.

WANTED

Fall Orders for Hardware such as follows:

Snow Shovels,
Lanterns and Globes,
Weather Strip,
Axes, Mitts and Gloves

A good stock on hand, and orders promptly shipped.

Thos. Birkett & Son Co. Ltd.

Wholesale Hardware Merchants

Ottawa **Ontario**

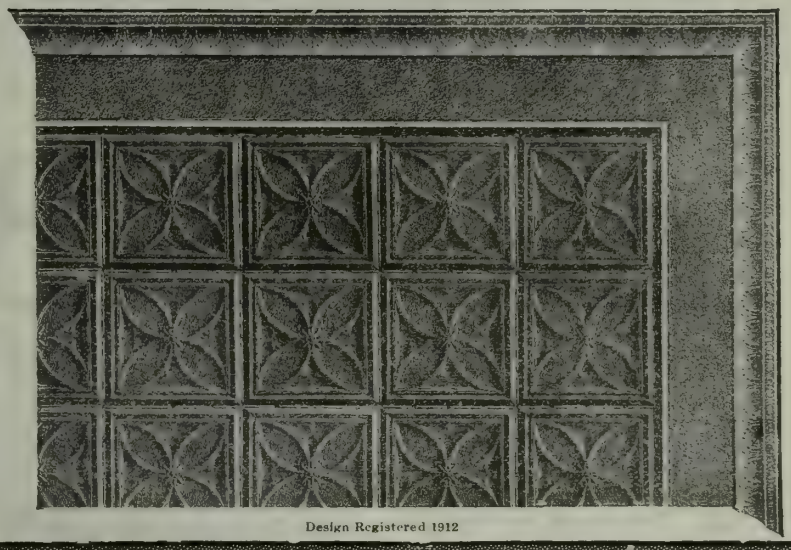
"Quality METALLIC First"
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE, ETC. ETC.

The Labor Cost is Light

"Metallic" ceiling and wall jobs are profit-makers for you and satisfaction-givers to the customer from first to last. Send us a list of prospects and watch us get busy on them in your interests. We've been 32 years at the business and our service will get you big results.

Write to-day for catalogue and full particulars.

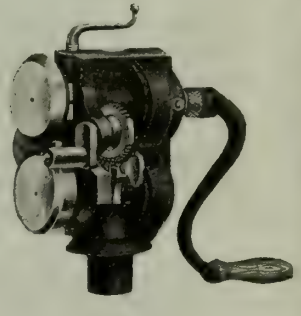
Stock carried by
GEO. W. REED & CO., LTD.
37 St. Antoine Street Montreal



Design Registered 1912

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

SMALL MACHINES



Are Made for Service. They Combine Durability, Speed and Accuracy

No Tinshop can afford to be without a set of these machines

We manufacture a full line of Tinners' Tools



Drop us a line for full particulars and prices

The Brown-Boggs Co., Limited
Hamilton, Canada

WHEN YOU THINK
WASHING MACHINE
THINK KRIBS

WHY?

Finest finish in every detail. No rough castings or parts.

Attractive in appearance.

Tubs guaranteed not to warp or shrink.

Every piece of wood carefully selected by experienced workmen.

Simplicity of mechanical parts—a child can operate these machines.

Unsurpassed in the Canadian market.



WHY?

Every purchaser of a "KRIBS" becomes a satisfied customer; the satisfaction spreads to friends and neighbors.

"KRIBS" means highest excellence and greatest value at least possible cost.

Once used they are preferred above all others.

Every machine guaranteed.

Hand Power, Water-Motor, Electric, Gasoline-Motor

If you're not handling "KRIBS" MACHINES you're missing big possibilities for profits and customer-satisfaction. Ask your jobber for this line. If he isn't alive to his opportunity, write direct for catalogue, prices and proposition.

WILLIAM A. KRIBS, HESPELER, ONT.

Maker of Freight-Handling Trucks of All Kinds

CANADA
FOUNDRIES & FORGINGS
LIMITED

SCHOOL DESKS



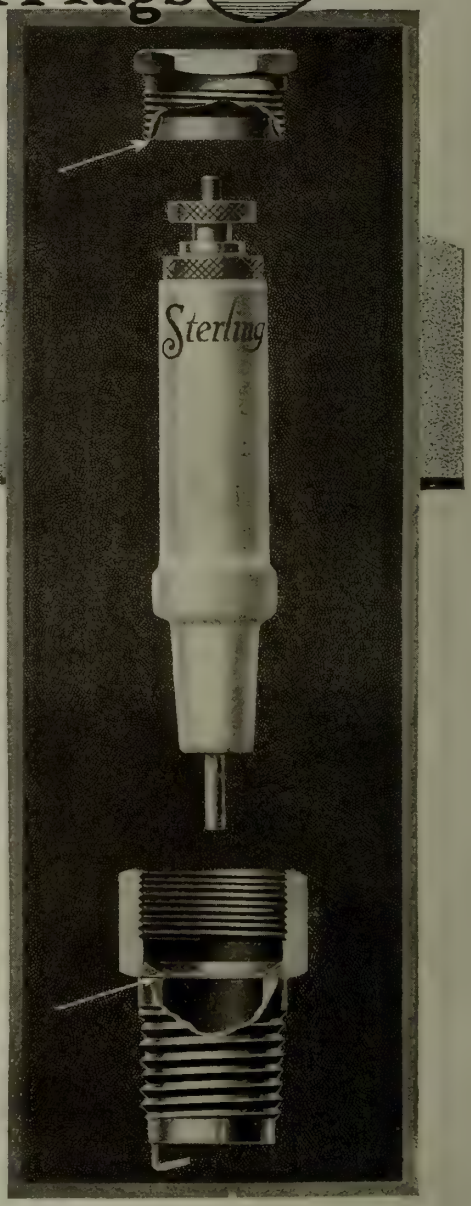
Go after the orders for school desks. You will be surprised how easily you can land this business. Think of the turnover and the profit on these big sales. It's mighty worth your while. We allow dealers a very handsome discount or commission, and suggest your writing now for full particulars of the desk and the proposition.

JAMES SMART PLANT

Brockville, Ont. **Winnipeg, Man.**

Sterling Spark Plugs





More About Why I Sell Sterling Spark Plugs

Last month I talked about Sterling electrodes in backing up my claims for Sterling Spark Plugs.

Now I am going to talk about leak-proof adjustment.

That is another reason why I sell Sterling Plugs.

To be readily cleanable, a spark plug must admit of repeated separation and re-assembly.

Naturally, then, to get absolutely leak-proof re-assembly every part of the plug—shell, bushing, core and the copper-asbesetos gaskets—must go back into perfect adjustment.

Sterling Spark Plugs are especially designed to fit together so accurately that, no matter how many times the parts may be separated, adjustment will be as truly leak-proof as when the plug left the factory.

No mechanic is necessary to re-assemble the plug; two wrenches are the only tools required.

Sterling Spark Plugs are sold by progressive garages and supply dealers everywhere.

Dominion Battery Company, Limited

736 Dundas Street East, Toronto

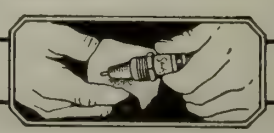
LOCKWOOD-ASH MOTOR COMPANY

MAIN STREET, JACKSON, MICHIGAN

A Size and Style for Every Car

The arrows point to the copper-asbestos gaskets, cleverly designed and fitted to withstand terrific heat and explosion pressure without warping or permitting leakage of gases.

(49)

SEPARABLE  CLEANABLE

THEY SELL THEMSELVES

START a parade of buyers by making an attractive and representative display of RELIABLE Colored Enameled Metal Tubular SEARCHLIGHTS.

This wonderful selling line will easily create a bigger sales record for you—give you an entirely new idea of how fast flashlights can sell.

Everybody wants a RELIABLE Colored Enameled Metal Tubular Searchlight. Autoists, mechanics, farmers, hunters, campers, fishermen, business men, housewives, boys and girls—they can't resist the attractiveness of this line.

Enameled in four colors—Red, blue, green and brown. But don't get the idea that this line depends for quick selling entirely on the fact that they are colored. On the contrary, the details—such as reflector, contact, lens—are perfect in workmanship and of the highest quality in every particular.

WRITE FOR SAMPLES AND DISCOUNTS

RELIABLE Colored Enameled Metal Tubular Searchlights can be obtained in Canada only from us. They come in standard sizes. Write to-day for sample line. Look it over and decide for yourself what a rapid selling line it is.

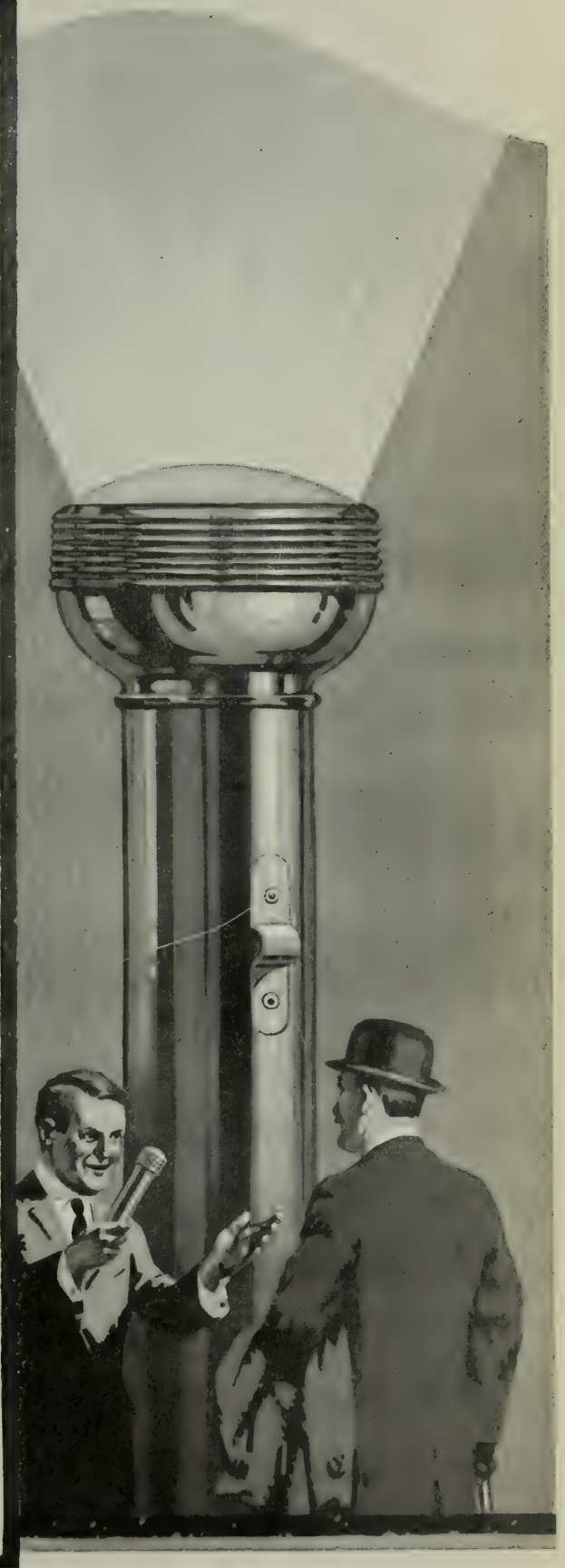
Get our prices on flashlights batteries and RELIABLE Dry Cells.

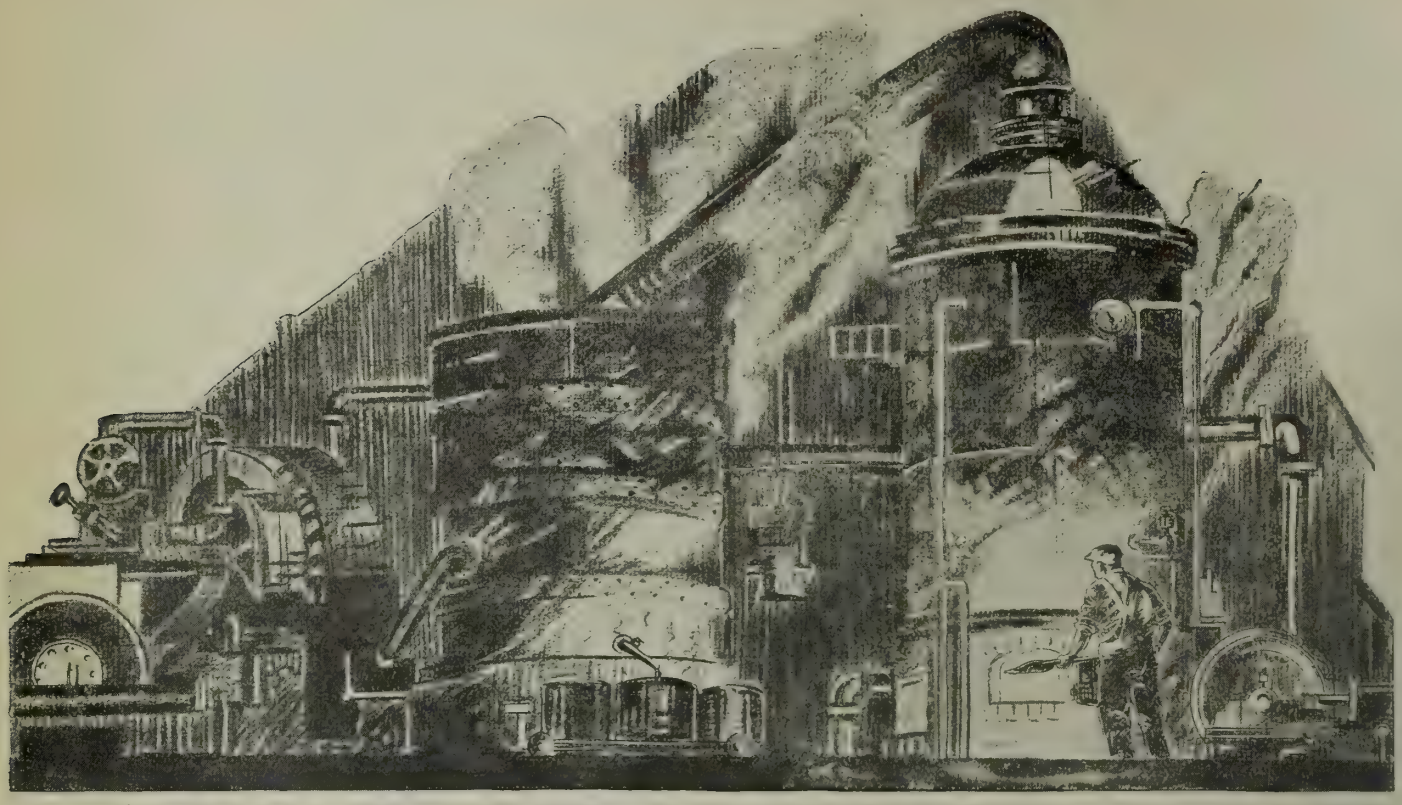
THE DOMINION BATTERY COMPANY Limited

736 Dundas Street East Toronto

"Lively and Lasting"







THE Canadian Wood Turpentine—made at our mills at La Tuque, P. Q., is an excellent diluent and solvent and contains no free rosin.

Further information will gladly be sent upon request. Simply sign and mail the coupon below.

BROWN CORPORATION

Sales Office: Portland, Maine, U. S. A.

Brown Corporation, Portland, Maine: Please mail us full particulars about your *Wood Turpentine*

Firm Name_____

Address_____

"DECORATED FOR CONSPICUOUS BRAVERY"

AT THE FRONT

During the War such terms as Military Medal, Military Cross, Distinguished Service Order and Victoria Cross have become very familiar. Sometimes we hardly realize the courage and sacrifice which our men have displayed to merit these decorations, and if we consider the number of these honors which have come to our troops we will appreciate the fact that Canada has been worthily represented on the FIRING LINE.

AT HOME

Medals are not awarded for Service in the Commercial Contest, but if they were, we may be confident that many of our Business Men would be decorated for their fearless confidence in those early days of the War when the business outlook was so dark. These are the men who RECONSTRUCTED our PEACE business into a PROFITABLE AND PROSPEROUS WAR INDUSTRY, with the result that the world knows that Canada was a real factor in the production of the Materials of War.

"PEACE AND RECONSTRUCTION"

The War is over now and we are face to face with a period of RECONSTRUCTION. Thousands of men who have been on the FIRING LINE will be returning to their former occupations, others who have been employed in the manufacture of Munitions will have to turn their efforts to PEACE PRODUCTION. This is a big problem, and will require the same COURAGE AND CONFIDENCE as was displayed in transforming PEACE-LOVING CIVILIANS into VETERAN SOLDIERS and INDUSTRIES OF PEACE into EFFICIENT WAR MACHINERY.

COURAGE AND CONFIDENCE! Are these not Canada's greatest Assets? Surely those men who faced the uncertainties of NINETEEN-FOURTEEN will not fail now. Industrial Panic means Industrial Failure. The future of Canada depends on INDIVIDUAL CITIZENS. YOU ARE ONE OF THEM.

Our Industries are organized to greater efficiency now than they have ever been before. Opportunities for EXPORT business are bigger, the Appropriations for PUBLIC WORKS are enormous, and our FINANCIAL position is enviable.

TO THE HARDWARE MAN this work of RECONSTRUCTION means bigger business. There will be large calls for everything in the HARDWARE LINE from NAILS RIGHT THROUGH THE LONG LIST TO HIGH CLASS TOOLS AND BUILDERS' HARDWARE.

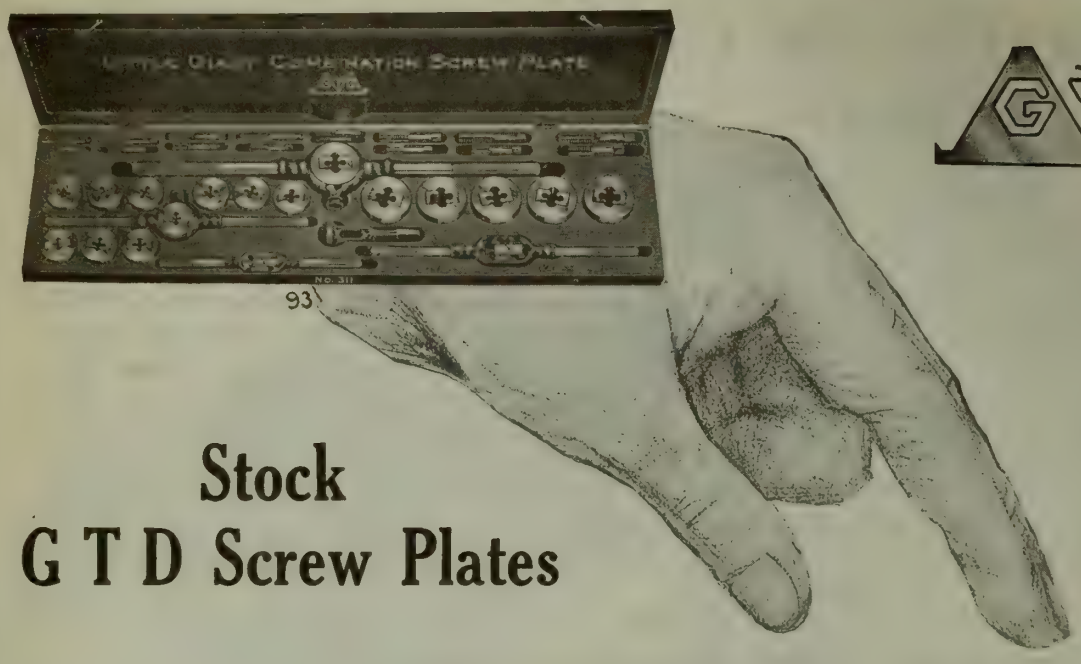
WE ARE PREPARED TO MEET THIS DEMAND. Our stock in every line consists of goods of the BEST QUALITY, Goods that are NATIONALLY ADVERTISED, Goods that SELL EASILY and STAY SOLD.

OUR AIM IS YOUR GUARANTEE OF SATISFACTION.

"COMPLETE STOCKS, GOODS OF QUALITY, PROMPT SHIPMENTS."

Try us with a MAIL ORDER.

WHITES LIMITED
WHOLESALE HARDWARE & METALS
COLLINGWOOD - - ONTARIO



Stock G T D Screw Plates

Prepare now to cash in on the great volume of business which is coming to dealers who sell *GTD SCREW PLATES* and other tools bearing the GTD mark.

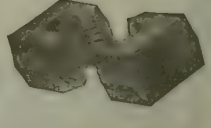
GTD Screw Plates are made in more than a hundred different assortments of various types including the famous Little Giant Line.

Order from New No. 40-HM catalog which illustrates and lists the complete line of GTD Small Tools. Write for your copy.



Little Giant Die Guide and Collet

Wells Bros. Co. of Canada, Limited
Galt, Ontario



Little Giant Die

Canadian Factory of the

Greenfield Tap and Die Corporation

Optimism in the Roofing Business



NOW that the war is over it is confidently expected that there will be a large increase in the demand for building and roofing materials.

The devastated areas of Europe which require rebuilding quickly will need large supplies of prepared roofings, because these roofings are the most easily and speedily laid.

In Canada, labor has been so scarce that there has been a comparatively small amount of building done. There are thousands of new homes, apartments, schools, stores, etc., already planned and only waiting for available labor to erect them.

There are also thousands of buildings that need re-roofing and with labor becoming available again there will be a large demand for prepared roofings for re-roofing purposes

There is every reason for optimism in the prepared roofing business. There has been no inflation or high prices due to war orders. The reasonable advance in the price of Brantford Roofing has been caused by legitimate reasons, largely to increased wages, increased freights, and increased taxes.

As it is not anticipated that there will be any material decrease in wages, freights or taxes for some time to come, and with a brisk demand for roofing materials anticipated, there is every reason to expect firm prices which means safe buying for the dealer and sure selling at a good profit.

The quality, reputation and economy of Brantford Roofing makes our line particularly suitable for present day conditions. Our line includes smooth surface, sanded and crystal-finished roll roofings and asphalt slates in two sizes and red or green colors, also sheathing papers. Every roofing purpose can be supplied in the Brantford Line from good, reliable roofings for temporary bunk houses to roofings suitable for large office buildings and department stores; from a sturdy, fire-resistant roofing for a barn to a beautiful, artistic asphalt slate roofing for a costly home

Brantford Roofing is well advertised to the consumer and is a ready seller. An agency for Brantford Roofing is one of the most valuable of assets to a dealer. Are we represented in your locality? If not, write for booklets, samples and trade information.

Brantford Roofing Co. Limited

Head Office and Factory: Brantford, Ontario

Branches at Toronto, Montreal, Halifax

We have received instructions to dispose of our $2,000,000 stock of high-grade material purchased for the manufacture of Aeroplanes, and the following is offered subject to prior sale:

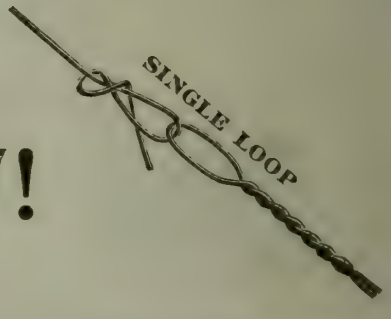
Aluminum Sheets
Hard Drawn Piano Wire
Nickel Steel Bolts and Nuts
Copper and Brass Nails and Rivets
Steel Bars 20-30 Carbon
Brass and Copper Sheets and Tubing
Seamless and Welded Iron Tubing
Cold Drawn 3½% Nickel Steel Bars
Cast and Machinery Steel and Cold Rolled Steel
Hot and Cold Rolled Sheet Steel
Shafting, Hangers, Bearings, Couplings, etc.
Extra Flexible Aircraft Cord
Gasoline and Water Hose
Paints, Oils, Varnishes, Enamels
Veneer
Terneplate
Rubber Matting
Tool Room, Machine Shop and Woodworking Machines

Send us your inquiries and we will quote you attractive prices.

Canadian Aeroplanes Limited
TORONTO



DO IT NOW!



Right now is your opportunity to stock up on a line that will mean good business for you next spring. Make an appeal to the *Hay Pressers* of your district—to buy *Laidlaw's Bale Ties.*

Broken bales mean a large wastage of both time and money. Show your customer how he will be money in pocket by using the *Laidlaw.* It's to your interest and to the customer's advantage that you recommend *Laidlaw Bale Ties.*

May we tell you why? Write us for information

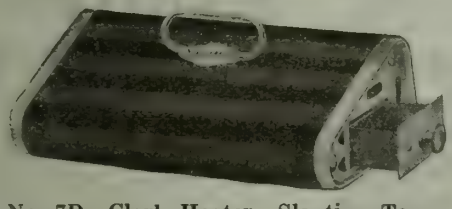
The Laidlaw Bale Tie Co., Limited
Head Office and Works: HAMILTON, ONT.

Representatives:
A. T. DIGGINS, Stair Bldg., Toronto H. F. MOULDEN & SON, Travellers Bldg., Winnipeg
H. E. O. BULL, 184 Mance St., Montreal M. BRYAN, 24 Aldgate, London, England

Sell the Old Reliable CLARK FOOT WARMERS

Used in Open and Closed Automobiles, Sleighs and Other Vehicles





No. 7D—Clark Heater—Slanting Top

Covered with high grade material, metal parts nickel plated and polished, 14 inches long and weighs 9 pounds.

There are several models of Clark Heaters, all reasonable in price and all good sellers.

Catalogue on request

SOME SPECIAL USES

In the Home. Old folks and invalids derive great comfort from Clark Foot Warmers. They give off no smoke or odor and are of attractive appearance.

In shipping clerks' offices, general and private offices where the floors are cold or drafty.

In hospitals for convalescents who sit out of doors.

In florists' wagons to keep flowers and plants from freezing.

In duck blinds and duck boats. Hunters find Clark Heaters ideal for warming the feet and hands.

It costs less than One Cent per hour to operate a Clark Heater and get a dollar's worth of real comfort.

Now is the time to make a display of Clark Heaters. A good assortment means but a small investment for a quick and profitable turnover.

Heater users insist on having Clark Carbon Fuel Bricks on account of superior quality. More heat for less money.

Your Jobber can supply you.

The next ten weeks are the best of the year for Clark Heater sales.

Stock them and get the business.

They sell quickly and never fail to please the user.

Chicago Flexible Shaft Company

Twelfth St. and Central Ave.

Chicago, U.S.A.

Build Up Your Business—

by handling the BEST.

MADE IN CANADA BY CANADIANS.

Sold All Over the World



ARROW HEAD SAWS

Write for Catalogue
T. F. SHURLY CO., LTD.
St. Catharines, Ont.

Telegraphic Address: "GOBLETS, BIRMINGHAM"



Telephone: CENTRAL 5486

W. J. ANTHONY & SONS, Ltd.

ST. GEORGE'S WORKS
7 Unett Street, Birmingham
ENGLAND

Stampers and Piercers of every description of Electroplate wares for Manufacturers and Silversmiths.

Specialties—Tea Sets, Waiters, Comports, Cake Stands and Baskets, Rose Bowls, Cruets, Egg Frames with Cups, Entree Dishes, Fruit Baskets, Pierced Sweet Sands, Sardines, Fern Pots, also a good collection of Vases in various sizes.

Enquiries invited


REG 617694

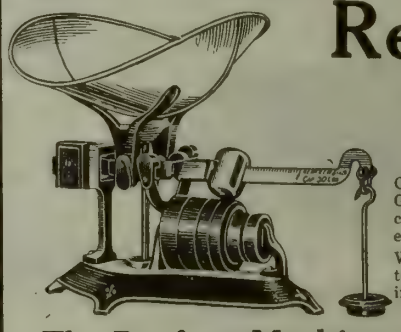

REG G25084

Show Her the Way

FOR goodness' sake, cries the average housewife, show us how to save money out of the deluge of sky-high prices for meats, sugar, flour—everything. And seldom a thought has she of what a tidy sum can be saved every little while by checking up the honest mistakes of grocer, butcher, etc. Show her.

Just a bit of enterprise, pushing the Renfrew Scale to the front—displaying it—and showing her how it soon pays for itself will stir up a tidy lot of sales worth while. Right now is the "psychological moment."

Clinch your sales by showing the Government Inspector's Certificate of correct weights accompanying every Renfrew. Scales supplied in black or all nickel-plated finish. The



Renfrew

HOUSEHOLD SCALE

Capacity ½ oz. to 30 lbs. Government inspector's certificate accompanies every scale.

Write to-day for literature and attractive selling proposition to

The Renfrew Machinery Co., Limited

Head Office and Works, Renfrew, Ont.

Eastern Branch: Sussex, N.B.

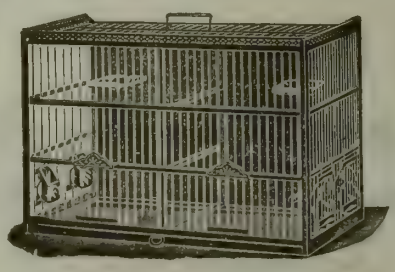
Western Representatives: P. A. C. McIntyre & Co., 1206 McArthur Bldg., Winnipeg, Man.: Crandall Co., Ltd., Vancouver, B.C.

Our Other Lines: "Renfrew" Cream Separators; 2,000-lb. Farmers' Truck Scale, Tractors, Wood-Saws, Grain Grinders, etc.

"HENDRYX" BREEDING CAGES

are absolutely necessary for the scientific and hygienic raising of canary birds.

All metal—White Enameled—Green trimmed—Closed back—Two partitions—Two nests and nest holders—Four cups—Six perches—Sliding drawer.



No. 86S—17¼ x 8¾ x 13¼".
No. 86—20 x 10 x 14".
No. 87—22 x 11 x 15¾".
No. 88—24½ x 12¼ x 16¼".
No. 113—26¾ x 10 x 13⅞".

The breeding time extends from January through April, and the increased interest in raising birds requires a stock of these cages.

THE ANDREW B. HENDRYX COMPANY - NEW HAVEN, CONN.

Why You Should Be A Michelin Dealer

No. 38

Instead of Using Up Your Prestige Michelin Increases It

You can sell almost any make of tire at a profiit for a while. Your local prestige, Mr. Dealer, enables you to do that.

But for your own sake you cannot afford to sell tires that trade on your reputation. Rather you should sell tires whose reputation is so high that you can trade on it.

In other words you should sell some make of tire like Michelin—and preferably the Michelin itself. No other tire has a world-wide reputation for quality in the same degree as the Michelin. It is *the* tire of tires on which to build a permanently successful business.

Write today for the Michelin Dealer Proposition.

Michelin Tire Co. of Canada, Ltd.

782 St. Catherine St. W.,
Montreal



MICHELIN

We Make Delivery Bodies for Hardware Men



The Hardware Man wants a body adapted to his business. We build them, strong, light and moderately priced.

With permanent top, removable top, or open express body.

"Champion" Truck Bodies

Champion Truck Bodies are made in all sizes for all kinds of motors. Your old car's chassis can be quickly adapted to a new body and give you splendid service. We have been making Carriage Bodies for 50 years, and you can trust us for good work, and our prices are right. Write for full particulars. ***Send for Folder and Get Our Prices.***

CARRIAGE FACTORIES, LIMITED

Excelsior Life Building, Toronto

SALES OFFICES: MONTREAL, TORONTO, WINNIPEG

Do You Want Export Business?

ADVERTISERS in the "Export Numbers" not only reach every worth-while hardware buyer in Canada, but also reach a select list of 1,200 buyers in foreign lands. The next "Export Number" will be issued Feb. 2. Last forms close Jan. 26. Copy and cuts for the export section this issue should be sent in without delay. Regular advertisers may use space pro rata on contract. Rates same as in ordinary issues. Two pages, $100; one page, $55; half page, $31.25. Extra color if desired, $18.75 page.

It would cost you many thousands of dollars and take years for a representative to call on the 1,200 foreign buyers who receive the "Export Numbers" of HARDWARE AND METAL. For the modest rates given above, you can reach these buyers simultaneously.

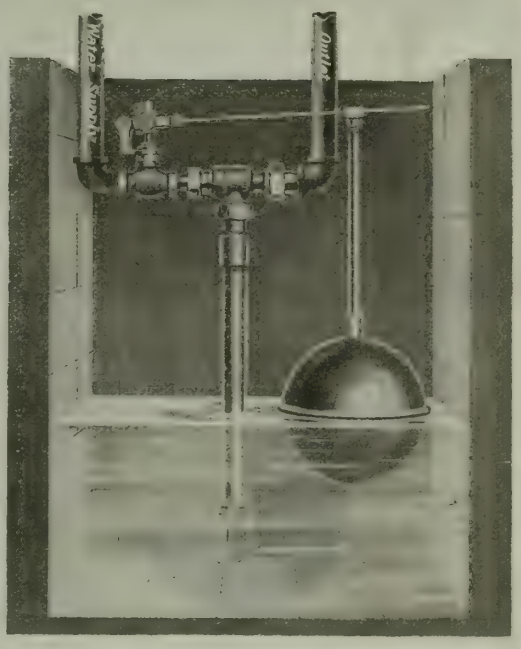
Write for evidence of direct results secured by advertisers in these numbers.

HARDWARE AND METAL

143-153 UNIVERSITY AVENUE . . TORONTO

OFFICES ALSO AT WINNIPEG, MONTREAL, NEW YORK, CHICAGO, BOSTON, LONDON, ENG.

Simplicity is the Keynote of .. MORRISON .. Automatic Cellar Drainers



The Morrison Automatic Cellar Drainer is very **easy to install,** and when once installed needs **no further attention.** The working parts are all placed well above water, with no chance of dirt getting into them.

Customers quickly realize the **simplicity** and **advantages** of this **Ideal Cellar Drainer.** That's why there is such a popular demand for it all over Canada. That's why it's so **easy to sell** and a **money-maker** for you.

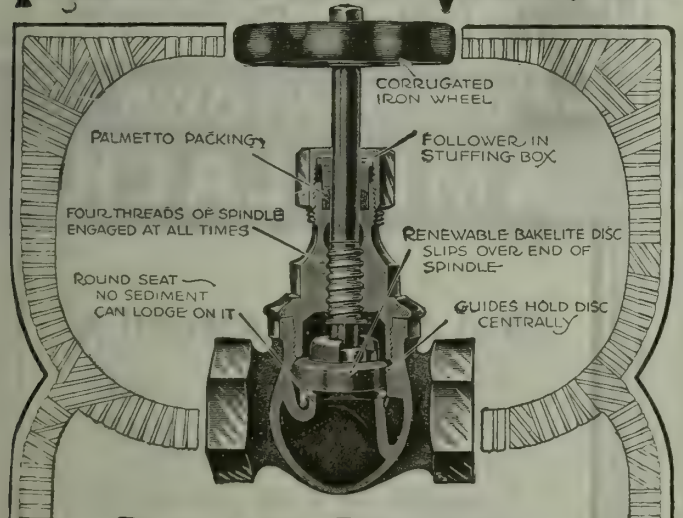
Backed by the Morrison Guarantee and Reputation, you can't go wrong.

Write us for further information and prices.

The James Morrison Brass Manufacturing Co., Limited

93-97 Adelaide Street West, TORONTO, Ontario

FAIRBANKS VALVES



Renewable Disc Valves

The only tool required is a wrench to remove the bonnet. The vise, hammer and cold chisel are all eliminated. Once sold always demanded by your trade.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto: Hamilton, Windsor, Winnipeg, Saskatoon, Calgary Vancouver, Victoria.



MENDETS

A PATENT PATCH

Dealers, You are Overlooking Easy Sales and Profits Every Day in the Week

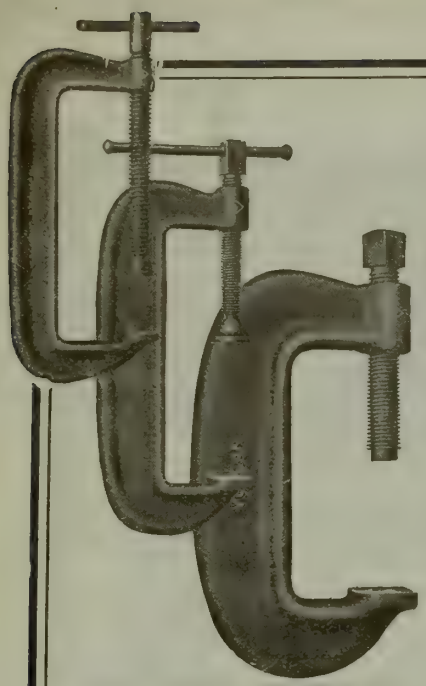
Get Busy! Mendets are needed and asked for these days in every town and city throughout Canada.

Mendets save thousands of dollars every year in preventing the necessity of purchasing new utensils, graniteware, etc. It is the only perfect method of treating leaks in Aluminum, Hot Water Bags, Graniteware, Brass, Iron, Sheet Iron, Cooking Utensils, Rubber Goods, etc.

Mendets easily and quickly repair without the use of heat, solder or cement. Get busy and help your customer save money; purchase through your nearest jobber.

Collette Mfg. Company

Collingwood, Ont., Canada



Williams' Superior Drop-Forged "C" Clamps For Every Purpose

"THEY STAND THE STRAIN"

HELP the shop people to select the "C" Clamp best adapted to their needs: there's "A Williams' Clamp for every purpose."

For general utility—without need for maximum strength—Williams' "Light Service" line will fit the cost. 8 sizes, 2" to 12" capacities.

For stability and utility—medium service—Williams' "Agrippa" line offers the solution. 7 sizes, 4" to 18" capacities.

For extreme strength and heavy service—Williams' "Vulcan" line provides abundantly for both. 11 sizes, ¾" to 12½" capacities.

All are made of a special, high grade steel and after forging, are "heat-treated" to increase their toughness and strength.

Machinists' Tools Booklet with your imprint if desired.

J. H. Williams & Co.

"The Drop-Forging People"

30 Richards Street Brooklyn, N.Y.

The A. G. Low Co., Ltd., 30 Pacific Avenue, Saskatoon, Sask.

Agents for Manitoba, Saskatchewan, Alberta and British Columbia

MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

The L. Martin Co. *Headquarters for*

GERMANTOWN LAMPBLACKS

IN

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

Montreal Toronto
Philadelphia New York
Winnipeg
London, Eng.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

The R. McDougall Co.

LIMITED

GALT, CANADA

P X H

TRADE MARK

FILES

"They Cut Faster and Wear Longer"

Port Hope File Company

PORT HOPE, ONT.

IMPERIAL

TRADE MARK

There is a shape and grade of "Famous Five" file for working upon any kind of metal or wood.

Don't run the risk of losing a steady customer by selling him the wrong file. Find out the kind of job he is working on, and get him the exact file for it.

Our aim is to have "Famous Five" Files give complete satisfaction to every customer. That means good business for you and for us.

Specify "Famous Five" Files when you order.

They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by





In Placing Their Orders For

TAPSOLES and TOPLIFTS

The Department of Militia and Defence bought more **TAPSOLES** and **TOPLIFTS** for Army Purposes from **ANGLO-CANADIAN LEATHER CO., Limited,** than from all other manufacturers put together.

WHY?—Because they found they were made from the best and most satisfactory **SOLE LEATHER.**

If the **ANGLO-CANADIAN LEATHER CO., Limited, "MAPLE LEAF"** BRAND **SOLE LEATHER, TAP SOLES** and **TOPLIFTS** are best for hard, army, active service conditions, are they not the best for you to stock and supply your customers?

We have a full line and solicit your orders. Write for price lists to

ANGLO-CANADIAN LEATHER COMPANY, Limited

665 King Street West, TORONTO

Tanneries, HUNTSVILLE and BRACEBRIDGE

Tel. Address: "Clifford, Birmingham"

SEA-CLIFF

Established 1776

Trade Mark

CHARLES CLIFFORD & SON, LTD.

BIRMINGHAM, ENGLAND

Contractors to Admiralty, War Office, India Office, Ministry of Munitions, Air Board and principal Railway Companies.

Brass, Copper, Phosphor,
Bronze and Gun Metal,
Manganese Bronze, etc., etc.

In TUBES, RODS, SHEETS, WIRE AND CASTINGS.
PHOSPHOR TIN, PHOSPHOR COPPER.

Brass Condenser Tubes

for Standard Ships, Etc.

ARMCO IRON

In Railroad Service

This huge coaling pier of the Baltimore & Ohio Railroad at Curtis Bay, Md., is now in the service of the Government. Its magnitude is demonstrated by the fact that a ship of 7,000 tons capacity was recently loaded with coal there in two hours and ten minutes.

This pier also indicates Armco Iron's wide range of usefulness in railroad service. A decking of 100 tons protects the costly installation of conveyor belting. Armco Iron is also employed in a novel method for waterproofing the Feeder Pits located 11 feet below tide-level. Galvanized Armco Iron was used on the houses and loading towers.

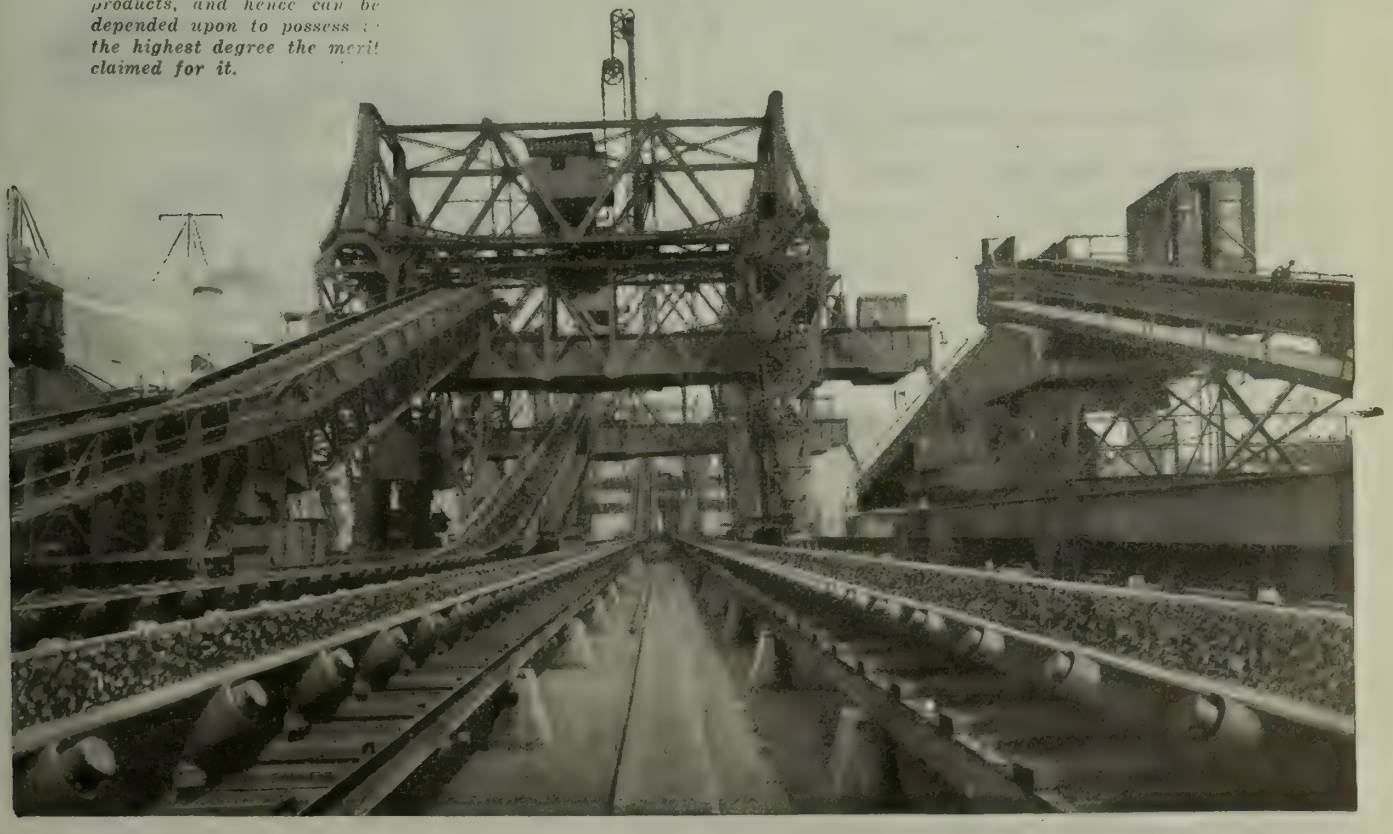
The protection and comparatively long life that Armco Iron affords because of its purity, rust-resistance and evenness is an invaluable form of metal conservation in the readjustment period, when every ounce of railroad equipment must be kept in service to the last possible moment and at minimum cost for replacements.

Armco Iron is serving in the following railroad uses: hopper cars, polished boiler jackets, coal chutes, water tanks, oil storage tanks, metal passenger, freight and mine cars, smokestacks, third rails, sheet car roofing, boiler tubes, fences, tie plates, equalizer bars, metal lath, window frames, ventilating ducts, culverts and milled letter signs (Lyle signs).

Write for Armco Iron literature applied to your needs. Ask for the advice of our specialists in sheet and plate metal service.

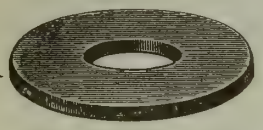
THE AMERICAN ROLLING MILL COMPANY, MIDDLETOWN, OHIO

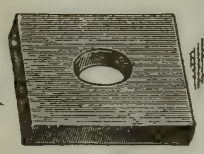
The trade mark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company, with the skill, intelligence, and fidelity associated with it's products, and hence can be depended upon to possess to the highest degree the merit claimed for it.



Wrought and Steel Plate WASHERS

of all descriptions





Annealed Rivet Burrs, Felloe Plates. Sheared and Punched Plates.

Malleable Washers and Cast Iron Washers.

Round & Square Plain or Galvanized

Prompt Shipment

Wrought Washer Mfg. Company

Milwaukee, Wis.

To our Customers and the trade

A Happy New Year and Peace, Prosperity Good-Will

Walter Woods & Co.

Hamilton and Winnipeg

SANITARY TWISTED WIRE BRUSHES

of all kinds for

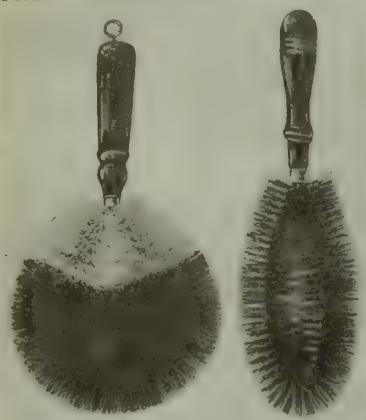
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PHONE PARKDALE 250



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DUSTERS
HAIR BROOMS
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BRUSHES

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ARCTIC METAL

a medium-priced babbitt specially adapted for Saw Mill and Wood-working machinery.

Will remain cool under exceptionally high speed.

Its long life proves its efficiency.

Tallman Brass & Metal Limited

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A Wide Reputation *For Establishing Lines In Western Canada*

We have a reputation for establishing lines in the Western market. We are an old established firm, known by Jobbers throughout the whole West.

Write us if you want substantial representation in Western Canada.

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Hardware, Plumbing and Steamfitters' Supplies
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Alberta Office: Edmonton, Alta. J. Taylor Webb, Manager

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Our sales force covers jobbing points in *Manitoba, Saskatchewan, Alberta* and *British Columbia.*

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We are centrally situated

We make our journeys regularly

We have a first-class connection

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REPRESENTING

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Village Blacksmith Brand
Butcher Knives and Tools
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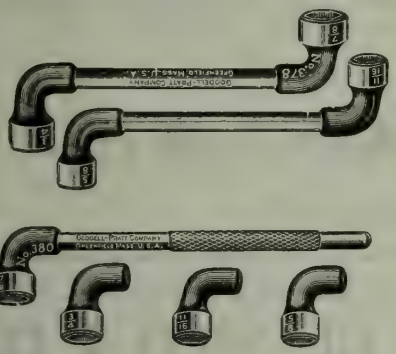


Mr. Punch The Hole Maker, is shown on the left—you know, the drill which is advertised so extensively in Saturday Evening Post, etc.

It has a feature found in no other punch, viz: a drill point gauge in the handle. Point this out to your customers.

We have special Mr. Punch advertising sets for dealers who sell this tool.

Spiral Ratchet Screwdriver (on the right), with three intercheangeable tool-steel blades. You can sell this with Mr. Punch—the two go together. For right or left hand work. Can be used automatically or as a stationary screwdriver.



GOODELL PRATT
1500 GOOD TOOLS

All motorists are prospective customers for the socket wrench sets below. The handles are made of steel. Overall length of No. 378 is 8¼". Sockets are made in sizes of 11/16, ⅝, ¾ and ⅞-inch between flats.

The sockets of No. 380 are made the same size, but the handle is detachable and fits all the sockets, thereby condensing the outfit. Overall length 10¾".

No. 7 Breast Drill shown on the right has an improved bit brace chuck, with two sets of jaws, one for holding round, and the other for square shank drills. It has two speeds—fast and slow. No. 6 or 6A holds round shank drills only up to ½-inch.





Prospective GENCO Customers are coming into your store daily. Few perhaps ask to see your line of razors. But most every man would be interested if you made it known that you were selling GENCO Razors.

A GENCO Display Cabinet placed in a conspicuous position in your store will remind every man who enters of the GENCO Advertising he has seen in The Saturday Evening Post, Literary Digest and other National Publications.

GENCO Advertising is telling your customers that American Master Cutlers are now making a razor that is of uniformly higher quality than any razor ever made anywhere. It bears the trade mark——GENCO.

GENCO Quality has taken the guess work out of razor buying and selling. When you sell a GENCO to one of your customers you sell him satisfactory shaving service.

"Largest exclusive manufacturers of high grade Razors in the world."

ORDER FROM YOUR JOBBER—OR WRITE US



YOU
SHOULD SELL
WEED CHAIN JACKS

The most easily operated Jack on the Market

Weed Chain Jacks lift a car by a few pulls on a chain and lower by a few pulls in the opposite direction. The operator can stand away from the car, clear of the wheels, mud guards and tire carriers. This feature is especially noteworthy where cars are operated by women.

They are made of malleable iron, black enamelled; the base is extra heavy to prevent upsetting; the top is concave to prevent slipping of the axle. The lifting screw is cold rolled steel with square machine-cut threads. The gear housing is stamped steel, and the chain is heavily plated to prevent rust.

A Weed Jack purchaser is a pleased customer.

GREAT WEST ELECTRIC COMPANY, LIMITED
WINNIPEG

Distributors for Laco Tungsten and Nitro Lamps

We have

A Large Organization

and

Every Facility for Giving

SERVICE

To

MANUFACTURERS

Who Are Anxious to Place Their Lines On The

Western Markets

Let Us Represent You In Western Canada

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Wholesale Hardware Brokers
GALT BLDG., WINNIPEG

A. W. GLASSCO & CO.
Manufacturers Agents, Winnipeg, Canada

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LIVERPOOL

AVON INDIA RUBBER CO., LONDON

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Importers Jobbers Manufacturers' Agents

Engine Packings, Belting, Asbestos Products, Power House Supplies and Specialties

Consignments Solicited.

Open to negotiate for new lines for Western Canada.

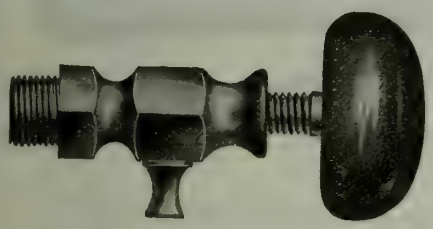
Let us Market *Your* Hardware Lines in Western Canada!

We have room for several good hardware or mill supply lines. If *you* have anything that you wish brought to the front in Western Canada, let us know.

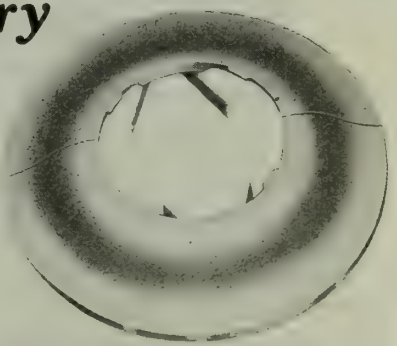
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Floor and Ceiling Plates, Air Valves and other Specialties for Quick Delivery In the West





Representing Beaton & Caldwell, The A. E. Hinds Company, Winnipeg, is now in a position to serve Western Dealers promptly with a wide variety and style of Floor and Ceiling Plates, Air Valves, Hangers and specialties that every up-to-date jobbing house must have to complete stock. Our specialties will meet practically every demand.

We give **service, quality** and **prompt attention to shipments** and **customers' requirements.** We manufacture as large a variety of these lines as any concern in the world, and are as well prepared to make immediate shipments.

Send for catalogue and price list.

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Galt Building, Winnipeg

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Wholesale Hardware Brokers

OFFICE AND SAMPLE ROOM

406 CONFEDERATION LIFE BUILDING

WINNIPEG MANITOBA



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Pocket and Household Cutlery

Mehasco Pocket Cutlery meets every demand of Prairie life. It is especially strong in Cattle and Punch Knives. These are made from Wardlow's English steel, the best obtainable, and are absolutely guaranteed. We'll convince you on your trial order.

Hart's Hollow Handle Household Cutlery with its high quality at medium price is just the thing for every day use in the home or for restaurants. Heavily nickel plated with blades of oil tempered shear steel. They can be left in boiling water for any length of time without soaking up any of the water, and they can be put on a stone and given a real edge. They are nicely put up in half dozens, each knife and fork wrapped in tissue paper individually, not in brown paper rolls.

ANOTHER MEHASCO MESSAGE

22

Merchants Hardware Specialties
LIMITED
CALGARY



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Manufacturers Agent

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Manufacturers should write us for our exclusive Sales Proposition

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After the War——What?

The time to put on fire insurance is before the fire. The time to prepare for after-the-war conditions is before peace comes.

Advertise now and be prepared to keep your goods in demand through the medium of HARDWARE AND METAL

Our knowledge of

Western Conditions

and our splendidly equipped

Extensive Organization

place us in a special position to render to the

Manufacturers

a

Distinct Service

in

Western Canada

Introduce your lines to

The Western Market

through us.

Moncrieff & Endress, Limited

Wholesale Hardware Brokers

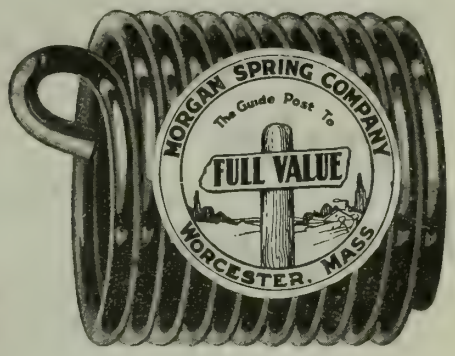
Galt Bldg. **Winnipeg**

Good Men

DO you need the services of a good retail salesman, traveller, or manager. The best of them read HARDWARE AND METAL each week from cover to cover. Incidentally they also note the condensed ads. in the "Wanted" section. You can use space in this section at a cost of two cents per word for the first insertion, and one cent a word for subsequent insertions. Add five cents for box number or address.

Morgan Springs and Wire Hardware

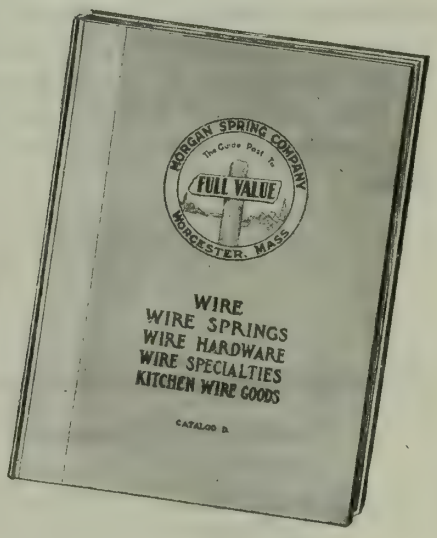
Tempered by the well known Morgan Process—*Free From Imperfections.*



More than thirty years' experience in the art of wire drawing enables us to furnish wire possessing, to a high degree, ductibility and tensile strength, uniformity, unusually free from imperfections. Our oil tempering is done by the well-known Morgan Process.

You'll Need This For Your Files

Send For Your Copy



Send at once for this 288 page catalogue for ready reference on Springs, Wire, Metal Stampings, Wire Hardware, Kitchen Wire Goods, Mill Wire Goods, Wire Nails, Wire Specialties, Tacks and Staples. Backed by the Morgan Guarantee. You can sell wire goods of every description in which are embodied service and quality and which are guaranteed to give perfect satisfaction.

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Canadian Representatives.

A. E. HINDS & CO., Winnipeg, Canada

AMERICAN SHEET & TIN PLATE CO.
APOLLO
BEST BLOOM
TRADE MARK REGISTERED

Working Quality Unsurpassed

KEYSTONE

Durability and Strength Combined

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UNITED STATES STEEL PRODUCTS COMPANY
NEW YORK, U.S.A.

APOLLO KEYSTONE
Copper Steel Sheets

There is Economy in Excellence

Keystone Quality is worth more when resistance to rust is the influencing factor. To understand why the copper-steel alloy gives longer life to sheet-metal products, it is only necessary to inaugurate a few simple service tests of your own—that is if you will not accept our exhaustive definite proofs. You will ultimately convince yourself of the excellence of **Keystone Copper-Steel.**

METALS

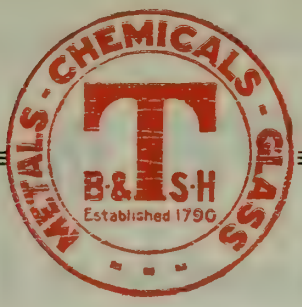
We solicit your enquiries on metals of all sorts—from stock or for import.

Sheet Steel (import only)	Canada Plate	Sheet Zinc
Lead	Sheet Copper	Spelter
Tin Plate	Ingot Copper	Brass Tubing
etc.	Ingot Tin	Copper Tubing
	etc.	etc.

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MONTREAL TORONTO NEW GLASGOW, N.S.

Sales Agents for Eastern Canada

United States Steel Products Company, New York



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We carry in stock and solicit enquiries either for immediate or future deliveries.

Gold Leaf	Lithopone	Cream of Tartar	Blue Vitriol
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Litharge	Castor Oil	Tartaric Acid	Chamois Skins
Dry Red Lead	Glycerine	Citric Acid	Harris Goods
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Cut Stone	Terra Cotta	Ash Hoists

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Reasonable in Price

THE



CAVERHILL LEARMONT
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These Saws are made specially from refined silver steel, by expert saw makers. They are fitted with large, roomy handles. Taper ground. Carefully set.

FULL STOCK ON HAND

Panel Saws in 18, 20, 22-inch.
Hand Saws in 24 and 26-inch.
Rip Saws in 26-inch.

Order Spring Requirements Now.

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TRADE MARK



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Automobile, Carriage and Truck Tires, Automobile Accessories, Etc.

Send for Price Lists and Dealers' Discounts.

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TORONTO HALIFAX MONTREAL OTTAWA FORT WILLIAM WINNIPEG REGINA
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"PROTECTION"

IF YOU USE

BUFFALO BRAND PRODUCTS

We hold our **Trade** by taking care of it.

You want the kind of **Service** we give--- We give the kind of Service you want

Satisfied Customers are the best boosters--- We have many boosters, to whom we owe our success.

To build our business--- we strive to build yours, by supplying only Oils and Greases dependable in quality, and **confining our sales strictly to the Merchant and Manufacturing Trade.**

PRAIRIE CITY OIL CO., LIMITED.

"Everything in Oils and Greases"

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Asbestos Pipe Covering
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ASBESTOS PROTECTED METAL CO.—Corrugated Siding and Roofing.

E. Roy,
65½ St. Andre St., Montreal, Que.

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Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

Pyrene FIRST AID KIT

Pyrene Safety First Aid Kits Display Them—*Sell Them!*

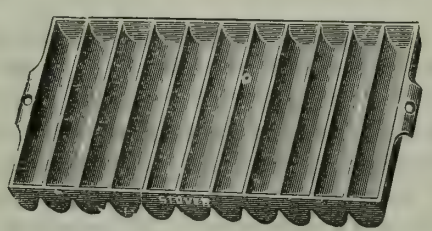


Pyrene Safety First Aid Kits should be part of the equipment of every factory. They should be on each floor, in each department ready for any emergency.
Pyrene Safety First Aid Kits reduce your customers' Compensation Insurance premium and thus cost little or nothing to install.
Include this indispensable kit in your sales of Pyrene Fire Appliances. Your nearest jobber will supply you or write direct to us for literature.

Pyrene Mfg. Co., of Canada, Limited
3 St. Nicholas Street
MONTREAL

Pyrene FIRST AID KIT

CORN BREAD PANS



Fast Selling Hardware Specialties

The use of corn meal as a substitute for wheat has created a large demand for these pans.

Every dealer should have them. Be sure you get the STOVER brand. It is a guarantee of clean, smooth castings.

This is also the time of year to lay in your waffle irons. STOVER waffle irons keep on the move and do not lay in stock. Send for our special waffle iron circular.

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Waffle Irons
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Saw Vises
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Chest Handles
Door Pulls
Foot Scrapers
Cast Pliers
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Stove Pokers and Lifters
Stove Pipe Dampers
Pulleys (All Kinds)
House Numbers
Cast Hammers
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Feed Mills
Gasoline Engines

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Freeport, Ill.

Stover Mfg. & Engine Co., 709 East St., Freeport, Ill.
Send undersigned information regarding your
Name .....
Business .....
Address .....

FROST STEEL AND WIRE COMPANY, LIMITED

MANUFACTURERS OF

GALVANIZED AND BRIGHT WIRE, HAY WIRE AND BALE TIES, WOVEN WIRE
FARM AND ORNAMENTAL FENCES, GALVANIZED GATES

MANUFACTURERS' WIRE SUPPLIES

HAMILTON, CANADA

January 2nd, 1918.

To Hardware Dealers:

Many have been the surprises since the cessation of hostilities. Decided fears have been entertained that the sudden ending would result in enormous price reductions and chaotic conditions, but from present trend of events it is felt that big declines in the metal markets are not to be expected. Another surprise has been in the matter of labor. The release from munitions work has not developed any surplus—all are being absorbed in Peace-time manufacturing activities. Labor is still scarce, and wage reductions are most unlikely throughout the many months to come of high costs of living.

Munitions manufacturing has been generally stopped and the steel tonnage released, but producers of so-called "non-essentials" are making up for the months of time when they were denied materials. Automobile business has come back to Peace stronger than ever. The building of railroad equipment, railroad repairs, Government construction work, all of which have been at a standstill, are now being resumed.

There should be no danger in this country of serious business depression. Canada is so rich and prosperous, and our resources are so large that the indulgence of feelings of fear or doubt as to financial, commercial or industrial safety and progress would be wholly unjustified. Even if there should be some decrease in volume of business, we may look forward with confidence. We must not repose in the fancied security that we can forever sell everything and buy little or nothing. If such a thing were possible it would not be best for us or those with whom we deal. With the prospects of continued good farm produce markets there should be little hesitation in purchasing for farm requirements, and Farm Fence and Gates are likely to be in quite as good or better demand than ever, depending upon available farm labor.

Do not let your energy or your money lie idle. Be optimistic, and have confidence in your ability to make others optimistic, and very soon we will all help to create an atmosphere of action. Take stock of your needs, and continue "business as usual."

If you are not enjoying a substantial demand for Frost products and our goods are not on sale in your town, get in touch with us forthwith. Winter shipments take Spring dating, and our price is guaranteed against our own decline to April first, 1919.

A Happy and Prosperous New Year to All.

FROST STEEL AND WIRE CO. LTD.

ALEX. L. PAGE, General Manager

"Member Audit Bureau Circulations."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXI. TORONTO, JANUARY 4, 1919 No. 1

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"DOMINION" Polished
"CANADA" Half Bright
"TRYM"—All Dull

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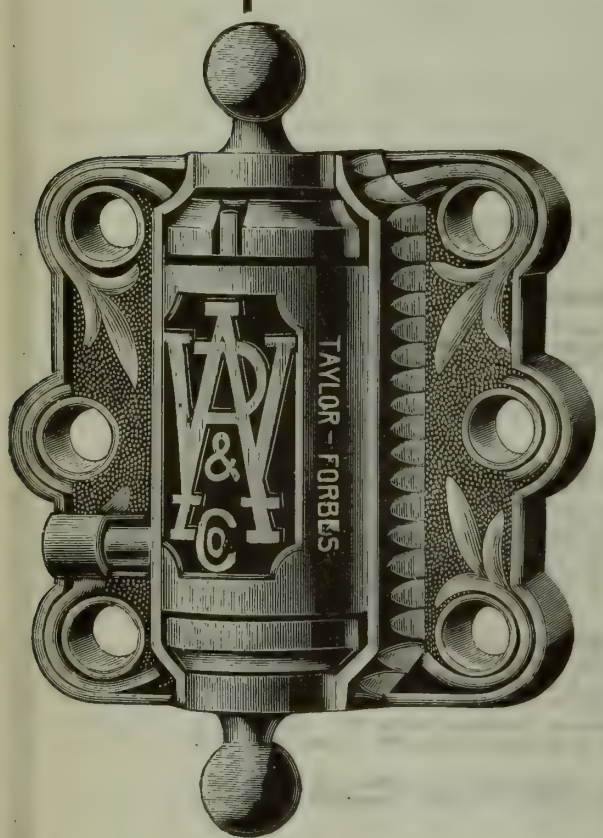
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Suitable for all work

JOHN LYSAGHT, LIMITED
Manufacturers
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T-F SPRING HINGES

A LINE THAT IS MAKING GOOD WITH THE TRADE.

The high standard set by us in the manufacture of **T-F Spring Hinges** means more sales for you and a host of satisfied customers. You should be handling this line. There are splendid profits in it. Now is your opportunity to get ready for the spring repair and clean-up season.

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 31 TORONTO, JANUARY 4, 1919 No. 1

Canada's Future Was Never Brighter

Hardware Men and Manufacturers Looking Forward to Big Business This Year—Readjustment Problems Are Being Satisfactorily Met and Business Conditions Sound—Money Will be Plentiful in Opinion of Financiers

THAT Canada will prosper not only in 1919, but for many years to come, is the opinion of a number of manufacturers, and hardware men with whom HARDWARE AND METAL discussed the outlook for the coming year. These men are optimistic, not with the blind, unreckoning optimism that has no foundation, but after carefully investigating and weighing the facts. Varying degrees of optimism were expressed, some merely looking for a steadily growing business, while others predict big developments for the whole country. On one point all seem agreed and that is that spring will see the commencement of very marked activity, especially in the building trades, automobile industry and in the rural districts. Many factories already have orders booked that will keep them working to capacity for many months. Others are wondering if they will be able to get the materials they require to complete their output. In the case of some automobile firms it it stated there is little chance of securing sufficient quantities of raw materials to make anything like the number of cars required for this year's demands.

Big Expansion

An enormous demand for farming equipment of all kinds is anticipated, not only at home, but from France and Russia. Firms manufacturing these lines are preparing for capacity outputs.

Some manufacturers predict that construction work in new buildings alone will total half a billion in Canada this year. There are inquiries coming in, they state, from all over the Dominion for materials with which to construct homes, factory extensions and other work held up by the war. All this will offer a big opportunity for hardware men and this regular building will be still further increased by the Government's action in taking necessary measures to help solve the housing problems which have become acute in many sections.

Soldiers Returning

About 300,000 Canadians will return from overseas and according to the Minister of Militia they should return at the rate of 30,000 a month. "The Financial Post' estimates that $100,000,000 will be paid out by the Canadian Government as a result of the increases to be made in the post discharge pay of these men. In addition to this there is $15,000,000 at Ottawa which the men have saved up as a result of their own economy and which they can draw at any time they desire. These men will have a big buying power. A great many of them are married men and when they return will have a lot of work to do fixing up their homes, painting, and making repairs that have been standing since they marched away, two, three or four years ago.

Many thousands of the younger men are farmers and just as quickly as they can get back will be welcomed by relatives who have been working overtime to maintain production. There is little doubt that given favorable weather conditions 1919 will see perhaps the greatest production of foodstuffs in the history of the Dominion. There is a market for every pound of it at good prices so the farmers should be as prosperous as ever and experience has proven that when the farmers are prosperous business is good.

Lots of Work

While it may take some weeks to shift the thousands of men who were working at munitions to other jobs, there is not expected to be any serious unemployment. Skilled help continues as scarce as ever and the situation regarding unskilled help is not expected to cause anxiety. Aliens who have not been able to get home since the war started are leaving Canada for Europe at the rate of more than 10,000 a week. Most of these men are leaving firms who cannot spare them and are filling their places as quickly as possible with men from the munitions plants and other places.

The railways are very busy and with several big Government projects under way, a nine million dollar section of the Welland Canal, additional power development at Niagara Falls, good roads and railway extensions, it would appear that there will be plenty of work for all.

Export Business

Not for a long time have such numerous inquiries been received from overseas for Canadian products as have been coming in every week since the armistice was signed. Many firms are already working on shipments and a great volume of business is expected to follow as a result of the activities of the Canadian Trade Commission. One Western Ontario firm which handles building materials, it is stated, expects an order which will keep its plant working to capacity for months.

As far as the financial outlook is concerned bankers state that money will be easy and that there will be plenty for all legitimate enterprise and development.

Making full allowance for all the readjustments necessary in connection with the reconstruction period, those in closest touch with commercial activities see nothing but prosperity ahead for Canada. This is their view not only for 1919 but for some time to come. In the hardware business the future is regarded as particularly bright as trade in general has come through the ordeal of the past four years on a sounder basis than it ever was before and ready to make the most of every opportunity that offers in connection with the development of the Dominion.

Montreal Manager Looks for Prosperity

It may be six months and it may be eighteen, but that a great era of prosperity will extend over Canada is assured. Such is the opinion of C. W. Wiggin, Montreal, manager of the Canadian Fairbanks-Morse Co. Mr. Wiggin made it quite clear in discussing the outlook with HARDWARE AND METAL that he did not wish to befool himself or anyone else into ignoring the great problems immediately before us in this country. There are many problems of great moment to be solved and it is just a bit difficult at this time to make anything like an accurate fore-

cast of what will happen in the course of the year. It is just a question now (and this is a somewhat beclouded one) of how long the evolution from the war to the peace basis will take, and whether during this necessary process Canadian business will be able to absorb labor released from the war industries without the necessity of some Government action to provide employment on public works, such as roads, canals and so forth.

Readjustment Must Come

"With the manufacture of all munitions entirely eliminated the pre-war status of industry must naturally be re-established," he said. "In certain lines, this will be a slow process. In other lines, the process will be comparatively rapid. Indeed, for certain of our basic industries, such as pulp and paper mill business, we can probably look for a period of expansion.

It would appear that it will probably be a considerable period before prices will decline greatly on a large number of commodities. Take structural steel as an example. The demand at the present time exceeds the available supply, and the demand for structural steel from many widely separated centres will absorb a very large production for a considerable period, and the price is likely to remain fairly firm even with Government control abolished, as with active bidding in the open market there will be a continuous output for many months, and consequently employment for labor at good wages on steel production. Competition will in time reduce labor costs, but this will not be immediately, as the basic rate for labor is indissolubly bound up with the price of foodstuffs, and with the world facing a shortage of food, it would seem that no marked reduction in the cost of foodstuffs can be expected until after the next harvest, and possibly not then, depending largely on the size of the crops.

Back to the Farms

We should not overlook the fact that large additional areas have been placed under cultivation, this increased acreage having been stimulated during the last three years, and not only will a considerable number of returned men go on the land, but a considerable percentage of the munition workers who originally came from the farm will during the reconstruction period drift back to the farm, and this will result in increased production of foodstuffs, ultimately resulting in decreased prices. Lower prices on foodstuffs, however, must not be looked upon as a calamity, even to the farmer, as the prosperity of the country depends not on the prosperity of one class but upon the prosperity of all classes.

Means Just As Much

The increased production of foodstuffs even at lower prices means just as much money for the farmer and more money for the country. Take wheat for example as a base. If a farmer producing 6,000 bushels of wheat for which he receives $2 per bushel, can produce 12,000 bushels for which he receives $1.25 per bushel, his net returns should be approximately as much and the country is a good deal better off for a number of reasons. In the first place, more tonnage has been supplied for our railroads; more work has been supplied for our terminal elevators; the cost of foodstuffs will have been reduced, permitting labor to accept lower wages without lowering their living standards or reducing their savings, and this lower wage will permit our manufacturers to produce goods at a price which will enable them to compete in other markets.

Absorption of Veterans

In view of the fact that we are just entering on the winter months and that during winter months construction work in Canada is necessarily at a standstill, the Government is undoubtedly wise in providing the slow demobilization of the troops, or as we understand it, it is their intention to provide for their maintenance until such time as they can be absorbed into industry.

Construction work in this country has been greatly reduced during the last two or three years, and there is no question but that there will be considerable expansion as soon as weather conditions permit of the undertaking of building operations. Housing facilities in some of our cities are inadequate. Road work has not been pushed during the war and this is a question the increasing importance of which is being very generally understood by the public at large.

Both the Provincial and Dominion Governments will undoubtedly embark upon a program of road construction just as soon as the general public can be educated to the necessity of such work, and this will absorb a great deal of labor.

Basic Industries

Canada possesses certain basic industries the increasing development of which cannot but lead to increased prosperity. Among these basic industries are pulp and paper mill business. The pulp and paper mills of Canada are the most efficient in the world. Our pulp areas have as yet only been scratched, and our leading mills are through their Forestry Departments taking steps towards the re-forestration of cut-over areas on a basis that will perpetuate their limits. There will undoubtedly be a very considerable expansion in that industry.

The fostering of increased agricultural production is one of the most important things we have to do. Our flour mills have established an enviable position for themselves, and this industry should increase and remain in a highly prosperous condition for some years to come.

We control a large portion of the world's supply of asbestos and nickel and the production in both these lines is capable of decided expansion. The coal areas in the Northwest should be developed, as the lessons of the last two winters should have taught us the folly of depending to so great an extent as we did on the imported product.

Iron Industries

Our iron industries are capable of great expansion and in this connection the erection of a steel plate mill at Sydney is of great interest.

To sum up, the situation seems to be, that while we may suffer temporary setbacks, while during the coming winter it may even be necessary to take steps looking toward the support of certain classes of labor which cannot be immediately absorbed into our various industries, nevertheless in view of the tremendous richness of Canada's natural resources and the general business activity that will take place over the whole world with the cessation of war conditions, and above all perhaps the habits of thrift and investment which have been inculcated into large sections of our population during the last two or three years, thereby enabling us to finance our industries to a greater extent than ever before, as well as the purchases of our foreign customers, it would seem that the future can be viewed without misgiving and, in fact, that we are almost in view of a period of unprecedented prosperity.

Says Wise Buyers Will Place All Orders Now

A. T. Enlow, president of the Dominion Sheet Metal Company, Hamilton, Ont., expresses the following views:—

"The attitude of the hardware trade in general as to the future tendency in sheet metals is doubtless similar to that of the colored soldier in the United States army recently, who had taken out a Government policy of life insurance and the Captain had suggested that he make a "will." "Huh, Boss," he said, "neveh mine bout dat will—de only will dis coon is interested in is—Will I come back?"

"That's the way many of the users of sheets feel to-day—the only thing they really care about is—will the price come down?

"As a matter of fact that is the least essential point—what they really should consider is the question of supply, of transportation, of demand for their product."

Take Care of Itself

The price will take care of itself and no one in touch with the situation will predict anything more than a gradual transition from recent prices to those showing moderate reductions—but with this important phase in mind—the high premiums charged will disappear. During the last year or two the supply has not exceeded 20% of the normal demand, and the jobber's expense has been higher than ever, hence he asked and got premiums for service. Now with a return of fair supply his volume will increase and premiums will disappear so that dealers will buy considerably cheaper than recently.

It is well to remember, however, that any holding off in making purchases for spring needs may mean the old story of premiums for prompt service. The demand for export from Canada will con-

time as long as England charges $5 per ton export charge and pays $50 a ton more for spelter than we do.

Exports Increase

There is a large volume of export business in sheets already and prospects are good for more. The transportation problem is not apt to be acute this year, and there is plenty of labor available, especially as wages have not been reduced and probably will not be for a long time.

The Canadian producers of both black and galvanized sheets have reduced prices to jobbers and manufacturers along lines adopted by United States mills and this should reach the dealer and also the consumer during the coming season and thus stimulate the home demand. Any slackening can apparently be taken care of by resorting to the large export needs.

In our estimation the wise buyer will cover now for the first half of 1919.

Oil Firm Planning Extensions This Year

Very important developments are planned for 1919 by the Imperial Oil Company and it is stated to HARDWARE AND METAL that expenditures of several hundred thousand dollars will be made. New buildings, new equipment and largely increased facilities for distribution are planned. While considerable money will be expended in Ontario it is stated that the company's plans for extensions embodies work in other parts of the Dominion also. It is expected that if materials, especially steel, are available that the work will be proceeded with as early in the year as possible.

Drill Manufacturer Sees Good Year Ahead

F. R. Humpage, vice-president of the Wilt Twist Drill Company of Canada, Limited. Walkerville, Ont., discussing the outlook, was very optimistic. He stated that twist drills played an important part in the war, and would be equally important in the reconstruction period. The Wilt Twist Drill Company has received very few cancellations, and the new business which it has received, indicating that the work of reconstruction has really commenced, more than balances cancellations.

Mr. Humpage also pointed out the increased volume of business which the implement manufacturers would do. Also the fact that a very large amount of American capital was being invested in Canadian companies, the increase in shipbuilding which will continue for years, the necessity of the railroads putting their rolling stock and equipment in proper condition, etc., all of which naturally would increase their requirements for twist drills, cutters, reamers, etc.

Expects Firm Prices

It was pointed out to Mr. Humpage that while this might be true there was a possibility that there would be a tendency to a lowering of prices on drills, and kindred products, owing to there being less demand for them. Mr. Humpage stated that drill manufacturers have not until recently received a fair return for the amount of money invested in the business. In other words the percentage of profit on drills was very, very small and in consequence the price which manufacturers are asking does not represent an increase equal to other commodities. The high wages which prevailed and which apparently may continue for some time, together with the fact that most drill manufacturers found it necessary, in order to protect themselves and their customers, to purchase their raw materials considerably in advance of their actual needs, would not permit, he believed, manufacturers selling at any lower prices than at present. He called attention to an article which appeared in the November 12 issue of "Iron Age" to the effect that the American twist drill manufacturers advanced prices approximately 10%, effective as of that date.

Double Output When Labor is Available

The Studebaker Corporation of Detroit and Walkerville is planning the greatest output in its history. While the biggest production year of the firm was in 1916, when 65.885 cars were sold, an annual output of between 150,000 and 160,000 automobiles is now proposed. Production during the next few months is expected to amount to 10,000 cars only, but as soon as steel restrictions are lifted and the labor situation improved by the return to civilian life of men now in uniform, a new production schedule and possibly new sales prices will be established.

It is estimated the total 1918 production of Studebaker cars will aggregate about 25,000. None of the ordnance contracts of the corporation have as yet been cancelled, and the order recently received from the British Government for 5,000 chassis, will be completed. A large number of horse-drawn vehicles, all of which have standard equipment, are being made, for various Allied Governments, which means that this department will be able to resume quantity production for domestic and foreign commercial trade without delay.

Ammunition Stocks Low All Over Country

Dominion Cartridge Company, Limited. Montreal, writes as follows:

HARDWARE AND METAL,
Toronto, Ont.

Gentlemen:—

We are in receipt of your letter and gladly take advantage of your offer to convey our opinions through the columns of HARDWARE AND METAL to the hardware trade on the ammunition outlook for 1919.

In spite of the somewhat disturbed condition that has existed for over two years in the ammunition line, we believe that 1919 will prove very satisfactory to the retailer and jobber, and that the volume of sales will be large, subject, of course, to certain localities being adversely affected by game laws or game conditions.

Stocks all over Canada are exceedingly small, and the Orders-in-Council prohibiting, until recently, the import of ammunition have made an actual scarcity, as this company has only been able to manufacture commercial lines by hand to mouth methods owing to pressure of military work.

Learned to Shoot

From the declaration of war to the signing of the armistice there has been a continued migration from Canada to the front of men of the class who formerly bought ammunition, and the amazing way in which sales have held up during the war period can only be accounted for by the fact that patriotism and the martial spirit prevailing in Canada have brought forward a vast number of men, and even women, of all ages, who have felt it a duty to learn how to aim and shoot, and are now converts to the fascinations and pleasure of the art. In addition to this increase of ammunition users, Canada has trained an army of some four hundred thousand skilled riflemen who will quickly answer the call of the hunt, clay pigeon and target, so that the dealer who puts facilities in their way will make a host of friends.

Over 6,000 Members

Dominion Marksmen Association advises that they have over six thousand boy members shooting; organizations like the Montreal Amateur Athletic Association are considering taking up trapshooting, and civilian clubs could be easily formed and readily obtain members from officers trained to the use of a revolver with either hand, soldiers who have made their possible at the butts, and aviators coached into the eighty per cent. class at the traps.

In regard to prices, we do not think that the trade should be alarmed either over their purchases or their inventories. Ammunition is high, and we hope eventually it will come down as prices for material, and perhaps labor, recede, but the cost of Canadian ammunition has not been raised since early in 1916, and it is from thirty to forty per cent. lower than standard brands can be imported from the U. S. makers, compared to a practical equality in prices before the war. Materials are gradually becoming cheaper, but ammunition manufacturers must buy long before the finished article reaches the dealer; and manufacturing costs will not be helpful by the stoppage of war orders. Labor is high, but Dominion Cartridge Company is not going to be the first to reduce wages before the cost of living comes down; and we are sure our friends will approve of action such as we have recently taken in purchasing and fitting up a fifteen thousand dollar club for our workers.

Expected Big Increase

In wishing the trade a happy and prosperous nineteen nineteen, while we believe the coming year will see a large increase in the gross sales of sporting ammunition and would advise prompt purchases of any cartridges or shells for which there is a sure sale, we think that the present time is a golden opportunity to turn over a new leaf and resolve not to tie up money and litter up shelves with dead stock, but to use the utmost care and study in making up orders so as to insure a bright, clean and quick moving stock

Standard ammunition does not deteriorate, but boxes and cases do get shopworn, and with manufacture continually improving their quality, new ammunition is always the most saleable.

Yours truly,
DOMINION CARTRIDGE COMPANY, Limited.
W. PUTNAM.

Looks to Future With Greatest Confidence

The following expresses the opinion of the Canadian Yale & Towne Limited, St. Catharines, Ont.:—

Gentlemen:—

In answer to your letter I beg to reply to your inquiry under the following captions:—

1. Securing Materials.—We anticipate a considerable increase in supply of raw materials due to the discontinuance of the manufacture of munitions and other products used in the prosecution of the war, but cannot see where there will be any immediate decrease in prices; in fact, with Government restrictions removed, an increase in some lines would not surprise me.

2. Labor Situation.—A change in the labor situation was noted the day after the armistice was signed, applications from old employees that had left to work in munitions factories, began coming in. We are, at present, able to secure what labor is required and expect within a short time to be in a position to make reasonably prompt deliveries.

3. Future Prices.—It would take considerable courage to forecast what future prices will be on builders' hardware, but we cannot see where there will be, or can be, any immediate change. A reduction in prices is predicted on two factors—reduction in cost of raw materials, and reductions in the price of labor.

Cost of labor cannot go down until the cost of living shows a decline. Just when such a time will arrive is highly problematical.

4. Business Prospects.—We are very optimistic as to prospects for business in builders' hardware in the near future. We all know what the conditions have been during the past four years and the resultant, deferred construction (estimated at $500,000,000) we are confident that some of this work will be started in the near future, especially Governmental and residential construction.

5. Prospects For Export Business.—If Canada expects to pay its war debt with reasonable promptness, it must sell its products, both raw and manufactured, to other countries. To sell our raw material will be comparatively easy, but to market our manufactured products presents a rather complicated problem. To obtain our share of export business we must be in a position to compete with all comers, which means that our prices must be right.

To accomplish this is one of the greatest difficulties facing our manufacturing industries to-day. It is impossible to maintain costs at a proper level, without a much larger volume of business than it is possible to obtain in our country with its small population scattered over such a large territory. One solution would be a large influx of desirable immigrants.

Another that seems, according to many authorities, entirely probable, the Mother Country to establish a tariff for revenue, with preferential rates from and between her colonies.

We have every confidence that Canada will successfully solve her reconstruction problems irrespective of what they may be.

Yours very truly,
CANADIAN YALE & TOWNE, LTD.,
By O. N. PARENT.

Inventory Time is Here Again

Stock-taking This Year Involves Many Factors of Vital Importance to Future Business —Many Changing Conditions For Hardware Men to Reckon With — Stocks Lower This Year Than Ever Before—Business Prospects Bright

INVENTORY time is here again, and perhaps never in the history of the hardware trade in Canada has there been a period when accurate stock-taking is so essential as now. Coming after the greatest holiday business in five years and at the close of a year in which it was extremely difficult to obtain many lines of goods, January stocktaking will be unusually easy for many hardware men. It is estimated by many firms that owing to conditions bulk inventories this year will show stocks to be from 25 to 30 per cent. below normal. Hardware men have been buying conservatively, and while taking care of all the needs of the trade, are not loaded up with heavy stocks. They have learned many valuable lessons in the past four years and they have also been able to turn over at good profits a lot of goods which ordinarily would have been slow moving.

Business Indicator

There is a lot to be learned in stocktaking. Aside from showing the actual turnover for the year and the profit and loss, stocktaking will reveal very often possibilities for pushing business in some lines. On the other hand it will also show lines which, because they do not move fast enough it may be advisable to discontinue handling altogether, or at least stock less heavily. Stocktaking, done carefully, is likely to disclose any weaknesses in both the buying and selling end of the business and from checking up these results the dealer may with considerable profit very often not repeat mistakes which have been made. Held-over stock, those slow sellers which grow dusty on the shelves because there is little or no demand for them, usually represent either poor judgment in buying or lack of energy and proper display in selling.

The Ideal Time

Because their stocks are usually lowest at this season of the year and also because business is quieter than usual after the holiday rush, many hardware men believe any time in the first two weeks in January is the ideal period for taking their inventory. This year particularly they want to know just where they stand. They want to know just how much they made on the past year's business, and lay their plans for 1919.

It is generally agreed that the hardware business of Canada was never on a more substantial basis than it is right now. Stocks are lower than for years and business has been good, but stocktaking is essential. The dealer must learn at once what goods he should hold no longer, what lines he should order to take care of his trade, and he must study market conditions and the future prospects of his customers as never before. He must, above all things, take care not to have depleted stocks, so that when business offers he cannot supply the goods. If he has slow moving lines purchased at high prices he has to decide whether to turn over as soon as possible at a special January sale, and make room for new stock, or to hold on and turn them over at his normal profits. Here is where a keen knowledge of the needs of his customers and also of the current markets will be a factor in determining profits and losses in the next few months. A survey of the situation indicates that Canadian hardware men have been "playing it safe." They are not understocked and they certainly are not overstocked.

Prospects for 1919

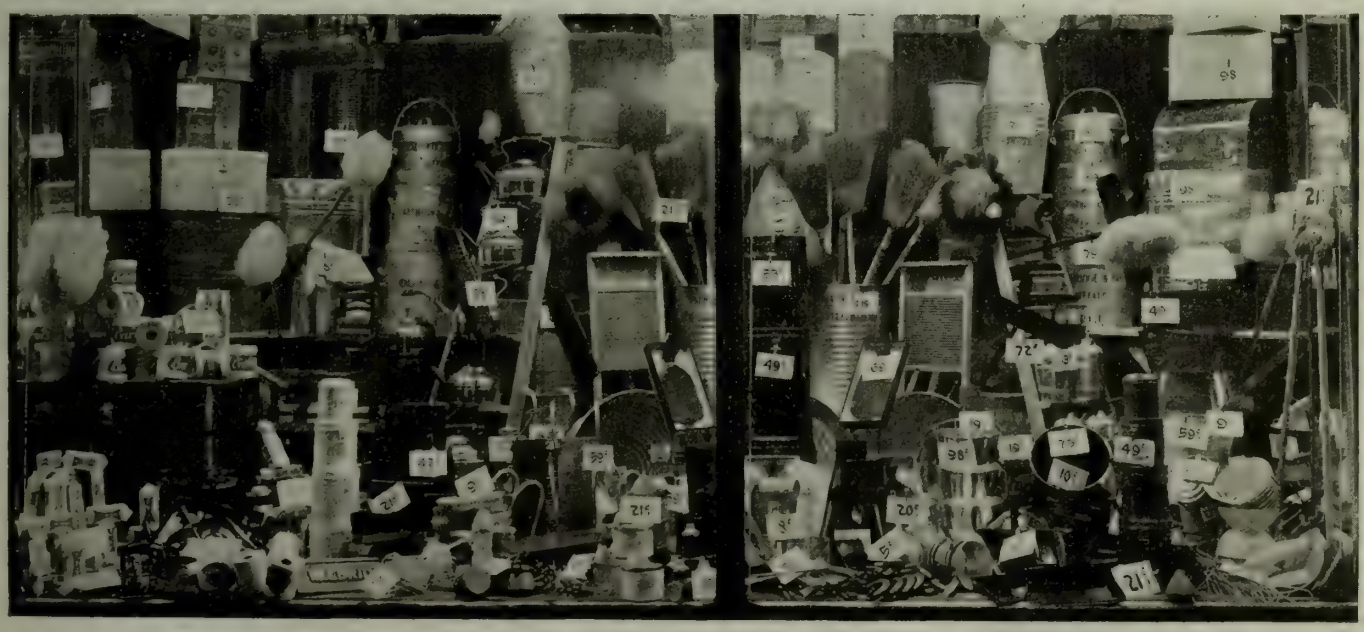
It would appear that during the first half of 1919 any price reductions will

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Suggestions for Seasonable Windows



A window full of small articles always proves a result-getter. It will bring crowds of people into the store and many of them will see other things they want. The announcement of a "Clearance Sale" as shown above is also a drawing card that will attract many. Don't be afraid to make an announcement of this kind in large letters easily read across the street. Note in the above display the abundance of price cards.



Household necessities always appeal to a great majority of the buying public because the goods are so widely used. The above window contains many suggestions which the hardware dealer can adopt in arranging a window that will help clear many lines and be a big help in boosting business in January. The price tickets are a big factor in making people want to buy and should be used generously.

What is the Future of Prices?

Recession of Values Generally to Come Slowly—Sheet Situation Changed Rapidly—Declines Have Been Made— Heavy Slump in Rope—What Does the Future Hold?—What is Your Wish?

Written for Hardware and Metal By G. S. WILLIAMSON, Associate Editor

THE price question is undoubtedly one of great moment with the retail hardware trade throughout all of Canada. As a matter of fact it is not only of interest to the retail hardware man, but in every phase of the marketing process, wholesale, manufacturer, and producer of the raw material. If one knew definitely just what was going to happen there would be no need for the exercise of business acumen, which constantly attends the successful merchandising of goods. Some have felt that the end of the war meant the end of high prices; others again feel that the trend will be a gradually receding one, and that the pre-war levels will in very few instances ever be reached again. There is no question of doubt but that the end of the war will ultimately mean lower prices; however, that these will be brought about in the form of a general slump is far from what conditions would warrant. As a matter of fact practically two months have now elapsed since the signing of the armistice and there has been no general recession of values as yet, and this most certainly would have manifested itself by this time had any been under contemplation.

In HARDWARE AND METAL of August 24 and article dealing with the question of prices appeared, what had caused them, how extensive these were, and what the future might hold was covered. A full page panel of some leading hardware lines was shown illustrating pre-war prices along with prices after four years of hostilities. These showed advances in every instance, some of which were very substantial and others again which were very reasonable. Between August 1, 1918, and Nov. 11, 1918, when the armistice was signed, there were several lines which underwent further revision upwards, and it will be noted that in many cases these lines have since come down to the basis ruling prior to August 1.

The panel is reproduced again on the opposite page and what does this show? Mainly that there have been comparatively few changes in the last four or five months in the basic lines carried by the hardware trade.

Sheet Situation Changed Rapidly

The case of both black and galvanized sheets is different from many another line; as a matter of fact decided fluctuations are illustrated here. Twenty-eight gauge black sheets which were selling at $7.75 per 100 pounds on August 1, 1918, had advanced to $8.50 by the time the armistice was signed on Nov. 11. Declines, however, have been recorded since that date and to-day 28 gauge black sheets are selling at $7.50. A similar decline has been recorded in the other gauges, perhaps the most pronounced being in the 10 gauge, which on August 1 was selling at $10 and to-day is down to a basis of $7.50. Galvanized sheets were similarly affected, the 10¾-oz. and 28 gauge, which on August 1 were selling at $9.50 and $9.20 per 100 pounds respectively, advanced until, by Nov. 11, the date of the signing of the armistice, prices generally were up around $12 and $11.70 for these two gauges. Since the latter date prices have shown declines, with the result that 10¾ oz. is to-day quoted at $9.30 and 28 gauge at $9 per 100 pounds.

The situation to-day on galvanized and black sheets, perhaps more particularly the former, is along the line covered in recent issues of HARDWARE AND METAL. It has been shown that some jobbers' prices were very high when compared with mill values; this was perhaps quite alright in view of the very small supply and the abnormal demand, but there is no question of doubt that 10¾ oz. galvanized sheets at $12 per 100 pounds are fictitious value when mill costs are taken into account. As such, then, the fact that this price has declined now, until it is around $9.30, should be by no means alarming. There is no reason to believe that the average retailer has a sufficiently heavy stock of high-priced sheets to cause him any particular worry now that these are selling about $3 per 100 pounds lower. There also is no justification for the belief that all lines are going to decline proportionately.

Only Normal Advances Recently

In looking over the accompanying table it will be seen that since August 1 advances have been recorded in some items. In the majority of cases these are comparatively small advances which would seem to be justified in view of adverse manufacturing conditions which have had to be faced due to scarcity and high-priced labor and scarcity of raw materials. There is no indication that these adverse conditions which were really slow in coming will be overcome and a memory almost immediately.

Lace leather is one line which shows an advance since August 1. This amounts to about 20 per cent. and is the first advance which has been recorded in this line for about one year. Washboards show an advance of a straight 5 per cent. over prices which were prevailing on August 1, 1918. This would seem not to be any excessive jump, and there is no indication that better conditions will immediately develop and bring about declines here.

Cement has advanced 25c a barrel to $3.50. Cotton twine and cotton rope show a slight advance over levels which were previously ruling, the same being true also of building papers and some lines of roofings. Grindstones, nails, crow bars, clay picks and coal oil are other lines which have registered slight advances since the 1st of August, 1918. Perhaps one of the biggest advances which occurred since that period was in putty, which showed a jump of about $1.25 per 100 pounds, or 25 per cent. over preceding levels.

Declines Have Been Made

Since the signing of the armistice there have been quite a few declines recorded. The case of galvanized eavetrough and conductor pipe is one, the value of these being determined to a certain extent by the value of galvanized sheets. There is no question of doubt that when galvanized sheets soared to a basis of $12 per 100 pounds that the effect on manufactured lines must be immediate. Now that conditions have adjusted themselves to a little better basis, manufacturers have again readjusted their prices on eavetrough and conductor pipe and taken off the advance which followed the jump in the price of sheets. A slight decline is also noted in some quarters on common bar iron and mild steel. The new basis of quotations in some quarters show that values here are down about one-half cent per pound. Wire nails, however, and also cut nails have advanced over levels that were prevailing on August 1, 1918. The basis on wire nails to-day is $5.50 per 100 pounds and the undertone to the market is very firm. It is true there have been some declines in basic iron and steel provided for in the United States, but it is significant that wire rods are not included in the list.

The sharp declines in solder had started by the time the armistice was signed. From a price of 60c per pound on the guaranteed which was in effect on August 1, prices had declined to 50c by Nov. 11—the date of the signing of the armistice and to-day this can be bought for 44 cents. The lower levels in pig tin and pig lead are directly responsible for lower levels reached on solder.

Perhaps the most spectacular declines which have occurred in the hardware markets are those applying to ingot metals. These prices have changed so rapidly that it has been hard or would be hard to give a brief review. However, these have been covered from week to week in the markets of HARDWARE AND METAL, and it has been noted that tin, lead, spelter and antimony have

WHAT THE WORLD WAR HAS DONE TO PRICES

Comparative Peace Time Figures, August 1, 1914, and January 1, 1919—Some Declines Since Signing of Armistice—Usually Followed Recent Advances

The Goods.	The Prices. Aug. 1, 1914.	Aug. 1, 1918.	Jan. 1, 1919.
Ammunition—Metallics			
22 short black, 22 long black, 22 long smokeless, discount	50%	20%	
Centre fire sporting, discount	10%	Add 60%	
Bits, Auger, Gilmour's, discount	70%	47½%	
Bits, Car, Gilmour's, discount	47½%	37½%	
Belting, Leather			
Extra, discount	60%	30-5%	
Standard, discount	60-10%	40%	
Lace Leather			
Sides, lb.	$ .85	$1.60	$1.90
Cut, lb.	.95	1.75	2.20
Cement			
Per barrel	1.85	3.25	3.50
Chain, Electric Weld			
BB, per 100 lbs., 3-16 in.	9.25	18.25	
¼ in.	6.50	15.65	
5-16 in.	4.90	13.15	
⅜ in.	4.25	11.90	
Churns, discount	40-10%	20%	
Cord, Sash, Nos. 8, 9, 10, per lb.	$ .29	$ .70	$ .75
Canada Plate			
Ordinary 52 sheet, per box	2.85	8.50	9.50
Crow Bars, per 100 lbs.	4.25	9.65	10.50
Files			
Disston, discount	75%	40%	
Globe, discount	75%	50%	
Great Western, discount	75%	50%	
Grindstones			
Over 40 lbs. and 2 in. thick, per 100 lbs.	$1.25	$2.50	$3.00
Hinges, dozen pairs			
Heavy T, 4 in.	.96	2.50	
5 in.	1.11	2.85	
6 in.	1.11	3.20	
8 in.	1.53	3.65	
Heavy Strap, 4 in.	1.14	2.70	
5 in.	1.38	3.30	
6 in.	1.50	3.55	
8 in.	2.04	4.85	
Iron and Steel Bars			
Common Bar Iron, per 100 lbs.	2.00	5.25	4.85
Refined Iron, per 100 lbs.	2.40	5.65	
Mild Steel, per 100 lbs.	2.00	5.50	5.00
Sleigh Shoe Steel, per 100 lbs.	2.25	5.50	
Tire Steel, per 100 lbs.	2.20	5.70	
Tool Steel, per lb.	8½-.13½	.20-.42	
Irons, Sad			
Potts No. 55, per set	.78	2.30	
Potts, No. 50, per set	.85	2.40	
Potts Handles, japanned, dozen	.75	1.50	
Lanterns			
Short Globe, plain, dozen	7.00	12.50	
Long Globe, plain, dozen	7.00	12.50	
Lantern Globes			
Short, dozen	.75	1.10	
Long, dozen	.50	1.10	
Nails			
Wire, per 100 lbs., base	2.25	5.30	5.50
Cut, per 100 lbs., base	2.70	5.65	5.85
Putty, Standard			
Bulk, in casks, per 100 lbs.	2.40	4.70	5.90
Bulk, in 100 lb. drums, 100 lbs.	2.60	5.50	6.75

The Goods.	The Prices. Aug. 1, 1914.	Aug. 1, 1918.	Jan. 1, 1919.
Oakum			
Best (American), bale	8.00	21.00	
Oil, Coal, per gallon	.15½-.18	.18½-.21½	
Gasoline, per gallon	.18½	.33	
Packing, fine jute, lb.	.08¾	.20	
Wrought Iron Pipe, 100 ft.			
¼ and ⅜ in., black	2.10	5.22	
½ in., black	2.55	6.63	
¾ in., black	2.93	8.40	
1 in., black	4.33	12.41	
1½ in., black	7.01	20.08	
2 in., black	9.43	27.01	
¼ and ⅜ in., galvanized	3.00	7.35	
½ in., galvanized	3.48	8.20	
¾ in., galvanized	4.08	10.52	
1 in., galvanized	6.03	15.56	
1½ in., galvanized	9.76	25.16	
2 in., galvanized	13.13	33.86	
Rivets, Iron			
Blacked and tinned, discount	75%	25%	
Copper (usual am't. burrs) disc.	35-12½%	Add 30%	
Copper, burrs, discount	30-12½%	Add 50%	
Rope			
Pure Manila, base, lb.	.15	.39	.28½
British Manila, base, lb.	.11	.33	.24
Sisal, base, lb.	.10½	.27½	.25½
Cotton, ¼ in. and larger, lb.	.24	.71½	.74
Sap Spouts, Eureka, per M.	8.00	15.00	
Soldering Coppers, base, lb.	.28	.64	.58
Sash Weights			
Solid, per lb.	1.50	3.90	4.25
Sectional, per lb.	2.00	5.50	
Tools, Harvest, discount	50%	17½%	
Twine			
Cotton Wrap, 3 ply, lb.	.28	.72	.75
4 ply, lb.	.31	.76	.79
Wire			
Barb, per 100 lbs.	2.35	6.25	
Smooth Steel, Nos. 0-9, 100 lbs.	2.30	6.25	
Wire Cloth			
100 ft. rolls, per 100 sqr. ft.	1.55	3.50	3.25
Colors in Oil, Pure			
Venetian Red, per lb.	.12	.21	
Chrome Yellow, per lb.	.23	.53	
Golden Ochre, per lb.	.14	.30	
Signwriters' Black, per lb.	.20	.40	
Lead, White			
Pure, per 100 lbs.	8.55	17.25	17.80
Linseed Oil			
Raw, 1 bbl. lots, gal.	.66	2.17	1.70
Boiled, 1 bbl. lots, gal.	.69	2.20	1.73
Paris Green			
50 and 100-lb. drums, lb.	.19	.61½	
1 lb. packets, lb.	.21¼	.64½	
Paints			
Ready-mixed, gallon	1.45	3.00	3.25
Ready-mixed, gallon	1.75	3.75	4.05
Ready-mixed, gallon	2.00	4.05	4.30
Turpentine			
1 bbl. lots, gallon	.70	1.01	1.10
Waste, Cotton			
White, per lb.	.08¾-.13	.17¼-.21	
Colored, per lb.	.05-.07¾	.10½-.16½	

The Goods.	The Prices. Aug. 1, 1914.	Aug. 1, 1918.	Nov. 9, 1918.	Jan. 1, 1919.
Sheets				
Black, per 100 lbs., 10 gauge	$2.45	$10.00	.....	$7.50
12 gauge	2.50	10.10	9.60	7.35
14 gauge	2.25	7.90	8.40	7.20
18-20 gauge	2.40	7.55	8.30	7.30
26 gauge	2.55	7.65	8.40	7.40
28 gauge	2.70	7.75	8.50	7.50
Galvanized, per 100 lbs., 14 gauge	2.80	8.35	10.85	8.15
18-20 gauge	3.20	8.60	11.10	8.40
U.S. 26 gauge	3.55	8.90	11.40	8.70
U.S. 28 gauge	3.90	9.20	11.70	9.00
10¾ oz.	4.20	9.50	12.00	9.30
Solder				
Strictly, per lb	.21½	.55½	.47	.38
Guaranteed, per lb.	.23	.60	.50	.40

all registered quite substantial declines. The feeling prevails that lead and antimony may go somewhat lower, and a somewhat easier basis on tin would not come as any surprise. Copper is another item which would seem to be in for a slight decline at the beginning of this year.

Heavy Slump in Rope

There is another item which has declined this week very substantially. This is rope. Following on the heels of a decline of 2c per pound a couple of weeks ago a further sharp recession of 8½c per pound on pure manila and 7c on British manila has been recorded this week. The situation here is not a case of the manufacturers holding up for big prices. On the new basis established the majority of manufacturers will lose hundreds of thousands of dollars by having to make up high priced hemp at a figure which has been made to compete with the lower market on hemp to-day. Indications are that this action has been precipitated as the result of some manufacturers having cleaned out all of their high-priced hemp and being in a position where they could buy their raw material on to-day's market. This was fully covered in last week's issue of this paper, when the decline was predicted.

Adopt Carry-On Slogan for 1919

There may be other declines recorded, which will seem rather sensational, but there is no reason why the trade should become despondent. As a matter of fact the merchant who keeps his stock complete, buying goods as he wants them, and adopts a good "carry on" slogan will have nothing to fear from what may develop in the matter of price changes during 1919. There is every reason to believe that the recession in values which will come will be a gradual one, and one that can be taken care of without any material losses to the retail merchant. An extract from the article which appeared in the August 24 issue of HARDWARE AND METAL would perhaps not be amiss at this time. It shows how steps towards standardization were being taken and indications to-day are that these measures will in many cases be continued and enlarged on in the peace time program of many manufacturers. This article emphasized that careful buying was essential and developments are such that this policy if followed, and it would appear that it has, finds merchants generally in a good position for 1919 expansion.

Standardization Now Being Mooted

HARDWARE AND METAL said in part: "What are the effects of these objections to high prices—are manufacturers swinging along disregarding the signs of the time or have they their ears to the ground? What of standardization now being mooted—is it practicable, are steps being taken to work out some forms which will serve to stabilize the markets?

"Only recently automobile tire manufacturers met and decided to cut down the number of sizes and types to a fraction of their present basis. Manufacturers of tools of varying description are omitting the high finish from some of their goods. Manufacturers of boots are not to be allowed to buy any new lasts; the standard suit of clothes has made its appearance in the Old Country. When one considers the developments already under way and more to follow, it would certainly seem that standardization is on a fair way to being generally adopted.

"Ask any manufacturer what results may be expected under concentration and volume of output—he won't tell you higher prices. Under normal conditions the tendency would be downward, but to-day, labor, transportation, materials, are so uncertain that lower levels may not be reached, but then again the day of rapid advances is likely past. That many lines will go higher seems inevitable but standardization will stabilize the markets and tend to prevent undue inflation of values.

Careful Buying Now Essential

"It is true that unless a merchant has the goods he can't do business. However, in practically every line the basis of cost has reached such a high level that the merchant who loads up with merchandise at to-day's figures is taking chances of a serious break which may mean disaster. There are always the panicky type in any line of business and unless all former precedents are broken, a general rush to unload high-priced stock will be in order.

"Against the immediate return to pre-war values or even a reasonably quick return, many cards are stacked. Come back to labor and you will find a decidedly big factor in to-day's costs to be overcome right there. The railways will most certainly not drop their rates immediately war stops—transportation costs will be largely maintained. Another point to be borne in mind, too, is that merchants face a period from now until the end of the war of watching many lines on their shelves reach the vanishing point with no possibility of replacement. Goods for commercial or domestic use will be at a comparatively low ebb.

Peace Time Production

"It is possible though that this deficiency may be overtaken in a comparatively short time. When the energies now directed towards war production are turned to peace time pursuits, the capacity of present mills may be expected to catch up with business requirements with remarkable speed. The demands will undoubtedly be heavy when conditions right themselves again, but concentration on production results in volume and tends towards lower levels.

"The situation following the declaration of peace will be full of uncertainty. Merchants may be expected to stop buying—those carrying high-priced stocks will endeavor to unload and breaks of a substantial nature are more than likely to follow. These are conditions which must be faced, though how close this surmise may be to the actual truth only time will tell.

"Careful buying—an accumulation of reserve capital against the day when declines may come and losses may have to be met—and freedom from panicky sentiments are safe channels for every merchant to sail along.

"The day when war was declared presented a far darker outlook than the day when peace on Allied terms will be consummated. The merchant who has prepared for the days of peace should not be in as uncertain a position as he was when, without warning, war was declared."

What Does the Future Hold

The above was written in war days. Now the war is won and what the trade is concerned about particularly is — What does the future hold for us in the matter of prices? Is a big slump coming and if so how to face it? How can one know that conditions in 1919 will be good or otherwise?

Best informed authorities summarize the situation briefly in this way: Prices will come down, yes, but very slowly. A gradual readjustment to a basis which can be termed normal in face of changed conditions is the situation as they see it. Some lines may advance slightly and some break rather sharply, but the trade generally may look for markets that will not be disturbing and on which the exercise of care and good, sound business principles will carry them through with a balance on the right side of the ledger.

"Normal" Values Carries New Meaning

Elsewhere in this issue are shown figures on various items preceding, during and after another war period. It is in the after-war figures that the greatest interest centres — and why? Because they show that pre-war levels were not reached as a general thing and this would indicate that a new standard of values had to be reached. History should repeat itself in this age. It seems inconceivable that pre-war levels can be taken as normal to-day. Labor, the main factor in the manufactured goods, has tasted of affluence, their standard of living generally has improved and a return to 1914 conditions as a basis of cost does not seem possible nor even desirable. The point then is—what is normal to-day?—most certainly pre-war levels are not and it will take some years to determine "normal" values.

The Future?—What is Your Wish?

The question as to how to know that conditions in 1919 will be good or otherwise is hard to answer. The pessimist and calamity howler is always with us. He was around when the war broke out and dogged at the heels of everyone during that four years of hell in Europe. But he didn't stop Canada—the country went ahead in every way—faced days that were mighty dark and finally came out on top with the other Allies with a record of achievement abroad and at home second to none. Is it right or reasonable then that now when there is room for rejoicing, when great opportunities are open before everyone, that the pessimist should be set up on a pinnacle and listened to as his calamity uterances roll forth their message of

doom? Should he not be sat on, ground under foot and the message "carry on" dinned into his ears? Which is the better spirit—one of cheerfulness and work or one which calmly sits down waiting for blue ruin to come? An answer is unnecessary.

The opportunities of Canada are many—they are widespread—by taking full advantage of them Canada's peace-time achievements will reflect the glory and honor of her soldier sons on land and sea. Every merchant should resolve to carry on—the merchant can only do business when he has goods to sell. Stocks then should be kept complete and well-assorted. Heavy buying is not advocated, but to those merchants who are in a position to do business and go out after it, 1919 presents a splendid opportunity. Make the most of it—start now.

(Prices Changes in Another War appear on page 84.)

Standardization of Stoves Favored

Manufacturers State That Policy Which Was Brought About as a War Measure Has Been Most Successful, and They Plan to Continue it—American Manufacturers Will Likely Limit Styles Also

THE policy of standardization of stove styles which was adopted by Canadian stove manufacturers as a war measure to conserve materials and labor, has worked out so successfully that many manufacturers plan to continue it. There has been a big demand for stoves and heaters this season, especially for stoves which will burn either coal or wood. The general situation in regard to the fuel scarcity was responsible for this and also for the record demands for oil and electric heaters. The manufacturers expect a splendid business this year and are preparing for it. As stated in last week's issue of HARDWARE AND METAL prices are being guaranteed by the members of the Canadian Stove Manufacturers' Association until April 1.

What They Say

Here are the views of some of the manufacturers in regard to continuing standardization:

"In answer to yours in reference to standardization of stoves: Although this was done as a war measure, we consider it a move in the right direction and are endeavoring to concentrate on as few designs and styles of stoves and heaters as possible, which will have the tendency to reduce the cost of production by increasing the output of few lines rather than make smaller quantities of more extended lines, thereby benefiting all parties concerned from the manufacturer to the consumer."

The Thos. Davidson Mfg. Co., Ltd.

Expect to Continue

The D. Moore Company, Limited, of Hamilton, Ont., writes as follows:

"The policy of reducing the lines of heating and cooking stoves and ranges made has been a necessity with the larger Canadian manufacturers during the latter years of the war, and a programme of standardization accordingly has been necessary where the manufacturer has aimed to give service to the trade.

"There are so many good features in connection with the said standardization limiting the number of styles of stoves, heaters, etc., that we cannot help but feel that the Canadian stove manufacturers will continue in this policy as far as practical.

Simplifies Handling

"We believe that the trade appreciates the necessity of such limitation and we hear that now they are accustomed to same they appreciate the fact that it also simplifies the handling of heating and cooking stoves and that they in turn likewise do not have to carry such a large and varied stock.

"Further we believe that all concerned feel that this is the right procedure for the future and will be satisfactory to all that are interested in the stove trade where the said lines will supply their needs."

Will Not Change

Another manufacturer says:

"While recently in the United States we visited four of the largest American stove manufacturers, and all of them stated that they were going to stick to their programme of reduced lines and standardization as there was no real excuse for the immense number of styles that exist.

"We ourselves intend to follow this programme exactly without any addition for 1919.

"We know of several Canadian manufacturers who are cutting down their styles and sizes even lower than the 1918 standard, because they have found the benefit in increased production and diminished stocks that are necessary to be held by the manufacturer, jobber and retailer, besides the simplification of the selling programme.

Retailers Like It

"Many of our retailers think well of this plan, for the reason that they can throw all their selling force behind the standard line. The difficulty with the excessive number of styles and lines is that a salesman is at a loss which one to recommend to his customer because if he presses the claims of one he immediately admits that the other is not of the same value, which of course is not a fact. In a great many cases we have found that the standardization has operated in increased sales because each neighbor begins to want a stove exactly like that of another neighbor, and this unanimity of opinion in the neighborhood soon results in widespread buying, which is not the case where a dealer is endeavoring to introduce a number of styles in a neighborhood."

The Moffat Stove Co., Limited, Weston, Ont., writes as follows:

"So far as we are aware the Canadian stove manufacturers have not been asked by the Government to carry into effect any general system of standardization of patterns, styles, sizes, etc., of stoves and heaters. At the same time, nearly every stove manufacturer in Canada has found it necessary to do something along this line. So far as our firm is concerned we have been favored with practically no Government orders, and have had to work our plan of reconstruction and standardization without any outside help. The result has been that we have cut down our patterns and sizes from 40 to 60 per cent. and are well satisfied with the change.

"Our sales for 1917 and 1918 are the highest in the record of our company, and we are now in the unique position of having a complete line of standardized goods for coal, gas and electricity, and have no hesitation in stating that we are ready to compete on equal basis with any manufacturer in America making similar goods."

Getting New Views

In the United States the National Association of Stove Manufacturers is ascertaining the views of its members on the subject. The War Service Committee of the stove industry has devised as a measure of conservation during the reconstruction period the continuance of reduction in the number of sizes, styles, and finishes of stoves and ranges. A circular letter to this effect has been sent out to the trade by Robert S. Wood, secretary and cost expert of the National Association of Stove Manufacturers. It reads in part as follows:

"You will observe the outstanding recommendation of the Conservation Division is that the programme heretofore adopted for the elimination of styles, sizes and finishes of stoves and ranges be continued and your War Service Committee earnestly endorse such a procedure.

Endorse the Policy

"Many manufacturers have expressed themselves as being in thorough accord with this policy, feeling that it would be

Continued on page 68

NO CHANGE LOOKED FOR IN PRICE OF GASOLINE

WHILE the oil companies will not tie themselves up to contracts, it is stated that no changes in prices are looked for either in gasoline or oils. The flat rate plan which was put into effect by one of the large firms in April last will be continued as it has worked out to the satisfaction of all interested. Just what will be done towards establishing a flat rate for the Dominion remains to be seen. A number of firms handling gasoline, and oils have been urging the adoption of a standard rate. So far little progress has been made although committees have met and will again meet with the oil companies' officials to see what can be done. Some of the oil men are not inclined to regard the plan as feasible for the Dominion, basing their views on the long hauls to various points. In spite of the large falling off in fuel oil sales owing to the closing of munitions plants the price has only dropped a cent a gallon. The manufacturers are meeting the situation by lessening the output of fuel oil and increasing the production of gasoline. It is stated that the shortage of coal in many districts this season is causing much larger demands than usual for oil for fuel.

NEW BANKRUPTCY ACT MAY BE RECOMMENDED

WHILE no action has as yet been taken by the committee which was named to work out the details of a Bankruptcy Act that will be less cumbersome than the legislation that is at present in effect, it is expected that a meeting will be held shortly and that recommendations will be made to be presented at the next session of Parliament. The question is one that is of much importance, both to manufacturers and retailers who have been greatly inconvenienced by the lengthy processes of the law as it now stands. Considerable expense is attached to the present methods and it is expected that a quick working act that will reduce expenses to a minimum will be suggested.

FINANCING PURCHASES OF ALLIES IN CANADA

AN arrangement has been concluded with the British Government by the Canadian Minister of Finance whereby credits to the amount of nearly two hundred million dollars will be available for the coming year.

Flfty million dollars of this amount will be necessary to carry into effect the operations of the Imperial Munitions Board of Canada. Another fifty millions will be required for the purchase of this year's grain crop, for which purpose a large sum has already been arranged. The balance, one hundred millions, will be expended in the purchase of foodstuffs, which will include meats, lard and dairy products, and many other Canadian products.

An improvement in exchange conditions between Britain and America is anticipated in the near future, but until this actually takes place, Canada will likely continue to secure large credits for the purchase of our own products.

WAR BOARD REMOVES TIN PLATE RESTRICTIONS

THE United States War Trade Board announces in a new ruling (W.T.B.R. 446) that the restrictions hitherto existing on the exportation of tin and tin plate have been removed, as the necessity for strict conservation of tin and its products no longer exists.

NO MORE RESTRICTIONS ON SHELLAC IMPORTS

THE United States War Trade Board announces in a new ruling (W.T.B.R. 438) that the restriction placed upon the importation of shellac, button lac, seed lac, garnet lac, and Keerie or refuse lac, has been removed and licenses may hereafter be issued freely when applications are otherwise in order. This does not affect War Trade Board regulations governing the distribution of the above commodities in the States.

The War Trade Board also announces that the restriction placed upon the importation of varnish gums has been removed.

WHO WILL REPLACE THE HELP THAT IS LEAVING?

THE fact that aliens are leaving Canada at the rate of about 10,000 a month is causing many manufacturers and others to wonder where they are going to get the help that they need for business that is not only in sight, but future business. Steamship authorities state that every boat leaving for Europe is packed to capacity with foreigners who are going home to see relatives they have not been able to get to for four years. On many of the steamship lines it is stated that all accommodation is booked for weeks ahead. This situation is already making itself felt in many factories, especially across the line where aliens do a large part of certain types of labor. It is argued that the help from munitions plants and the soldiers coming home will fill all vacancies. It would appear according to those who are in closest touch with the situation that there will be plenty of work at good wages for everyone in Canada who wants to work. The exodus of aliens, it is stated, is steadily increasing. Thousands of Russians who were unable to secure passage to Europe via Montreal or New York owing to the rush of bookings are going home the long way, via Yokahama and Vladivostok. The majority of these men worked in steel or rolling mills and on account of their strength were especially in demand. Just who is going to replace them is a problem that has got some manufacturers guessing.

PRICE FIXING WILL BE REGARDED AS ILLEGAL

AN important decision was announced by the American Government when it was declared that concerted price fixing by any industry after the Government ceased to exercise price control. January 1, will be regarded by the Department of Justice as in restraint of free competition. The explanation was made officially in answer to queries

as to what would happen to war-time price fixing when the War Industries Board ceased to function on January 1.

WORLD'S SUPPLY OF FINISHED STEEL IS LOW

LATEST reports indicate that the world's stock of finished steel is lower than for many years. So little steel in proportion to normal requirements has been received by Latin America, Japan, China, Australia and Africa during the last four years owing to high prices and lack of ships that business to the extent of probably 25,000,000 gross tons of finished material appears to be banked up among them awaiting the arrival of conditions permitting its release. Europe itself will probably require steel and machinery from America for the repair and replenishment of equipment necessary to enable it to manufacture at home what may be needed for rehabilitation, but it is only reasonable to assume that the great steel industries located there will ask no more.

RETAIL TIRE DEALERS WANT STANDARD PRICE

AT a meeting of a number of retailers handling tires and other rubber goods with the manufacturers in Toronto on Monday a number of questions were brought up for readjustment. Two of special interest to hardware men were the proposal for a standard price and a request that the manufacturers cease acting as retailers. The question of prices received a good deal of attention especially in view of the reports that have been made about price-cutting in some Ontario cities and towns. The handling of seconds came up in connection with this phase of the situation also. The meeting was largely a get together sort of affair at which the representatives of both retailers and manufacturers presented their cases freely. While no action was taken, committees were named to draw up a schedule of recommendations that will cover the main points at issue. This will be considered at another meeting to be held probably next week. No further action has yet been taken by the retailers in connection with gasoline prices. It is reported that the fees have been returned to all those who sent them to Ottawa as a result of the order issued by the Fuel Controller.

CANADIAN COPPER MAY NOW BE SENT TO STATES

THE United States War Trade Board announces in a new ruling (W.T.B.R. 428) that the regulations governing the importation of copper ore and copper concentrates, announced October 4, 1918, have been modified and that henceforth they will consider applications for license to import copper ore and copper concentrates as follows:

1. For copper ore originating in and coming from Korea, Newfoundland, the West Indies, France, England, the west coast of South America, Cuba, Canada, and Mexico, irrespective of the content of copper.

2. For copper ore originating in and coming from Spain only when containing more than 2 per cent. of copper.

3. For copper concentrates from Cuba, Canada, and Mexico, irrespective of the content of copper.

4. For copper concentrates from any non-enemy country other than Cuba, Canada, and Mexico, only when containing 50 per cent. or over of copper.

There is no restriction upon the importation of copper matte or blister copper.

Current Events in Photograph



BLINDED SOLDIERS GETTING BACK TO WORK

The photo shows how broom-making is carried on at the Men's Industrial School, Canadian National Institute for the Blind, King St. west, Toronto. Thirteen men are being taught this work at the school, and the Institute finds employment for them after they have become sufficiently proficient. The man in the centre of the group of three has been blind since he was three years old. One of the things which strikes visitors to the Institute is the cheerfulness of the blind workers at all times.

EDITORIAL COMMENT

THE EDITORS of HARDWARE AND METAL wish all its readers a very Happy and Prosperous New Year.

* * *

DON'T take the attitude that business is a gable; a business man has to take some chances, but it is necessary to use judgment in taking them.

* * *

THIS is the time of year when the patrons of the mail order houses have the nerve to walk in and ask the home merchants for a New Year Calendar.

TAKING PERSONAL STOCK

IN the next couple of weeks many hardware merchants all over Canada will be taking stock. In doing this every merchant should not fail to take stock of himself, his assistants, his store organization and his store methods. Some proprietors have found on looking into the matter that they are neglecting executive work which needs their urgent and personal attention to take care of work that could be done just as well by cheaper help. Others have found that other methods than those they were using are being applied by leading firms to boost sales. Others have discovered opportunities for developing side lines which have turned out to be most profitable business builders. All these things are worth looking into. Are you a better or more efficient merchant than you were a year ago? Are you keeping as closely in touch with your community and its needs as you should? Can your store methods or the methods in any department be improved? Stock taking of this kind will often reveal points where improvements can be made that will make for increased business efficiency.

WILL THIS BECOME GENERAL?

A STEP that will be watched by retailers with special interest was taken this week by one of the greatest mail order houses in the Dominion. The firm announced that from now on its employees are to have every Saturday afternoon off and during the months of July and August all day Saturday. This may seem a radical step to take but it is one that may be followed before many years by many other firms, especially those employing large numbers of sales people. It is stated by many manufacturers who allowed employees afternoons off last summer on condition that the time be spent in war gardens, that the factory output did not decrease but showed a substantial increase. There is a general tendency on the part of large employers of help to better conditions and shorter working hours is one of the ways in which they are watching results with keen interest.

GERMANY'S LATEST PLAN

WHILE no attempts have as yet been reported since the signing of the armistice to unload German made goods in Canada, it is regarded as quite likely that some cleverly disguised plans for doing this are under way. It is believed that German agents are still very busy across the line and the American Defense Society has issued the following: "The subtle agents of Germany are here to place German goods on the market and ultimately undersell our own manufacturers. We have fought Germany on land and sea and now have to fight her at home. The cheap goods from Germany are made at slaves' wages. We must protect our own industries in order to give employment to our returning soldiers." Backing up this line of action several thousand stores, among them some of the largest in the States, are displaying signs which read "No German Made Goods Sold Here." In New York city alone, these signs are prominent in over 700 stores. There have been many rumors that German firms were not prepared to give up their foreign trade and would resort to every sort of scheme to unload their goods. It might be good policy for Canadian retailers to keep a weather eye open for German made goods.

CHANCE FOR EXPORTERS

THE date for the great fair at Bordeaux, France, has been set for May 16 to 31, and a special invitation to participate is extended to Canadian firms. All exporters and manufacturers who are interested in expanding their trade not only in France, but in French colonial territories, should find this big commercial fair an excellent opportunity to get in touch with buyers. The Canadian Government is securing a number of spaces which will be at the disposal of manufacturers. It is stated that prospects are for better shipping conditions in the spring than have obtained for three years. Reconstruction materials are not likely, it is stated, to prove a business-getting line. What France needs for reconstructing its damaged industries in the north and east are, first, labor; second, credit; third, raw materials to keep French indus-

tries going; fourth, such special equipment for iron and coal mines, steelworks, textile mills, and other industrial establishments as France itself is not in position to make in sufficient quantity at this time; fifth, ships."

There is, obviously, no need of exhibiting or calling attention to raw materials.

PLACE YOUR ORDERS EARLY

PROSPECTS for spring business are reported excellent and from all parts of the country orders are coming in steadily. Owing to the demands from overseas for foodstuffs, farmers are preparing to put in record crops and with help more plentiful than it has been for four years big yields are expected, provided the weatherman is kind. All this creates a big demand for farming equipment of all kinds. Firms handling automobiles are already advertising that they cannot get their usual allotments of cars and advising farmers and others to place their orders early. It would seem to be a pretty safe general policy for all those wanting goods to get their orders in early and hardware merchants whose stocks are low may well give this matter careful consideration, even though many have been inclined to hold off expecting lower prices. The home demands are likely to be large as a great deal of necessary work that has been held up for four years will proceed and every week sees steadily increasing calls for materials from overseas. When the Canadian Trade Commission gets into action, it is hoped that many substantial contracts will come to this country. Most of them will, it is expected, have to be completed within a time limit and factories working on them may have little time to devote to orders which come in later. Just now they are prepared to handle business and make deliveries in a reasonable time, but whether they will be able to do this in a month or six weeks from now no one can tell.

LOSING RAW MATERIALS

THE loss of a manufacturing industry no matter how highly developed is not nearly as serious as the loss of a supply of raw materials. That is the reason why Germany will feel so keenly the loss of Alsace-Lorraine. Without the iron ore deposits Germany obtained when she took Alsace-Lorraine from France in 1871, the astonishing development of German iron and steel industries would not have been possible. Aside from this, Alsace produced prior to the war, forty two per cent. of the total amount of crude oil produced in Germany and a great quantity of potash. The loss of all these important raw material supplies to Germany will be just as important from an economic standpoint as will be their restoration to France.

WHAT OTHER EDITORS SAY

SOME dealers are hesitating about buying their spring stocks because they fear that prices will drop. Why should they? While it is true that the price of linseed oil has lowered in the past month or two, the price of that product is no lower to-day than it was when the last advance in the price of paint was made by most of the manufacturers; and many of the other materials entering into paint manufacture are either out of the market entirely, are harder to get, or at higher price levels.

If there is the demand for paints and varnishes, which most prophets in the trade predict, prices will either continue at present levels or be advanced to keep pace with the demand which these men believe will speed up paint production and deliveries to a maximum output.—*American Paint and Oil Dealer.*

THE order of the Federal Trade Commission against lumber organizations carrying out their policies of combating mail-order competition did not touch the implement trades, since the latter have kept clear of any such policies. Notwithstanding the rule was regretted by implement dealers, who resent the unfair actions of the mail order trade. So the recent order by the commission citing a mail-order lumber concern to answer charges of unfair competition in misrepresenting the purport of the original order, will be greatly welcome by jobbers and dealers generally. Much interest will be taken in the outcome of the hearing at Washington on January 9. —*The Hardware Trade.*

THE apprentice boy is passing; in many trades he is a memory; in none does he receive the thorough training that makes the master workman. The practical experience gained in the shop and on the job must be supplemented by the technical knowledge to be had in the vocational school. These schools, properly conducted, will give boys and girls an opportunity to become proficient in their chosen vocations. Organized labor has approved the system and in many places is taking an active part in the management of the schools.—*Painter and Decorator.*

THE policy of long credits is as injurious and unfair to the customer as it is to the merchant. It stimulates the incurring of debt, which is a millstone to the man who is really honest and well intentioned at heart. For the sake of his customers, if he won't do it for his own sake, the merchant should take stock of his credit accounts and if he has not done it before, should put his collections on a systematic basis.—*American Artisian and Hardware Dealer.*

ONE of the publicity planks in the farmers' platform declares that "every claim for tariff protection should be heard publicly before a special committee of Parliament." Better than this, we believe, is the suggestion which has been frequently voiced by *The Financial Post* for a permanent tariff commission. However, the two suggestions would appear to be no more than different means to the same practical end.

The tariff commission, *The Financial Post* believes, promises the best means of negotiating the "no man's land" between the opposing industrial and agricultural factions.—*The Financial Post.*

UTILIZATION of hitherto waste products, as well as an enlargement of the field of Canadian industry, are the joint results that would accrue from a lifting of the excise tax on industrial alcohol. . . . . .

Granted favorable conditions for manufacturer, alcohol will be used very largely for fuel and power. Canada cannot afford to allow such an economic waste to continue when Great Britain, the United States, and other European countries enjoy the advantages that this country has been denied.—*Toronto Globe.*

EVENTS IN THE TRADE

Business Chances

Tottenham, Ont.—J. Albert Foucar will conduct the hardware business of L. P. Foucar, deceased.

Manitou, Manitoba. — Ridley Bros. have purchased the hardware business of Hoffman & Armstrong.

Lemberg, Sask. — Karl Mueller succeeds Landruth Bros., hardware.

Upton, Quebec.—Marin and Langelier, hardware, have dissolved partnership.

Obituary

A. R. Wilson, formerly with the Porteous Hardware Co., of Grande Prairie, Alberta, died at the military camp in Calgary after a brief illness with influenza. He was a plumber and metal worker and after learning his trade in Edmonton went to Grande Prairie in 1912 and resided there until his enlistment a year ago.

The death occurred at Woodruffe, Ont., of Honore Foisy, hardware.

A. H. Stillman, hardware, Warkworth, Ont., died following an operation for appendicitis. He was 38 years old. Burial was made at Campbellford, Ont.

Fire Losses

Fire which is believed to have started from spontaneous combustion caused a loss of $3,000 in the hardware store of W. H. Bridgeman, corner of Portage Avenue and Furby St., Winnipeg.

Personals

Samuel Penfold, of the Penfold Hardware Co., Peterboro', was elected alderman for 1919.

Hon. C. C. Ballantyne, Minister of Marine and Fisheries, is ill at his home with a severe attack of la grippe.

John G. Fraser has been appointed manager of the Hamilton Stove and Heater Company, Hamilton, Ont. He succeeds J. J. Carrick.

Frederick Moore, manager Benjamin Moore & Co., paint manufacturers, Toronto, leaves the end of this week for New York, where he will attend a convention called at the head offices of the company.

Frederick M. Baker, representative of T. S. Simms & Co., Ltd., St. John, N.B., and the Wm Cane & Sons Company, Limited, Newmarket, Ont, was elected as one of the aldermen for Ward 8 in the elections in Toronto.

Alex. McLean, of the firm of Mackenzie, Milne & Co., Limited, Sarnia, spent several days this week, including New Year's, in Toronto. E. Newman of the same firm was in Chatham, and Frank Ready at St. Mary's, Ont.

Jas. Arnold, well known in Imperial Munitions Board circles, and more recently with the Turnbull Elevator Mfg. Co., Toronto, has been appointed works manager of the Canada Foundries & Forgings, Ltd. (Jas. Smart Mfg. Co.), at Brockville, Ont.

In the municipal elections at London, Ont., Col. W. M. Gartshore, of the McClary Manufacturing Company, was returned by acclamation as a trustee of Victoria Hospital. F. G. Mitchell, of the London Engine Supplies Co., was returned to the Public Utilities Board without opposition.

Trade Notes

The Westmount Hardware, Osca Durand and Adolphe Viger, has been registered at Montreal.

Robert Campbell succeeds Edward G. Kelly, dealer in auto accessories and electrical supplies at Gleichen, Alberta.

The Thermos Bottle Company, Ltd., formerly of 12 Sheppard St., Toronto, has moved to 10 Adelaide St. E.

The Laurentide Pure Paint Co. has been registered at Montreal.

The Broom Manufacturers' Supply Co., Pacifique Guilmette, has been registered at Montreal.

J. A. E. Plante & Co., hardware, Mrs. J. A. E. Plante, has been registered at Montreal.

The No Dust Sweeping Compound Manufacturing Co., Homer N. Archambault and L. H. R. Messier, has been registered at Montreal.

The Toronto General Trusts Company has been appointed liquidators of the Port Arthur Wagon and Implement Co., Port Arthur, Ontario.

The Hughes Electric Heating Company, formerly of 364 Richmond St. W., Toronto, is now occupying new quarters on Carlaw Ave., on the third floor of the Wrigley Building.

The Royal Canadian Specialties Co., (Hamilton Whip Co.), Hamilton, Ont., has secured the selling rights for Canada of the auto paints and varnishes of Scarfe & Co., Brantford, Ont.

The W. S. Mahaffy Company, formerly of 10-16 Plymouth Avenue, Toronto, is now located on Trafalgar St., where it will continue the manufacture of warehouse and factory trucks.

Scythes & Co., 22 Church St., Toronto, have purchased a plant in Guelph which will be devoted to the manufacture of oil skin coatings. The firm plans to open a branch office in Winnipeg in February.

Montreal News

J. C. Dufresne, head salesman for Lewis Bros., Ltd., office division, is ill

Mr. McKendrick, Montreal manager of the Canada Metal Co., was this week in Ontario for the holiday.

W. S. Fallis, managing director of the Sherwin-Williams Co., Ltd., of Canada, was in Palmerston over the New Year.

A. Gibb, son of Alexander Gibb, manufacturer's agent, Montreal, who enlisted some months ago in the Royal Naval Service, is home again.

Most of the travellers have been in from their various fields over the holidays and plan taking up their work again during the coming week.

Fred S. Whittall, managing director of the A. R. Whittall Can Co., Ltd., Montreal, has returned from overseas. Mr. Whittall enlisted some months ago.

A. N. Creamer, advertising manager for Brandram-Henderson Ltd., was in Toronto this week addressing a conference of the Ontario representatives of his firm.

Border Cities News

The Lock Tile Patch Company, of Detroit, will open a manufacturing branch in Windsor immediately.

The Commonwealth Chemical Company, Walkerville, have purchased six acres adjoining their property, Kildare Road, and are erecting a number of new buildings.

The Square D Company, formerly the Detroit Lubricating Company, manufacturers of lubricators and appliances, have acquired a two and a half acre site in Walkerville, and contemplate the erection of a factory.

Manufacturers of the Border Cities, confronted with the problem of uncertain buying conditions and difficult situations in the raw material markets, have arranged for an address on buying by S. A. Linnekin, Wellesley Hills, Mass. He will address the manufacturers' section of the Chamber of Commerce January 8.

Announcement has been made through the branch factories of the Maxwell and Chalmers Motor Companies, in Walkerville, that present prices will be maintained until June, 1919. It is explained that no reduction in prices is possible for the reason that neither company advanced its prices during the war.

One of the latest to enter the tractor manufacturing field is Charles F. Redden, former manager of the automobile division of the Studebaker corporation in New York, and until recently general sales manager of the Maxwell Motor Company. The new corporation will market a tractor to be known as the Kill Toil Farm Tractor. Byron L. Baker will be associated with Mr. Redden.

Incorporations

The Connelly Company, Limited, capital $40,000, head office Toronto, has been granted a provincial charter and plans to manufacture and deal in leather goods and auto accessories.

T. G. McLaurin Company, Limited, head office Montreal, capital $25,000, has been granted a Dominion charter. The firm plans to make wall board, boxes, lumber, and deal also in oil and petroleum products.

Meetings Next Week

The annual sales conference of the Steel Co. of Canada is being held at the head office of the company in Hamilton on Tuesday, Wednesday and Thursday of next week, January 7, 8 and 9. Salesmen and managers from all branches are expected to be present. It is understood problems arising out of the termination of the war will be discussed and an aggresive sales campaign for 1919 adopted.

The annual convention of the Western Ontario salesmen of the Imperial Oil Company will be held at the Royal Connaught Hotel in Hamilton on January 7, 8 and 9. This is the first time the salesmen have met at any point except Toronto.

The Eastern Ontario salesmen of the Imperial Oil Company will gather at the King Edward Hotel in Toronto on January 8, 9 and 10 for their annual conference.

ALL DAY SATURDAY OFF FOR EATON EMPLOYEES

In connection with the jubilee celebration on January 2, which marked the fiftieth anniversary of the founding of the T. Eaton store, the announcement was made that the 20,000 employees of the firm are to have every Saturday afternoon during the year as holidays, and during July and August all day Saturday. The T. Eaton Company started business in 1869 in a store which had a frontage of twenty-five feet. It is perhaps interesting to note in connection with the firm's policy that it sells goods for cash only, and also that it is one of the largest, if not the largest user of newspaper advertising space in America.

McCORMICK RETIRES

Cyrus H. McCormick, president of the International Harvester Company since its organization in 1902, has retired from that office to become chairman of the concern's Board of Directors. Harold F. McCormick, his brother, was elected President.

Veteran Traveller Retires at Winnipeg

After 30 years' active association with the Merrick-Anderson Co., Ltd., Winnipeg, Geo. J. McGiffin, veteran traveller, retires on February 1, 1919, and will be pensioned by the company. Mr. McGiffin has covered practically all of the prairie provinces, in the early days over the prairie trails and latterly over the steel rails of the various railroads. It is understood Mr. McGiffin holds the distinction of selling the first carload of



GEO. J. McGIFFIN
Who is Retiring After Thirty Years Continuous Service With the Merrick-Anderson Co., Ltd.

shot which ever went into Edmonton, Alta.

Mr. McGiffin may move to British Columbia, his desire being to live in a country where climatic conditions are not quite so severe. It is understood he will still retain his stock in the Merrick-Anderson Co., Winnipeg, and that his activities at the coast may be devoted to agency lines.

PRESIDENT OF STEEL CO.

C. H. McCullough, formerly vice-president and general manager of the Lackawanna Steel Company, was elected president of the company to succeed E. A. S. Clark, who has resigned to become head of the North American Steel Products Company. Moses Taylor, formerly vice-president, was elected chairman of the Board of Directors, a newly created position.

DAVIDSON SALESMEN CONVENE

The Eastern sales force of the Thomas Davidson Manufacturing Company, Limited, were in session this week at headquarters in Montreal and had a general conference regarding the work for 1919. The Winnipeg and Western representatives were unable to attend. Mr. Edward Goodwill, the manager, presided.

ALL JAPANESE BRUSHES MUST BE INSPECTED

A new law relating to the export of brushes from Japan took effect on October 1, 1918. Brushes which were manufactured prior to September 1, this year, could, however, be exported without inspection, if shipped before October 1.

The regulations are:—

Article I.—The export of brushes for business purposes is prohibited unless they have passed inspection by the authorities of the Brush Manufacturers' and Exporters' Union.

This provision does not apply to cases where the export of brushes is specially permitted by the local authorities at the port of shipment.

Article II.—Any one who ignores the foregoing provisions is liable to a fine not exceeding yen 100.

DETROIT AUTO SHOW

Many hardware men handling auto and tractor accessories will likely attend the annual automomotive show in Detroit March 1 to 8.

With the elimination of the national shows in New York and Chicago the Detroit exhibit is expected to be one of the biggest events in automotive circles this year. Plans have been adopted by the management of the Detroit Auto Dealers' Association, not only to have a showing of passenger cars, but to include trucks, tractors, lighting outfits, accessories and practically every manufactured product in the gasoline motor field.

MADE BIG SAVING BY USE OF OIL ON STREETS

A remarkable decrease in the cost of cleaning the streets at London, Ont., has been effected during the past six years owing to the fact that oiling the streets has greatly improved the surfaces of the thoroughfares and made cleaning much easier. Another important factor in lessening the cost to the ratepayers is that now one cleaning, just before the oil is put on, is made to do, where formerly the streets were clean first thing in the spring and again just before the oil was put on.

Figures compiled by City Engineer Brazier show that in 1912 street cleaning cost $14,694.81, and in 1918 approximately $5,225. Figures for the intermediate years are: 1913, $12,603.91; 1914, $12,740.35; 1915, $10,575.93; 1918, $8,970.70, and 1917, $8,082.10.

TO MANUFACTURE ANTIMONY

According to newspaper reports antimony products are likely to be made from the Canadian Antimony Co. ores, located at Lake George, York county, New Brunswick, instead of having the ore or metal shipped out of the country, as has been the case hitherto. A representative of the American interests that control the mine stated that resumption of operations next spring was likely.

Why Handle Gasoline For Nothing Asks Western Canada Dealer?

A WESTERN Canada dealer writes as follows in regard to the gasoline situation:—

The Editor, HARDWARE AND METAL.

I have read with interest your article in HARDWARE AND METAL of December 21, referring to "Standard Price on Gasoline" and as the article is likely to cause general comment among the hardware dealers I wish to express my views. As far as I am concerned I have no objection to a standard price on gasoline all over the West, or all over Canada for that matter, provided the price was high enough to make it worth while handling gasoline. In the first place, why is it that everybody seems to expect the dealer to handle gasoline at a loss? Is it because it is the most dangerous commodity (except giant powder) in the catalogue? Or is is because it makes a slave of the man who dishes it out on account of the unholy hours he has to keep in order to satisfy his customers? Or, again, is it because of the heavy concealed loss by evaporation, spilling, dripping, etc., such loss generally remaining unchecked? Of course, the general plea has been that gasoline is kept as a drawing card to sell auto accessories, but why make Peter pay for what Paul buys?

Gone For Good

Of course nails and a few more staples used to be handled nearly at cost in the old days, but you will agree with me, Mr. Editor, that the days of retailing nails or anything else at cost are gone, at least by every progressive retailer.

At the present price of wages, rent, taxes, not forgetting costly gasoline equipment, the least margin a retailer should get to handle gasoline, is 8 cents per gallon, that is, for the gasoline pump to be self supporting. And if all the retailers would insist on such a margin they could afford to sell their accessories at a reasonable price instead of serving gas at a loss and letting the accessory business go to mail order houses.

Is Well Treated

I think the motorist should think himself pretty well treated when he gets free air for his tires, free water for the radiator, and distilled water for batteries, without getting gasoline handled at a loss by the retailer on the top of it all

Of course, there will always be people who will get their mail order house tires pumped up at your station. I have some customers that get free air service at our station regularly, and nothing else, and they are the kind of people that really think that you would have to shut up shop if you lost their custom. They are however, exceptions to the rule, and will always be with us, in fact we would miss them if they left us, but that is no reason why we should handle gasoline for fun; surely it is not so pleasant to handle as all that. All that is needed to put the gasoline trade on a sound basis is a little united effort mixed with common business sense.

Let us all draw a line and say 8 cents or nothing (west of the lakes anyway).

Don't soak Jones and let Smith go scot free.

Make every line pay for itself. Do it "NOW."

—Live and let live.

How Many of These Business Rules Are You Applying in Your Store?

THE National Association of Credit Men, which now has a membership of more than 20,000, recommends the following rules for merchants for figuring costs and profits:

1. Charge interest on the net amount of your total investment at the beginning of your business year, exclusive of real estate.

2. Charge rental on real estate or buildings owned by you and used in your business at a rate equal to that which you would receive if renting or leasing it to others.

3. Charge in addition to what you pay for hired help an amount equal to what your services would be worth to others; also treat in like manner the services of any member of your family employed in the business not on the regular payroll.

4. Charge depreciation on all goods carried over on which you may have to make a less price because of change in style, damage, or any other cause.

5. Charge depreciation on buildings, tools, fixtures, or anything else suffering from age or wear and tear.

6. Charge amounts donated or subscriptions paid.

7. Charge all fixed expenses, such as taxes, insurance, water, light, fuel, etc.

8. Charge all incidental expenses, such as drayage, postage, office supplies, livery expenses of horses and wagons, telegrams and telephones, advertising, canvassing, etc.

9. Charge losses of every character, including goods stolen or sent out and not charged, allowance made customers, all debts, etc.

10. Charge collection expense.

11. Charge any other expense not enumerated above.

12. When you have ascertained what the sum of all the foregoing items amount to, prove it by your books, and you will have your total expense for the year; divide this figure by the total of your sales, and it will show you the per cent. which it has cost you to do business.

13. Take this per cent. and deduct it from the price of any article you have sold, then substract from the remainder what it cost you (invoice price and freight), and the result will show your net profit or loss on the article.

14. Go over the selling prices of the various articles you handle and see where you stand as to profits, then get busy in putting your selling figures on a profitable basis and talk it over with your competitor as well.

THE RESALE PRICE QUESTION
U.S. Federal Trade Commission Discusses Question Pointing Out That Unlimited Price Cutting is a Bane Not a Blessing

In a special report to Congress on the subject of control of resale prices, the Federal Trade Commission says in part:

"The Supreme Court has made it clear that, in the present state of the law the maintenance of a resale price by the producer is a restraint of trade and is unlawful.

"Such being the judgment of the Supreme Court, the Federal Trade Commission has enforced the law, even though it may have appeared to operate inequitably in some cases. In its enforcement of this rule, the commission has been mindful that the cutting of a recognized resale price on well established and identified articles has been at times indulged in for unfair trade purposes. When so unfairly used, price cutting is attempted to be cloaked as lawful competition and justified by the Supreme Court decisions.

"There must be a common ground whereon the rights of producer, purveyor and consumer may each be fully secured and equity done to all. The search for such a ground has been a task of the commission and results in the following conclusions:

"(1) That producers of identified goods should be protected in their intangible property right or goodwill.

"(2) That the unlimited power both to fix and to enforce and maintain a resale price may not be made lawful with safety.

"(3) That unrestrained price cutting is not in the public interest.

"Bills now pending before Congress may well be made to meet the difficulties of the situation if amended to provide for a review of the terms of resale contracts and revision of resale prices, by a disinterested agency.

"Therefore, it is recommended that it be provided by law that if the manufacturer of an article produced and sold under competitive conditions, desires to fix and maintain resale prices, he shall file with an agency designated by the Congress a description of such article, the contract of sale and the price schedule which he proposes to maintain and that the agency designated by the Congress be charged with the duty, either upon its own initiative or upon complaint of any dealer or consumer or any other party in interest, to review the terms of such contract and to revise such prices and that any date and information needful for a determination be made available to such agency."

British Government Lifts Ban on Export of Manufactured Goods

CABLE dispatches received by C. T. Milne and F. W. Field, the British Trade Commissioners at Montreal and Toronto respectively, from the Imperial Department of Overseas Trade in London, point out that since the armistice was signed many restrictions on commerce have been withdrawn, while in the case of those which remain licenses are being granted much more freely than previously. Particulars regarding these relaxations will be published weekly in the "Board of Trade Journal," the official organ of the Imperial Government for notices regarding trade.

Orders placed during the war period now have good prospects of being executed, and arrangements for new business should be made without delay.

The following relaxations in particular should be noted:

1. Permits to manufacture and priority certificates in connection therewith are no longer necessary.

2. Firms are at liberty to accept civil or commercial orders for immediate execution, thus freeing the engineering industry among others for commercial work.

3. All the principal kinds of raw materials may now be used for the commercial manufacture of goods for export, but these raw materials themselves may not be exported in certain cases without licenses. Among those to which this condition applies are the following: Aluminum, brass, iron, nickel, steel, antimony, copper, lead, spelter or zinc, tin.

In general, restrictions on the export of manufactured goods have been removed, while they have been retained in the case of raw materials.

The following list indicates the most important items, the export of which was formerly prohibited to all countries, but are now permitted to be exported to any part of the British Empire: Articles of aluminum; articles, manufactures of asbestos; belting, cotton, including belting impregnated with balata or rubber; bicycles, complete; bicycle tires and parts; boots and shoes (except children's with soles or uppers of leather); brooms; brushes (except tooth brushes); copper and manufactures of, except wire bars, plates, rods, sheets, stripe tubes; galvanized sheets (corrugated or flat); grindstones; glass for optical instruments; hand tools for agriculture; hollowware, domestic, or iron or steel plate; iron and steel rivets, nuts and screws; iron and steel wire cloth; incandescent mantles and rings; jute cordage and twine, padding and webbing, twist and piece goods; linoleum; magnesite and magnesite bricks; nails (wire; magnetos and parts; photographic materials; rubber manufactures, except surgical gloves; surgical bandages and dressings; steel sheets (black); tools (small); wagons and carts, and parts; wool and hair, manufactures of not to include raw wool or yarns.

Certain factors will continue to hamper the export trade, notably (1) shortage of labor till the army is demobilized; (2) shortage of tonnage; (3) the need for reorganization of plants in certain industries before resuming normal work, but it is considered that the effect of these factors will diminish greatly in a few months.

Oils, Iron and Steel Removed From Export Conservation List

THE United States War Board announces in a new ruling (W. T. B. R. 424) the removal of the following commodities from the export conservation list, effective at once: Steel alloys, benzine (from petroleum), celluloid, and articles manufactured therefrom, ferrosilicon. Ingots as follows. Steel. Iron and steel, as follows: Billets, blooms, ferrosilicon, ingots, pig iron, plates (all classes, ¼ inch thick and heavier and wider than 6 inches or over 6 inches in diameter), rails (over 50 pounds per yard), scrap, shapes, 3 inches or larger (plain, i.e., not punched or formed), including angles, channels, beams, trees and zees, sheet bars, slabs, Spiegeleisen (frequently described as "specular iron" and "mirror iron"), lac and all varieties thereof, lubricating oils, naptha, nickel, chemical compounds thereof. Oils as follows: Aniline, axle and other mineral oil, greases, benzine (from petroleum), cod-liver, crude, cylinder, engine, fuel, gas, gasoline, hand-lantern, kerosene, lantern, linseed, lubricating, mineral, naphtha, paraffin, petroleum, paraffin, paraffin oils, petroleum Rubber, reclaimed and scrap. Shapes, 3 inches and larger, iron and steel (plain, i.e., not punched or formed), including angles, channels, beams, tees, and zees.

Merchants Disagree With Their Executive

Organized participation in the municipal elections as suggested at the regular meeting of the Border Retail Merchants' Association, Windsor, Ont., is an active issue in the organization. When the proposal was discussed prior to nomination day, a resolution to remain aloof from the contest was heavily voted down. No definite action was taken, although a number of prominent members, feeling that merchants, contributing as they do, a large amount of taxes, were entitled to greater representation on the various civic bodies, favored running a retail merchants' slate that would assure several members on the council and each municipal board.

The matter was referred to the executive for consideration, and the latter body decided to bring forward at the next general meeting, a resolution providing for such amendment to the by-laws as would render it absolutely impossible for the organization as a body to participate in any municipal, provincial or Dominion election. This was in direct opposition to the expressed will of the general membership and the two factions, approving of contrary policies are arranging to thresh out the matter and arrive at a definite understanding. In the meantime a number of retail merchants stood and were elected to the city council and the Board of Education.



Combination Screen and Storm Doors

Rhodes, Curry Co., Ltd., Amherst, N.S.—We would like to secure the names of manufacturers of combination screen and storm doors.

These are manufactured by Sanderson, Harold Co., Ltd., Paris, Ont.; Ham & Nott Co., Ltd., Brantford, Ont.; J. H. Gignac Ltd., Quebec, Que.—Ed.

Oak Heater

Haig & Burns, Lansdowne, Ont.—Where can we secure repairs for the Peerless oak heaters?

The Peerless oak heater is manufactured by the McClary Mfg. Co., London, Ont., and repairs can be secured there or from the Toronto branch.—Ed.

TRADE INQUIRIES

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

974. **Linseed cakes.**—A Liverpool firm ask to be placed in communication with exporters of linseed cakes.

976. **Asbestos fibre.**—A Newcastle firm in a position to place orders for asbestos fibre in 50- to 100-ton lots, ask for Canadian offers. They also inquire for asbestos-cell and asbestos cloth.

978. **Doors.**—A Liverpool firm wishes to hear from firms in a position to offer yellow pine doors, four longitudinal panels, planted moulds. They are in a position to place orders for 1,000 doors.

984. **Hardware.**—A Manchester firm is in a position to represent Canadian manufacturers of general hardware, also any other commodities saleable by ironmongers.

985. **Machinery.**—A Manchester firm is open to represent manufacturers of machinery, machine tools and engineers' tools.

1001. **Doors and mouldings.**—A Newcastle firm asks to be placed in communication with exporters of doors and mouldings.

THE CLERKS DEPARTMENT

A STORY BY A CRIPPLE WHO IS NOT A CRIPPLE

Minnesota Banker Who Has Made His Life a Pleasure and Success Despite Terrible Handicap as Result of Being Maimed by Frost Bite

TO many of those heroes of the war who have to face the problems of reconstruction and readjustment with serious physical handicaps, there will be found inspiration in the story of the career of Michael J. Dowling, president of the Olivia State Bank, Minnesota, as it appears in the "Annals of the American Academy of Political Science," for November, which number is devoted to the rehabilitation of the wounded. Terribly maimed as the result of a blizzard experience when a boy, Mr. Dowling, has with splendid courage fought the battles of life with a confidence and cheerfulness which should prove helpful to other unfortunates. The story, which follows, is somewhat abridged, but gives a vivid picture of one man's triumph over heavy physical odds:

I was 14 years old, almost 15, when I was lost in the blizazrd in Minnesota, December 4, 1880, and up to that time there had not been much in life—since that time there has been a great deal. As a boy and before being overtaken by the blizzard in southwestern Minnesota, I had been making my own way from the time I was 10 years old, that is since my mother died. Among other things which I did in preparation for this experiment of reconstruction was to fill the positions of cookee in a lumber camp in Wisconsin, cookee on several Mississippi steamboats plying between St. Paul and St. Louis, water carrier on the Dalrymple Wheat Farm, Cottage Grove, Minnesota, and for a time a kid cowboy on a large ranch, known as Lord White House Ranch in Wyoming, where I learned to shoot, and ride any horse that had four legs. I am willing to put up a wager that there is not a horse on the ranch that I cannot ride to-day.

The Blizzard of 1880

The blizzard I faced on December 4, 1880, caused the thermometer to register 50 degrees below, and I was out from about seven in the evening until sunrise the next morning. The sun did come up the next morning, and so did I—out of a bed in a straw-pile and on getting up and trying to get to a farmhouse, I found that I could not bend my knees and I could not open my hands. The hands were frozen clinched and were like two chunks of clay, but after awhile I limbered up a little, in order to get on my feet and make for the house. I aroused the people. It was rather early even for farmers to get up. The good lady of the house filled a tub with cold water and some other vessels with cold water, and I put both arms up to the elbows and both legs up to the knees into this cold water, and then with this thawing-out process came a splendid opportunity to display courage. It is not a very pleasant occupation, watching the frost freeze the water around your hands and legs and form an ice coating all around as the frost comes out. However, the surgical operation was not performed until several days afterwards—some 16 days—and the line of demarcation appeared very plainly just above the ankle joints and just about at the wrists of the hands. The operation was performed by the doctors present, on a kitchen table covered with oilcloth in a little family home in the village of Canby. There were three doctors performing the operation, but in spite of having more than one operating on me I still succeeded in living.

Life Made Worth the Living

Since that freezing, as I have said before, life has been worth living, and to me it has been a splendid joy—not only in courting the girls and marrying one of them and having a son and three daughters; we have lost the son, but the three daughters are still alive to grace the household. One of them is a sophomore in college, one is a junior in high school and the other is in the seventh grade. I am happy to say that when a man has his legs frozen off—and I believe it is also true when they are shot off—he does not pass on to the next generation the same condition; in fact, I am the only one in our family who has been compelled to buy artificial legs.

About enjoying life—I think I have enjoyed every moment since the time the doctors got through with me, although there were a few days when I felt really stunned. I was a very active young man, pugnacious, full of fight, and I found myself suddenly with most of the fight cut off—at least, that part which I used to fight with successfully was not in very good shape—so I transferred my thoughts from those things that were gone to what was left.

Struggles With Adversity

It occurred to me without any reconstruction campaign on the part of our State University or other place of learning, that there was just one thing for me to do if I did not have any legs or arms, and that was to polish up the machinery above the neck. So I became an omnivrous reader, and—while I may be hurting the feelings of some people somewhere—I must confess I was also a carnivorous eater. I ate heartily, read ravenously, and got as much learning as I possibly could without the aid of teachers. I went to school just as much as I possibly could under the circumstances. You must know that when I was frozen in Minnesota, I had neither mother, brother nor sister to look after me or help me. I was the only child in the family. Mother died when I was 10, and father had all he could do to take care of himself, as he was just an ordinary carpenter.

I possessed, at the end of the season of 1880, five head of young cattle and a very intelligent pony with handwriting on his hips. The pony was the last to go. The five head of cattle were sold at once, since I intended to pay my way just as far as I could. The money received from the sale of the five head of cattle, with the little money I had saved up from the season's work, went into buying the necessary medicines. The good people of the town furnished the bandages from worn pillow-slips and sheets and wearing apparel that the ladies tore into strips and wound into rolls. Therefore, you will understand that I was not very wealthy and not in a position to buy any luxuries, and with that in view I tried to go just as far as I could with the money I received from the sale of these few head of young stock; but the springtime found me compelled to sell the dearest thing I had on earth—the pony. I cried all night at the time I sold that pony, and I still think of him with tears in my eyes. He was so intelligent and I thought so much of him, but he had to go, and when he had gone the demand still came for more money. I had none—and there is just one thing that happens to a boy or anybody else when that day comes, and that is, the local community assumes the burden. In this case it was the county. The county of Yellow Medicine, Minnesota, had to step in and furnish the money necessary to have me reconstructed and rehabilitated.

An Educated Pessimist's Suggestion

The Board of County Commissioners at that time consisted of three men—we now have five. There were two old Norwegians on that board. One of them was an old sailor and the other was an old farmer. Neither one of them had very much book-learning, but both of them had hearts so big their tunics could hardly hold them. The other member and chairman of the board was a Yankee bred in the purple in Maine; he was, in Maine, before going West, at the head of a seminary, and was a man of splendid educational attainments. When the question came up, "What will we do with Mike," this gentleman of excellent intellectual attainments said that he had partially made arrangements with a farmer who had a good home and would take care of him for the rest of his life for two dollars per week. But one of the old Norwegian members of the board, Mr. Ole J. Daley, who is still alive and hearty and with whom I had the pleasure of visiting this year, said, "Well, don't let us be in a hurry about this. Mike, what do you think about it?" Well, I smiled—used all the magnetism I possessed—looked into Ole's face and said, "Mr. Daley, if you will give me one year at Carleton College it will never cost this county another cent as long as I live to keep me going." "Well, but,"

he said, "you can't back that up; that is just your say so." "Well," I said, "I mean it."

The chairman of the board thought it might be well to think it over until the next day. The next morning the vote stood two to send me to college for one year, and one to send me out on the farm at a cost of two dollars per week for the rest of my life.

A Short College Course

Well, I went to Carleton and spent the year there. I did not loaf any, I can assure you. I did not have any money to spend on midnight suppers or oyster stews, or anything of that nature, like many of the boys had. I got some second-hand clothes from somewhere—I do not know where they came from—while I was at Carleton, and I had an opportunity offered me to come East and attend a certain school here and become a theological student, but I could not do that, simply because I was asked to make a statement that I would become a minister of the gospel if I would get this particular advantage in the East, and I said that I would be glad to get the education, but I could not accept anybody's money on false pretenses.

Active in Many Vocations

I taught school after getting out of Carleton, painted fences, ran a roller-skating rink, sold books by subscription, sold maps—and, in fact, I did everything and anything that would bring in an honest dollar. This painting job was naturally hard work, but it was lots of fun teaching. I enjoyed teaching very much. I taught for seven years—three years in the country, when I was promoted to a graded school, and the last three years I was superintendent of a high school, the first high school in Renville County, and that is the county in which I now live. I also started a paper, ran a weekly paper a number of years while teaching school, and did a number of other things. Besides running a paper and teaching school, among other things I did was to get into politics. I stirred up one of the large financial institutions of our State to such an extent that it became one of the greatest failures in the history of the Northwest. I made charges against it through the columns of my small country paper, verified same by examining their books at their own request, and then published the verification. That got me into politics. I was made assistant to the chief clerk of the House of Representatives the first session, and the next time I was chief clerk of the House of Representatives, and liking the work so well and thinking that I ought to have the vote next time, I became a candidate for member of the House, and was elected by a comfortable majority. I was also elected Speaker of the House, it being the first time that a new member had occupied that position, and also against the wishes of the combinations that usually controlled.

I get a great deal of pleasure out of life—in one way, by driving an automobile. My family for years have toured the country in our own car and I have been the driver.

Quality of Will and Mind Counts Most

I believe if I say nothing else in this article than that education is made too easy in most cases for boys and girls, I will have said a great deal. The teacher takes on all the work and makes a nervous wreck of herself, rather than put obstacles in the way of boys and girls in order to develop that boy and girl. Most boys and girls go to school much earlier than they should. My girls did not go to school until they were eight years of age, and the oldest one became the valedictorian of her class in high school and finished a year ahead of those who had started much earlier than she had.

Now, for a suggestion in this work—if you do not watch out you are going to do so many things for the crippled soldier that when he gets back home he will not feel the need of exercising his own muscles or his own faculties. You must put him in a position where he has to do the work. I know it is good for a man in that condition, because I have gone through the mill. There was no one to help me in any way, shape or form; and while I have said that a man is worth $100,000 a year—if he can make it honestly—above his neck, and, perhaps may not be worth over $1.50 per week below, I have not been able to earn that much money in one year, I must confess, but I am looking forward to reaching that point before I pass on; and in the meantime when anybody tells you that because a man loses a leg or two of them or an arm or both of them he is a cripple, just refer him to me and I will take care of him. The finest looking men in the world may have more cause to regret things that they have done and they may not enjoy life as much as the man who is despised as a cripple, because he has lost a leg or an arm. There is no such thing as a cripple, if the mind is right.

Points Out Dangers Of Misrepresentation

In retail advertising, declares a bulletin issued by the National Vigilance Committee of the Associated Advertising Clubs of the World, great harm has been done by the loose use of the word "value."

Inasmuch as nearly all of the states now have truth-in-advertising laws and in further consideration of the fact that courts have held that value is not a mere matter of opinion, but is a statement of fact, a Pacific Coast carpet sweeper case which the vigilance committee recently investigated will be of especial interest.

Would Be Harmful

The advertiser, a department store, announced that the sweeper which it declared was of "3.50 value," was on special sale at 98 cents. It did not profess that it was discontinuing the line, or that the goods were damaged. In the absence of any stated reason for such a cut in price, the local vigilance committee concluded that most people would not believe such a statement and that, therefore, the advertisement would be hurtful, even if true, and the committee doubted very much that it was true.

Investigation showed that it was not a $3.50 value, although an excellent value at 98 cents, which was below cost, apparently. However, the committee had in mind a Federal court ruling that an untruthful statement constituted a law violation even though the purchaser did get good value for his money, and the advertiser was warned against a repetition of the error.

For "Special" Sales

Carrying the investigation further, the National Vigilance Committee learned that the sweeper advertised is made for use of stores, and especially department stores for "special sale" purposes, and the matter has been called to the attention of local advertising club committees in other communities, who are also on the lookout for law violations in connection with it.

There is no objection on the part of the vigilance committee to the practice of buying articles for special sale purposes, of course, so long as the store tells the truth about the merchandise, but stores are warned and, when necessary, their owners are prosecuted for untruthful statements about values.

For Better Business

The members of the retail department of the Associated Advertising Clubs have adopted a standard practice in relation to such statements which is interesting because the members of the department framed this declaration both with the thought that adherence to it would avoid possible law violations and would, at the same time, result in advertising of a confidence-building, as against a confidence-destroying type.

These retailers have pledged themselves not to compare and adcertised price with a "former" or "usual" value unless they refer to the price obtained in their own store during the current season for identical goods, and many of them go a step further and do not use a statement concerning a former value unless there was a sufficient quantity sold at that value to establish the price very definitely.

Never Use Them

It is largely because of the danger of over-statement in such advertising that a number of important stores in the United States have entirely stopped using comparative prices, never stating what the former value or former price of an article was. They announce that the value is special, and they usually call attention to the reason—that the goods are slightly soiled, the line is to be discontinued, it is near the end of the season, or some other reason that will make the customer understand why special values might be expected.

They have found that such advertisements pull more business for each dollar invested than the old type of comparative price advertising, which made so many people doubt the word of the advertiser.

RESTRICTIONS ON GLOVES LIFTED

A cable from London, England, states that the British import restriction on leather gloves has been removed, and that they may now be imported without permit or license.

INVENTORY TIME IS HERE

Continued from page 52

be very gradual. This is a matter for important consideration in checking up the needs for restocking which the inventory will show. There has not been in a long time so many price changes as were made during 1918. Now that conditions are rapidly becoming more settled it seems reasonable to expect that with the exception of some articles of food, prices will go no higher. This may perhaps be a guide to hardware dealers in going forward and pricing merchandise according to the markets of the day. Some dealers have been wondering if they ought to discount values in this year's inventory. From the present market outlook there is nothing to indicate that this is advisable. With stocks in their present depleted condition the average inventory this year is likely to indicate the need for restocking many lines promptly if the needs of the trade are to be met, rather than to emphasize the need for special January clearance sales to clean up overstock. However, many inventories will show certain items, especially in the shape of seasonable goods, which should be moved as rapidly as possible. In some parts of the Dominion the unusually mild weather so far has retarded sales of lines which usually moved before this and a factor such as this requires prompt judgment on the part of the dealer regarding the disposal of the goods.

Get After Profits

There is going to be big money in some lines in 1919, that is, much bigger profits and more rapid turnover than in these same lines for four years. For instance, building has been at a standstill and all kinds of necessary repair work and painting has been held up. Items such as this should be checked up very carefully in connection with your inventory. There is every indication that the farmers will be bigger buyers than ever this year, especially of all goods that will help either to save or lighten labor. Manufacturers of automobiles and electrical goods are expecting a splendid business, and in stocktaking and post inventory calculations it will do no harm to keep this in mind. There is also the factor to consider that within the next twelve months more than 300,000 men who have been away from Canada for from two to four years will have returned. These men are going to be well provided for as far as money goes, and they will constitute a big buying power. A lot of them have become accustomed to out-of-door life and most of them have learned more or less about shooting. This would suggest that a lot of these men are going to be interested in sporting goods, guns and other lines more than they ever were before.

An Important Point

Stocktaking should include the selling force. It will nearly always pay a hardware merchant to devote a little time to sizing up his help with a view of developing their possibilities. In January a merchant generally has more leisure than at any other time in the year for this. A little consideration and comparison may show that Jones' weakness is that he does not know the goods. Brown may lack enthusiasm, while Smith perhaps could improve his methods of approaching customers. Without any scolding, nagging or fault-finding, a merchant can usually in a friendly, sympathetic and considerate way show each of these youths where he is lacking and what he should and can do to make himself a more valuable member of the organization.

Don't Forget This

Collections are always a vital part of business, and with conditions as they are just now it is worth while not only taking stock of your credits and accounts but taking stock of them most carefully. In the past, too many merchants have been timid about demanding what is rightfully their due, the prompt and regular settlement of accounts. As far as hardware men and grocers are concerned, the past twelve months has seen a considerable change in this state of affairs. The man who can't pay and won't pay cannot stop dealing with you too soon. The man who can pay and won't should be made to pay. Merchants face to face with conditions as they have been for the past four years have realized this as never before. That is why the commencement of 1919 seems more firms all over Canada either on a cash basis or as near a cash basis as possible than ever before. All your outstanding accounts should be taken in hand, and if you get after them and keep after them systematically you will have a lot more money with which to carry on than you would have otherwise.

Put it to Work

Your inventory may show you a lot of things. If it reveals that you have any dead stock, bring it to life and get it moving. If it shows that you have a lot of "dead" accounts, there is only one thing to do—get busy and apply the remedy. The longer you carry "dead" accounts the worse they get, and the longer you keep dead stock on your shelves the more it will cost you to bury it or get rid of it. Remember you have to pay rent, or insurance, or taxes, or other expenses on the dead stock just as much as on the goods which are turning over, and if you are not making money on them it would be better to get rid of them and stock lines which will show a profit.

ZINC PRODUCTION INCREASING RAPIDLY IN AUSTRALIA

Rapid and important development of new industries in connection with zinc production in Australia have been made by the Electrolytic Zinc Company of Australasia.

As the result of hydro-electric power being made available in Tasmania, the company started constructional and investigational work near Hobart, in January, 1917.

STANDARDIZATION OF STOVES

Continued from page 57

tail dealers, and result in larger profits good practice for manufacturers and refor all, and better jobs for the workmen.

"It would seem almost a crime, at least, show bad judgment in business conduct for stove manufacturers to go back to the former unwise and wasteful methods and attempt to again make the endless variety that was heretofore in vogue.

"This question was thoroughly discussed in the conference of War Service Committees and received the unanimous approval of the congress, pertaining not only to stoves and ranges but to all industries.

"Wire-fence makers reduced their production from over 1,000 styles to 54 styles, making a saving of over $1,000,000 a year.

A Big Reduction

"Safe and vault makers from 1,200 styles to 54 styles.

"The paint manufacturers have reduced the number of shades or colors from 200 to 32.

"The rubber manufacturers agreed to reduce their styles from over 180 to 9.

"The farm truck manufacturers had over 500 different styles of trucks or wagons, and have reduced them to less than 20.

"A copy of the original conservation regulations is herewith enclosed, and your particular attention is directed to the advantage of permanently discontinuing the manufacture of stoves and ranges with 9-inch covers, and hereafter using only 8-inch covers, except where the body of the stove is too small to permit the use of such size.

9-Inch Covers

"The abolition of 9-inch covers could quickly be brought about by ceasing to offer them for sale and by not listing them in catalogues. This course is earnestly recommended to all stove makers as of interest to the entire industry.

"Back-guards and tea shelves in high closets being wholly ornamental but serving no real purpose, may be used at the option of the manufacturer."

The members are asked to signify their approval or disapproval of the above in five days and replies already received indicate, it is stated, that a great many firms will continue standardizing.

COPPER PRICES FIXED

The Copper Export Association of the United States has fixed export prices at 23c a pound, and this it is believed will have a material effect in facilitating large orders which are expected from Europe. With the price at the former figure of 26c there was a tendency for buyers to hold off. The price reduction will have an effect in reducing prices paid to miners and the producers may have had this in mind recently when they refused requests for increases in wages.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

A SUBSTANTIAL lowering of values on rope is the outstanding feature in the markets this week. As noted last week, hemp, which is the real basis, has been sagging materially the past few weeks. Whereas most manufacturers have been working on high-priced raw materials, when the decline started it was carried to its limit, with the result that pure manila has come down 8½c per pound; British manila 7c per pound; New Zealand hemp 7c per pound. Sisal rope remains unchanged at decline of 2c per pound recorded a couple of weeks ago. Lath yarn is also held steadily, while tarred hemp records declines of 3c per pound. The decline on manila ropes and New Zealand hemp follow on the heels of a 2c drop a couple of weeks ago.

Reports received from primary markets reveal a very strong market in turpentine and rosin. Southern interests report that in spite of the fact that munition industries are no longer big users of rosin, there is in sight a sufficient number of orders from South America alone to take care of available supply. It is expected that the price on turpentine will soar at least 10c higher than its present level, and with shipping facilities improving all the time, a heavy export movement is almost sure to develop. Already some 10,000 barrels of rosin have been loaded, and another 7,000 is loading, according to latest reports.

Some markets report a decline in plates and black sheets this week, and a similar movement in galvanized sheets is looked for. These declines follow on the heels of a similar movement already instituted at other points.

In line with predictions recently made, the improvement in supplies of boiler tubes which is now manifest has resulted in a decline in price amounting to 10 per cent. The new basis of net prices has not yet been worked out, quotations for the present being made at previous figures, less 10 per cent.

Manufacturers' packages, such as confectionery, jam, lard and pickle pails, have been advanced 5 per cent. Whether this is the forerunner of a similar move in other woodenware lines is a question, but washboards, clothes pins and wash tubs are firmer as a result.

Ingot metals are somewhat weaker again, tin dropping 5c per pound in some quarters, and a similar movement being reported in copper, with lead and antimony very weak. Solder has come down from 2c to 4c per pound.

MONTREAL MARKETS

MONTREAL, Jan. 2.—The most important change of the week is that of a big decline for rope. This applies to manila and hemp both, and the reduction on the former being 10½c and the latter 9c within the past three weeks. This is the result of much competitive activity among United States makers, along with a substantial sag in hemp values. Oilcloth binding is higher, and extension ladders are revised in price. The ingot markets are very unsteady, and lead and copper are weakening particularly. Steel black sheeets are quoted lower, and galvanized are tending to lower price levels.

The makers of axes are advising the trade that prices will continue to be firm and that there is no indication of declines being effected. The same applies to various lines of pocket and table cutlery. A few lines of auto accessories are up. Some further change is being made in the list of sandpaper, and this, some say, will mean a slight reduction of price. Trade is quiet.

Tool Cabinets Higher; Reamers, Hydrometers

Montreal.

TOOL CABINETS, REAMERS.—Stock cabinet No. 205 for auto tools is higher. The previous price was $31.50, and the new is $37.13.

Three-in-One aligning reamers are up also. The old price of $16.88 is changed to $31.50.

Breaknot hydrometers are quoted down a trifle. The price of 98c each in single lots is replaced with one of 94c and in dozen lots the price is 88c each.

Re-babbitting Jigs Up; Ignition, Books, Too

Montreal.

JIGS, IGNITION.—Re-babbitting jigs for Ford cars are higher. This applies to the line used for Ford connecting rod bearings and the old price of $2.93 is superseded by one of $3.15.

Dyke's encyclopaedia, which sold previously at $3.40, is now selling at $3.

Vibratorless ignition for Ford cars is quoted now at $31.50 for numbers 32044 and 32045. The previous price was $27.38.

Oilcloth Binding Up; Ladders Revised

Montreal.

BINDING, EXTENSION LADDERS.—An advance is made in the price of oilcloth binding. The zinc line is selling at $1.10 for 4x4; $1.65 for 6x4, and $2.20 for 8x4. For the comparative sizes in the brass binding prices are re-

spectively $2.50, $3.75 and $5. This represents an advance of about 5 per cent

Extension ladders are revised by one jobber. Twenty foot are quoted at $5.25; 24 feet, $6.50; 28 feet, $7.50; 30 feet, $8; and 36 feet, $10.50.

Pure Manila Rope and Other Grades Down

Montreal.

ROPE AND CORDAGE.—A very marked decline has been effected in the basis for rope. This applies to all grades of manila. Pure manila base is now 28½c per pound and British manila 24c. A curious fact is that British manila is based at 24c, while sisal is 25½c.

The explanation given for so heavy a slump in prices is that makers on the United States side have been after the business and in their desire to get it have cut very considerably, only to invite further reductions from others. The decline in hemp has also been very substantial and is a factor in new quotations. Locally, some of the makers state that they will not be surprised to see a reaction the other way.

Wares Quiet; Stoves Steady

Montreal.

STOVES AND WARES.—While this is the season of inactivity for actual movement of wares, the outlook is promising. There will be more available material for making up spring requirements and the makers are now preparing for the coming season.

Stoves and ranges are steady and unchanged, and the outlook is for a continued firm basis.

Oil Sales on Same Basis; Also Gasoline

Montreal.

COAL OIL, GASOLINE.—The basis is unchanged and a fair amount of gasoline is still selling. Price for motor grade holds at 34c per gallon. Coal oil is moving freely in the country and the basis of 19c for Royalite and of 22c per gallon for Electroline and Palacine still obtains.

Nails Are Held; Basis Quite Firm

Montreal.

NAILS AND WIRE.—The wire nail market is still holding steady and the basis is quite firm. Supplies are adequate for the time being, for there is not much movement. Basis for wire is held at $5.50 per keg and that for cut, $5.85. Smooth steel wire is rather slow and the base for this is still the same, $6.25 per 100 pounds.

Pipe Prices Hold; Boiler Tube Prices

Montreal.

PIPE, BOILER TUBES.—There has been some delay in getting certain sizes of pipe when wanted, jobbers report, but this condition has improved much. The market is steady and unchanged.

Boiler tubes are being quoted on the following basis here: Lapweld, 1¾-inch, 36c per foot; 2-inch, 36c; 2¼-inch, 40c; 2½-inch, 45c; 3-inch, 50c; 3½-inch, 60c; and 4-inch, 75c.

BRIEFS FROM THE WEEK'S MARKETS

Lubricating oils were revised this week, some up 1c, others down slightly.

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One often hears the expression "lowering the rope." That is what happened to the prices this week.

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Oil cloth binding went up somewhat this week.

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Boiler plate came down this week; black sheets are also lower. Galvanized sheets are to come down. This is the verdict in Montreal this week.

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Solder underwent another revision downward this week. Prices are 2c to 4c per pound easier.

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Tin dropped another 5c per pound to 70c in Toronto.

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Lead pipe and lead waste are weak and may sag another 1c per pound.

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Orders are being booked for loaded shells at firm prices up to July shipment. Metallics are being booked for Spring delivery.

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Boiler tubes came down 10 per cent. this week. The improvement in the supply is mainly responsible, two cars reaching the city this week with the promise of more.

* * * *

Rope furnished the sensation for the first issue of the new year. Pure manila came down 8¼c to 23¼c ha[illegible] pound; British manila and New Zealand hemp are down 7c to 24c; sisal is unchanged at 25½c; lath yarn is unchanged at 25½c; tarred hemp is down 3c all around.

Boiler Plates $7.50; Black Sheets Down

Montreal.

PLATES AND SHEETS. — Boiler plates are again available and the basis is now $7.50. Lower prices also are available for black sheets and the range will be found below. A revision downward may be expected for galvanized sheets, and the market is ruling with a much easier undertone. Business is fair, but on the quiet side.

	Per 100 lbs.
BLACK SHEETS—	
Boiler plates, ¼	$7 50
3-16	8 00
10 gauge	$7 50 $8 50 11 50
12 gauge	7 60 8 50 11 00
14 gauge	7 35 7 75 8 20
16 gauge	7 45 7 75 8 00
18-20 gauge	7 75 7 80 8 00
22-24 gauge	7 85 7 90 8 35
26 gauge	7 90 7 95 8 10
28 gauge	8 00 8 05 8 50
GALVANIZED SHEETS—	
10¾ oz.	$11 35 $12 35
28 gauge	10 90 11 90
26 gauge	11 35
22 and 24 gauge	11 15
20 gauge	11 00
18 gauge	10 95
16 gauge	10 85

NOTE—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Routine Business in Iron and Steel

Montreal

IRON AND STEEL.—That there will be a steady and held basis on these lines some incline to believe. Supplies have been none too plentiful, but as the season advances it is probable that the available quantities will be larger. The markets are unchanged.

Common bar iron, per 100 lbs.	$4 56
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	12 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 18
Spring steel	6 50
Single reeled machinery steel	6 50
Sleigh shoe steel	5 05
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 22

Very Easy Tone in Lead Products

Montreal.

LEAD PRODUCTS.—Changes may be looked for on lead products in the immediate future. This will naturally follow the position attained by pig lead, and whether the bottom has been reached for this product as yet is not clear. There are no changes for the week, but there will probably be a new list within a few days.

Lead pipe, lb.	$0 14 - $0 15
Lead pipe (cut lengths)	0 15
Lead waste pipe, lb.	0 15 0 16
Lead traps and bends	Net list.
Lead wool, lb.	0 14
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	0 12¾
Lead sheets, 4 to 8 lbs., s. ft.	0 11½
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c. lb. extra.	
Solder, guaranteed, lb.	0 47
Solder, strictly, lb.	0 40
Solder, commercial, lb.	0 36¾
Solder, wiping, lb.	0 36¾
Solder wire (8 gauge)—	
40-60	0 48
45-55	0 62
50-50	0 58
Zinc sheets, casks	
Do., broken lots	

Note—The above prices for solder are for full boxes of 100 lbs. Jobbers will charge several cents more for small lots.

Big Buyers Hesitate On Old Material

Montreal.

OLD MATERIAL.—The buyers of old material report that big users are not anxious to buy and that they will not make offers. This means that the busi-

ness is quite at a standstill and that little encouragement can be held out for those wanting to sell. Prices hold as herewith and it is expected that the market will be quiet for some time.

Dealers' Buying Prices:

Tea lead		0 05½
Heavy lead pipe		0 07¼
Yellow brass		0 13
Red brass		0 21½
Light brass		0 08
Scrap zinc		0 06¼
Heavy copper	0 22	0 23
Wrought iron, No. 1, per gr. ton	22 00	23 00
No. 1 machinery cast	35 00	36 00
Heavy melting steel	22 00	23 00
Pipe scrap	18 00	20 00
Stove plate, per ton	23 00	24 00
No. 2 busheling	12 00	12 50
Old rubbers, boots and shoes	0 08	0 08½
Overshoes, lumbermen's rubber boots		0 06
Bicycle tires	0 04½	0 05
Automobile tires	0 04¾	0 05

Copper, Lead Low; Spelter Weaker

Montreal.

INGOT METALS.—The ingot market continues to sag and copper and lead are the two lines receiving most attention because of their weakness. Prices are on somewhat of a nominal basis for most lines.

COPPER. — Trading in the United States has been conducted for the past week on a pretty free basis, and this has had the effect of weakening the markets here. Little is being done and prices are easy at from 25c to 29c per pound, according to grade.

TIN.—No new feature has developed, but there is a less fixed basis than for some time. Sellers are willing to make concessions, if there is any considerable business to be had. Prices range from 77-78c per pound.

SPELTER.—There is likely to be a reduced basis on this metal in the immediate future following the lower basis in the States. As yet quotations are made at 9½c to 10c per pound.

LEAD.—The market has gone down very considerably at primary points and weakness has developed here, but there is no change. There is likely to be a new price arrangement immediately. Local basis 9-9½c per pound.

ANTIMONY.—No new features and what limited business there is has been transacted at 11-12c per pound.

ALUMINUM.—Very quiet and uninteresting. Price unchanged at 43-45c per pound.

TORONTO MARKETS

TORONTO, January 2.—A sharp decline in prices on pure manila, British manila and New Zealand hemp rope occurred this week, and hemp values are also considerably lower. Tin has come down another 5c per pound in some quarters, while other ingot metals are quite steady. A lower basis for lead pipe and lead waste pipe would not come as any great surprise. Manufacturers' packages, such as confectionery, jam, lard and pickle pails, have advanced 5 per cent., and this may mean a similar move in washboards and clothes pins. Solder has again sagged slightly, and boiler tubes are 10 per cent. lower.

Sharp Declines Made in Rope

Toronto.

CORDAGE, TWINE. — In line with predictions made in HARDWARE AND METAL last week, the market on rope has sagged substantially as appplied to the better grades. Pure manila is quoted at a basis of 28½c per pound, which is a decline of 8½c per pound; British manila and New Zealand hemp have declined 7c per pound to a base price of 24c. Sisal rope is unchanged at decline of 2c put into effect a couple of weeks ago and to-day's base price is 25½c per pound. Lath yarn is unchanged while hemp records a drop of 3c per pound.

In covering the situation last week HARDWARE AND METAL stated: "From advices now at hand it seems quite within the realm of probability that further declines may be recorded about the first of the new year.

The main factor as far as rope is concerned is hemp. Supplies have been coming along very freely the last few weeks and prices have steadily gone to lower levels. Most manufacturers have been working on stocks which cost them very much higher figures than those now in effect and it was with a desire to equalize costs somewhat that lower prices were named last week.

However, there is always an element to be considered at this time which may crop up and work out in a substantial lowering of values. That is the possibility that some manufacturers may have disposed of their entire holdings bought at high levels and are entering the market on to-day's levels. Will an effort be exerted to bring about a gradual readjustment to the basis which the present hemp market would work out at or will the decline be recorded in one big drop? Indications seem to be that a pretty substantial decline is under consideration in rope values."

The situation in binder twine is dependent to a large extent on sisal fibre and prices on this are holding steadily and at the present time there seems to be no talk of lower levels than those named recently. This is shown also in the situation on sisal rope also which has undergone no revision from declines recently recorded.

Stoves Hold Steadily; Wares Too

Toronto.

STOVES, WARES.—The market on stoves shows no material change. The undertone is firm and indications are that a well maintained basis will be in effect during the next few weeks. A new schedule of costs now being completed may result in a slight readjustment to higher levels, but this will not be a big factor. Buying just now is light and little activity is expected until merchants have pretty well completed stock-taking. The outlook is considered excellent and manufacturers are preparing to take care of heavy business.

The situation in regard to wares shows no special feature. Booking business for spring has been good and whereas little movement is in progress now, manufacturers are busy making up stocks for 1919. All lines are ruling steadily.

Wooden Pails Up 5 Per Cent.

Toronto.

WOODEN PAILS. — Manufacturers' packages, such as confectionery, jam, lard and pickle pails have undergone revision upward this week, the advance amounting to 5 per cent., immediately effective. Whether this may have a bearing on prices of wash boards, clothes pins and kindred lines is a little uncertain, but the firming effect on these lines cannot be overlooked.

Nail Basis Holds Unchanged

Toronto.

NAILS. — In spite of the fact that many basic items in iron and steel have undergone slight revision downward, it is significant perhaps that wire rods have not been touched as yet and no immediate indication that a change is contemplated is in evidence. Wire nails are holding steadily at a base price of $5.50 per 100 pounds and cut nails are quoted at $5.85 per 100 pounds base.

No new developments are reported in smooth steel wire, little movement being in progress and price holding without change. The base is $6.25 per 100 pounds.

Oils and Gasoline Record No Change

Toronto.

OILS, GASOLINE.—No record of any change in the situation oils is noted this week. Lubricating oil is very firm and it seems possible that some motor grades will show an upward movement. Coal oil is steady, prices ranging from 18½c to 21½c per gallon with a very heavy demand in evidence.

Gasoline sales have been heavy and there has been by no means the falling off in sales which used to be in evidence during the winter season. Price has been steadily maintained at 33c per gallon

Iron and Steel Bars Are Quiet

Toronto.

IRON AND STEEL.—Iron and steel bars are quiet and little movement is expected in these till stock-taking has been completed and the demand opens up again. Indications are that supplies may improve with the new year and a greatly increased business is looked for during 1919. Range of quotations follows:

TORONTO—	Per 100 lbs.	
Common bar iron	$4 85	$5 25
Common bar steel	5 00	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 75
Mild steel	....	5 50
Norway iron	11 00	13 00
Toe caulk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 20	0 42

Steady Market in Corrugated Sheets

Toronto.

CORRUGATED SHEETS.—A steadily maintained market is the situation as it exists in corrugated sheets. The demand is quiet just now, but it is expected business will open up nicely for spring and manufacturers are making preparations to take care of an increased volume of orders.

Eavetrough and conductor pipe are firm at declines recorded last week. Other manufactured lines are not being changed at once and there is no indication of an immediate recession in values here.

TORONTO— Corrugated Sheets—	Per 100 Sq. Feet Gal'zed	Painted
No. 28 gauge	$ 9 00	$ 7 50
No. 26 gauge	10 00	8 50
No. 24 gauge	15 00	11 25
No. 22 gauge	18 00	14 00
No. 20 gauge	21 00	17 50
No. 18 gauge	27 00	21 00

Discount, 7½ per cent.

Supplies Sheets Show Improvement

Toronto.

SHEETS, PLATES. — Much better supplies are in sight on both black and galvanized sheets and the trade, jobber, manufacturer and retailer are pleased with the prospect of better conditions in this respect. Tonnage already rolling and promised during the next few weeks will place the trade in a very satisfactory position. Prices have held firm and unchanged during the week and little variation from present basis is looked for for some little time. Quotations are given as follows:

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$7 50	$8 50
12 gauge	$6 85	7 35	8 35
14 gauge	6 90	7 20	7 90
16 gauge	7 00	7 25	8 00
18-20 gauge		7 30	7 80
22-24 gauge		7 35	7 85
26 gauge		7 40	7 90
28 gauge		7 50	8 00
3/16-inch plate			7 40
¼-inch boiler plate			7 00

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—		
10¾ oz.	$9 30	$9 75
U.S. 28	9 00	9 25
U.S. 26	8 70	8 95
22 and 24	8 55	8 80
18 and 20	8 40	8 65
16	8 25	8 50
12 and 14 gauge	8 15	8 40

Boiler Tubes Down 10 Per Cent.

Toronto.

BOILER TUBES.—Lower prices have been named on boiler tubes. This amounts to 10 per cent. and is in line with predictions made in these columns during the past two or three weeks. Supplies show material improvement, two cars arriving this week with indications that ample stocks will be available for the future. New net prices have not been figured out as yet, quotations for the present being at list herewith, less 10 per cent.

Boiler Tubes— Toronto—	Per 100 feet Cold drawn	Lapweld
1 inch	$36 00	$.....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Prices shown subject to a discount of 10%.

Solder Reaches Lower Levels

Toronto.

LEAD AND ZINC PRODUCTS.—The feature in this market this week is a further recession in values on solder. Prices have declined from 2c to 4c per pound, guaranteed now ranging from 40c to 45c per pound; strictly from 38c to 43c; commercial from 33c to 39c; wiping from 31½c to 45c and wire from 47½c to 54c.

Lead products have recorded no change this week, but a revision to lower levels would not come as any surprise in view of the weakness of pig lead. That lead pipe and waste pipe will come down another 1c per pound at least seems an early probability. Quotations this week range as follows:

Lead pipe, lb.		$0 14
Lead waste pipe, lb.		0 15
Lead traps and bends		Net list
Lead wool, lb.		0 14
Lead sheets, 4 to 6 lbs., sqr. ft., in rolls, lb.		0 12½
Cut sheets, ½ to ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 40	0 45
Solder, strictly, lb.	0 38	0 43
Solder, commercial, lb.	0 33	0 39
Solder, wiping, lb.	0 31½	0 45
Solder wire, lb.	0 47½	0 54
Zinc sheets, lb.		0 26

Stagnant Conditions in Old Materials

Toronto.

OLD MATERIALS. — There is absolutely nothing new to report in old materials. The market is stagnant, no buying or selling interest being apparent and quotations shown below can only be termed nominal.

Tea lead	$0 05¼	....
Heavy lead pipe	....	0 08
Yellow brass	0 12	0 13
Red brass	....	0 21
Light brass	....	0 09½
Heavy zinc	0 05½	0 06
Heavy copper	0 22	0 23
Stove plate, per ton	....	25 00
Old cast iron, per ton	....	30 00
Overshoes, trimmed Arctics	....	0 06½
Auto tires	0 04½	....
Bicycle tires	0 03½	....

	Per gross ton.	
No. 1 railroad wrought	26 00	27 00
No. 2 railroad wrought	15 00	16 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	....	16 00

Steady Market Shown in Brooms

Toronto.

BROOMS.—A fairly steady market seems to me the outlook in brooms. Broom manufacturers generally express the opinion that there will be no further advances and there seems to be some prospect of a little easier feeling. Supplies, in view of the demand, are considered fairly ample and outlook for 1919 is considered quite satisfactory.

Tin Sags a Little; Markets Quiet

Toronto.

INGOT METALS.—There is comparatively little interest in the metal markets these days. Tin shows an easier tendency in some quarters, resulting in a decline of 5c per pound. The other metals on the list are held without change and trading is confined to fairly narrow channels.

TIN.—One source reports a decline of 5c per pound this week, bringing quotations down to 70c per pound. The prices range as high as 80c, though there is limited trading noticeable, the declines generally failing to stimulate any material buying interest.

COPPER.—The market locally holds around 30c per pound, but as lower prices have been mooted at United States points, this condition may be reflected here. A basis from 2 to 3c below present one may be established early in the year.

SPELTER.—Supplies locally are none too plentiful, but no one seems to be suffering through lack of the metal to work with. The price has held steadily at around 9½c to 10c per pound.

LEAD.—This metal shows considerable weakness though no further change in price has been recorded, 8¼c to 9c per pound being the range generally in effect. Heavy supplies are available and this may be the big factor to bring about lower prices.

ALUMINUM. — There has been no change recorded locally in this metal. Lower prices are reported in some markets and this may be reflected here. Commercial interests hope to be in a better position as regards supplies and a price lower than 50c per pound, that now nominally held, would be welcomed.

ANTIMONY.—No new developments are recorded and the situation remains one that is dull and uninteresting. Price holds around 10c per pound wth little trading being reported.

LONDON MARKETS

LONDON, Ont., Jan. 2.—The most important change for the week is undoubtedly that affecting rope, pure manila, British manila and New Zealand hemp declining substantially, the former 8½c, and the two latter 7c per pound. Lower-priced hemp is responsible.

Good sales are reported on horseshoe calks, logging chains and splitting wedges. Activity also is noted in skates, skate straps and hockey sticks, with the market reported very firm. Stock-taking is in full swing and little heavy movement of goods is expected for a couple of weeks.

Rope Prices To Lower Levels

London, Ont.

CORDAGE.—Undoubtedly the most important item in the list this week is that of rope. Very substantial declines have been recorded, pure manila dropping 8½c, British manila 7c, and New Zealand hemp 7c per pound. This is in line with information given out last week in HARDWARE AND METAL, when the situation as related to hemp was outlined, and how this might be expected to affect prices. The new range of quotations is as follows: Pure manila, 28½c per pound base; British manila, 24c; New Zealand hemp, 24c; sisal, 25½c; sisal lath yarn, 25½c per pound base. It will be noted that sisal rope and lath yarn have shown no further change from 2c decline recorded a couple of weeks ago. Tarred hemp has declined 3c per pound.

Skates Active; Straps, Sticks, Too

London, Ont.

SKATES, STRAPS, STICKS.—There has been a good sale of skates and dealers report the activity extending right into the new year. The market remains firm, with the Starr line being quoted at a discount of 30 per cent. from list.

Skate straps are also enjoying a very good sale and indications are that jobbers' stocks are getting pretty well cleaned up. Quotations have held firm and unchanged at following levels: Split leather, tan, 21-inch, $1.10 doz. pr.; solid leather, black, 21-inch, $1.85 doz. pr.; canvas or web, 22-inch, $1.60 doz. pr.; 27-inch, $1.75; 30-inch, $2.00; 36-inch, $2.25.

Sales of hockey sticks have been fair and no change in quotations to the trade is reported. The range of prices is repeated herewith: Boys', red, $1.25 dozen; boys', white, $1.25; men's, rock elm, $3.20; Spalding, $5.75; Rex, $7.25.

Skate screws start off the new year without any change being made in prices, lists and discounts ranging as follows: O.H. or R.H., ⅜-inch x 6, list 78c gross; ⅝-inch x 6, list, 82c; less 67½ per cent.

Horse Shoe Calks Selling; Creepers

London, Ont.

HORSE SHOE CALKS, CREEPERS. The coming of snow has stimulated sales of horse shoe calks materially and activity is the keynote in this line just now. Prices have held at firm levels, which are shown as follows for the Neverslip line: List per 100: 5-16-inch, $2.60; ⅜-inch, $2.60; 7-16-inch, $2.80; ½-inch, $2.80; ⅝-inch, $3.00; 9-16-inch, $3.00. All subject to a discount of 15 per cent.

Ice creepers for men or ladies are also in demand, the featherweight being quoted at $3.00 dozen pairs, an unchanged figure.

Activity in Log Chains, Split Wedges

London, Ont.

LOG CHAINS, SPLITTING WEDGES —Indications are that a very satisfactory season in logging chains has been experienced, and sales of these are still being made in very satisfactory numbers. Prices have been steadily maintained, the electric weld holding at following figures: 5-16 x 12 ft., 16 ft., 18 ft., $15.00 per 100 lbs.; ⅜ x 12 ft., 14 ft., 16 ft., 18 ft., $13.75; 7-16 x 12 ft., 14 ft., 16 ft., 18 ft., $13.50

Kindred lines, which are moving well, are splitting wedges and prices on these are steadily held at the following levels: Common pattern, assorted weights, 13½c per lb.; Truckee pattern, assorted weights, 14½c per lb.

Ash Sifters Move; Weather Strip

London, Ont.

ASH SIFTERS, WEATHER STRIP. —A splendid volume of business has been done all fall and winter on ash sifters and this is extending into the new year. Prices have been steadily held at unchanged figures, the Daisy selling at $15.00 per dozen; the Banner at $3.45 each, and Rocker No. 1 at $5.50 each.

Stocks of weather strip have been pretty well cleaned up in jobbers' hands and movement to the trade is still fairly good. Prices range as follows: Swan, hardwood, 75c set; wood and felt, 60 per cent. off list; Frost King, $4.40 dozen packages.

New Sandpaper List; Wash Machines

London, Ont.

SAND PAPER, WASH MACHINES



Racey, in "Montreal Star"

DROPPING THE PILOT

—It is understood that a new list and discount is being prepared on sand paper. This has not come to hand as yet. The trade do not expect any material change in price; it is said the new list will be easier to figure.

Christmas business on washing machines and clothes wringers has been good. The outlook for 1919 is considered excellent, manufacturers hoping that the shortage of supplies so manifest the past year or so will show betterment and that they will be able to enlarge their selling program. The discount on washing machines of 30 and 10 per cent. and on clothes wringers of 30 and 5 per cent. is unchanged.

White Lead Weak; Putty, Glass Quiet

London, Ont.

WHITE LEAD, PUTTY, GLASS.—The undertone to the market on white lead is somewhat weak in view of the declines in pig lead and linseed oil. The bigger factor is pig lead and there are indications that even lower levels will be reached on it. No change is yet apparent in the price of white lead in oil, however, pure in ton lots being quoted at $17.80 per 100 pounds, and less than tons at $18.15.

Putty is moving forward but slowly. The market seems steady with quotations very well maintained at following levels: Standard, 100 lb. drums, $6.75 per 100 lbs.; standard, 25 lb. drums, $7.00; pure, 100 lb. drums, $8.75; pure, 25 lb. drums, $9.00.

Glass shows no change. The movement is light and discounts held, single diamond selling at 25 per cent., and double diamond at 25 per cent. discount in full boxes. Cut lights are quoted at 10 per cent.

Linseed Oil Holds; Turpentine Steady

London, Ont.

LINSEED OIL, TURPENTINE.—The market on linseed oil holds without change this week. The seed market shows a somewhat firmer trend, but there is really little activity over the holiday season. Quotations locally are being made on the following basis:

1 to 2 bbls., raw, $1.70; boiled, $1.73 gallon; 3 to 5, raw, $1.69; boiled $1.72; 6 to 9 bbls., $1.67; boiled, $1.70. Less bbls. add 10c gal.

Turpentine remains quiet without any special feature to report. The demand is light, supplies ample and prices steady at following figures:

1 bbl. lots, $1.10 Imp. gal.; 2 to 4 bbl. lots, $1.09; 5 gal. lots, $1.20

WINNIPEG MARKETS

WINNIPEG, Jan. 2.—Markets during the past week show advances and declines in several of the staple lines. Among those to advance appear the following: Mirrors and oils, while ropes, linseed oil, lead waste and lead pipe register declines. Bamboo poles have undergone a slight revision. Price changes on shelf hardware, however, are very limited and will, it is thought, be only nominal till some activity begins to manifest itself in the new year.

Business for the past week is reported as very good for this season of the year, being mostly sorting orders to keep stock up until spring shipments begin to move.

Oils Revised; Up and Down

Winnipeg.

OILS.—A slight revision is recorded during the week on a couple of lines of oils, Buffaloite moving up 1c per gallon while Standard gas engine oil shows a drop. Prices now ruling are confirmed as follows: Buffaloite, 25c; Ideal thresher 50c; B. castor machine, 41c; Buffalo engine gasoline, 37c; Buffalo A gas engine oil, 55c; Royal gasoline, 37c; Family Safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro dynamo oil, 45c; Royalite oil, 21c; Standard gas engine oil, 51½c; Prairie Harvester Light, 58c. All above prices per gallon in full barrels.

Prices Loaded Shells Out; No Change

Winnipeg.

LOADED SHELLS.—Following the advice from the Dominion Cartridge Co. that they will accept jobbers' orders for shipment up till July at present prices, Winnipeg jobbers will now accept, booked orders for Dominion loaded shells at to-day's prices. Regarding deliveries, the manufacturers advise that orders placed in January or February will be filled by date promised, but orders after that date delivery cannot be guaranteed, therefore dealers who require stocks will be well advised to order their requirements early. Bookings are also being accepted on Eley's loaded shells, subject to stocks now on hand as further supplies are not now available. Prices now ruling are quoted as follows:

Dominion Loaded Shells

	M
"Crown" Black Powder, 12 ga.	$31.00
"Sovereign" Smokeless Powder, 12 ga.	38.00
"Regal" Smokeless Powder, 12 ga.	38.00

Eley's Loaded Shells

	M
"Grand Prix" Black Powder, soft shot, 12 ga.	$28.75
"Grand Prix" Smokeless Powder, 12 ga.	34.50

Shipments Jan. 2 to Apr. 1, take Apr. 1 dating.
Shipments Apr. 1 to June 1, take regular dating.
Shipments June 1 to Sept. 1, take Sept. 1 dating.
Shipments Sept. 1 to Dec. 31 take regular dating.

Bamboo Poles Revised Slightly

Winnipeg.

BAMBOO POLES.—Prices on bamboo poles which were advanced in last week's issue of HARDWARE AND METAL, show a slight revision. A reduction of 25c per 100 on the smaller sizes and a slight advance on the larger sizes has been effected, which makes to-day's selling price to the trade as follows: Bamboo poles, 12 ft., $14.50; 14 ft., $19; 16 ft., $28; 18 ft., $37.50; 20 ft., $50 per 100. For less than 100 of a size add $1.

Mirrors Move Up 10 Per Cent.

Winnipeg.

MIRRORS.—Due to the extremely high prices ruling on glass, together with the shortage of supplies caused by the reduction in output ordered by the United States War Board, higher prices have recently been announced on mirrors. These move up approximately 10 per cent. over former quotations and are now quoted at the following figures:

Earl—6 x 9 inch, $5.25; 8 x 10 inch, $6.75; 9 x 12 inch, $8.15 dozen.
York—5 x 7 inch, $2.75; 6 x 9 inch, $3.50; 8 x 10 inch, $4.80; 9 x 12 inch, $6.00; 10 x 14 inch, $7.50 dozen.
Alexandra—9 x 12 inch, $9.45; 10 x 14 inch, $11.30; 12 x 18 inch, $16.10; 14 x 24 inch, $22.25 dozen.

Spring Orders on Metallics Sought

Winnipeg.

METALLICS.—Orders are being accepted for Dominion 22-cal. Metallic ammunition for spring shipment at present prices, which are herewith confirmed. Dominion ammunition: B. B. caps. $2 80; C. B. caps, $3.50; 22 short black or Lesmok, $4; 22 long black or Lesmok, $4.80; 22 short smokeless. $4 30; 22 long smokeless. $6; 22 long rifle black, $5.60; 22 long rifle smokeless, $7 per m.

Rope Down 2c; To Go Lower

Winnipeg.

ROPE.—Rope manufacturers during the week have announced a reduction of 2c per pound on all grades of rope. However, the fact that more ocean tonnage is now available will play an important part in market prices on rope, and with the declining market noted in hemp during the past few months, accentuated during the past few weeks, it is almost certain that even further reductions may be expected. Prices now ruling are given herewith: Pure manila rope, 37¾c per pound base; sisal rope. 26¼c; British manila and New Zealand hemp rope, 31¾c; last yarn, 26¼c.

Lead Pipe and Waste Down 1c

Winnipeg.

LEAD PIPE & WASTE.—Owing to the recent drop in the price of pig lead

lower markets are recorded during the week on lead pipe and lead waste, which show a reduction of 1c per pound. The weakness of the metal may result in even lower prices being reached. To-day's prices are as follows: Lead pipe, $14.40 per 100 pounds; lead waste, $15.40 per 100 pounds.

Linseed Oil Drop 10 Cents

Winnipeg.

LINSEED OIL.—Following drop in the price of flaxseed, lower prices have been registered on linseed oil which shows a reduction of 10c per gallon over former quotations. The demand is reported as light, with stocks generally considered normal. To-day's ruling prices are as follows: Raw linseed oil, $2.10 per gal.; boiled, $2.13 gal. in single barrel lots.

Turpentine Holds Without Change

Winnipeg.

TURPENTINE — Turpentine prices continue firm on the local market at former quotations despite reports of slight reductions in Eastern markets which have taken place. A heavy demand for export is expected and this demand, when shipping space is provided, will no doubt have the effect of at least holding prices firm, if not advancing them. Prices now ruling are as follows: Barrels, $1.20 gal.; ½ barrels, $1.23 gal.; 5-gal. lots, $1.25; 1-gal. lots, $1.25 gal. plus the usual extras for containers.

PITTSBURGH MARKETS

PITTSBURGH, Pa., Jan. 2 — Practically all branches of the iron and steel market have been dull, if not stagnant, with the exception of sheets, in which line there has been such a demand, chiefly against old contracts, that the mills expect to be able to operate at about 85 per cent. of capacity during January.

The past fortnight has not, of course, furnished any rigid test of the market, because the market is always quiet over the holidays. Buyers have been busy with inventories and various other accounting affairs and would hardly figure in the market no matter what the basic conditions might be. The same condition normally obtains during the first fortnight of January, and thus the real test of how active or quiet the market is going to be for a while will come after the middle of the month.

Finished steel prices are quotable firm at the recent reductions, which averaged about $4 a net ton, considering that while the reductions were fairly general they did not include wire products. The reduction was, of course, a very small affair, considering that the Government prices were about $40 a ton above the average prices quoted during the ten years before the war, 1904 to 1913 inclusive. It is clear that the reductions are a factor chiefly by way of furnishing a basis on which invoice prices can be adjusted when shipments are made under old contracts, such as tacitly or by specific arrangement involve a guarantee against price decline.

Pig Iron Prices Are Firm

Pig iron prices have not come down to any extent. It will be recalled that the steel price reductions occurred after the publication of a schedule of reductions that had been prepared on the basis of their being submitted to the War Industries Board December 11, but which the board refused to consider as it did not intend to set any prices for the first quarter of the new year. That schedule included a blanket reduction of $3 in pig iron. No general reduction has occurred. Some of the Alabama furnaces have reduced prices $3 a ton, to $31, Birmingham, for No. 2 foundry, but that does not mean that northern iron in general has any occasion to come down from $34 at furnace, when the freight Birmingham to Pittsburgh is $5.70 and to Chicago. $5.00. A reduction in the Ironton district will probably be forced, however, by southern competition. freight to Cincinnati being $3.60 from Birmingham and $1.80 from Ironton, so that Ironton would have to come down to $32.80 at furnace to equalize at Cincinnati with Birmingham at $31. Some resales of iron are being made in this territory at various cuts, usually $3, but such transactions can hardly be regarded as making a reduced market, since in many, if not all cases, the iron is being sold in order to have the loss fall before January 1, when inventories must be made up and with no open market to make an inventory price below the Government level it is better to get the loss established at once, since taxes for 1918 will doubtless be higher than for 1919.

Cycles of Activity

Generally speaking, the iron and steel market, despite the fact that the occasion is the ending of the greatest war in history, is in much the same position as has existed at the close of every period of great activity in the past. There was the "boom" of 1899, with a collapse in 1900. the activity beginning late in 1901 and lasting until early in 1903, with dull times thereafter until late in 1904, the protracted period of activity lasting until nearly the close of 1907, with very light demand thereafter, while the "Gary dinner movement" held prices fairly well until buyers were ready to take hold again in a large way, the rise of 1909. with very slack demand in 1911 and finally the rise of 1912. which kept the mills busy until the latter part of 1913, when buying became light until in 1915 the war demand took charge of everything.

In all these cases buying had run its course, and buyers even for moderately early delivery were not willing to take hold, while investors, those who engage in works of permanent construction, were absolutely out of the situation, waiting for more settled and promising conditions. In each instance the blast furnaces and steel mills had large quantities of contract business on books, and by maintaining prices they could squeeze a great deal of tonnage out of these contracts, while by letting the market break they would book very little business as everyone would be all the more disposed to wait for the bottom to be reached. In all these historic cases the deliveries on old contracts greatly exceeded the new buying, and when the contracts had been worked to the limit and at the same time it looked as if a fresh buying movement could be started, prices fell, a bottom was found, and then recovery started, each price advance encouraging buyers to take hold still more freely.

Labor Efficiency is Low

There is no particular reason for supposing the general order of things will be different at this time, except that there are more readjustments to be made before investors will be disposed to take hold. The reference is not to steel prices, as the steel mills would meet any situation as presented and would not hold prices up if they saw they could do more business by reducing them. The reference is rather to the general prospects for investments, in bridges, buildings, hydro-electric development projects and a wider range of construction jobs, and also to the cost of carrying through such projects. No matter what the cost of the steel, it costs money to put it into employment, and the investor considers the cost of other building materials that are needed besides steel, as well as wage rates and the amount of labor one gets by paying for an hour's time or a day's time. It is generally asserted that at present labor efficiency is very low. That must be adjusted even if wage rates are not going to come down, but there will probably be some declines in wage rates on construction work, though it seems unlikely that there will be any general reduction in basis wage rates in the iron and steel manufacturing industry proper.

The trade is rather optimistic, and looks for a period of great and protracted prosperity, to start in the not distant future. The common guess, when one is made, is that this will start, "in from three to six months." This means that April, being a spring month, is a favorable time for construction jobs and other undertakings to be inaugurated, and that if things do not open up in the spring expectations must be deferred over the summer until September or October. Meanwhile it is a question whether the mills will be able to keep up their present rate of operation, since some of the demand now being experienced is by way of the accumulation of

(Continued on page 84)



Turn Dead Stock Into Cash

If You Have Any Slow-Selling Lines, Old-Timers and Stickers, Now is the Time to Turn Them Into Money—Various Successful Plans Used By Dealers

SHIFT your paint cans around and look them over when taking stock. Sort out the old-timers and stickers; don't put them back with the best sellers. Pick out the shop-worn cans and set them aside. Turn all such deadwood into cash. You want the money in these goods more than you do the cobwebs that will gather on them if left on the shelves.

Stock-taking is too frequently a dead-weight job. It can be livened up by looking for opportunities to get rid of such stocks. By shifting the goods about selling suggestion will frequently come to mind for more rapid disposal of even the best sellers. While stock-taking is an essential routine of business, it can be made of vastly greater value by keeping on the alert for sales opportunities that can be made to arise out of it.

Cleans Them Out

One hardware store that is sufficiently large to be divided into departments has found that by shifting one or more departments in the store at stock-taking time, it is able to collect and clean out all accumulations of old stock. Poor sellers, stickers, and shop-worn goods are set aside and not permitted to be placed on the new shelves. In making such shifts new arrangements of stock and selling methods are sought which have the effect of producing constantly freshened interest in the store on the part of their customers. While it means hard work, these frequent changes produce the impression on the trade that this store is alive and constantly endeavoring to make improvements. When changes of this nature are undertaken improvements of many kinds suggest themselves, all of which keep the staff on the alert. It keeps them out of the rut. It stimulates them to look for, and suggest new ideas and methods. The old adage, that if we rest we rust and if we rust we bust, gets a decided setback in such a policy.

Get New Labels

In the paint department, a list of the shop-worn and shabby cans amongst the best sellers is made up and sent to the manufacturer with a request for new labels. The manufacturers are always glad to supply these without charge. When the old labels are taken off and the new ones put on, this stock is then permitted to go back on the shelves with regular stock. Keeping the stock in a fresh and neat condition has its own selling advantages.

A similar list is also made up of the poor sellers and stickers and new labels put on these where necessary, which makes them look clean and new. This stock is put on special shelves by itself, and the staff are given instructions to concentrate their efforts on getting rid of it.

Don't Cut Prices

Rather than cut prices on such stocks, the head of the department decided that it would be better to give the staff a small "spiff" or extra selling commission on all cans sold. This induces extra effort to clean it out. One of his clerks picked out the color slats of these shades, mounted them on a separate board finished with varnish stain, and hung it above the counter in front of the paint shelves. He then took the color chips illustrating these shades from two color cards, and mounted a set of each on two pieces of white Bristol board. These he placed in frames under glass, and kept them constantly on the counter. As soon as a shade was completely sold out both the slat and the color chip were removed from these selling helps. This indicated in tangible form how rapidly the stock was moving, and the extra commission was found to be a much better stimulus to selling effort than cut prices.

Wherever sacrifices are to be made turn these to the advantage of your staff if you possibly can. They appreciate it in extra effort to help you out. They exert extra energy in their salesmanship, and conquer otherwise seemingly impossible obstacles.

Listed Odd Lines

Frequently odd lines of stock for special purposes accumulate, and only an occasional call comes in for them. One paint dealer listed quite an accumulation of such lines and sent it to the manufacturer, requesting hints and suggestions for disposing of them. The manufacturer quickly responded by giving a list of uses that such stocks could be put to other than those indicated on the can. By this means the dealer was able to realize on goods that has been carried over on his stock sheets from time to time.

Another dealer, after taking stock, and finding that he had a lot of such odd lines on his shelves, went to his neighboring store keepers and offered these at advantageous prices for such purposes as he saw they could use them. While he was obliged to realize on them at reduced prices, he found that this method had greater advantages that making cut rates to his trade in general. Besides he did nto have to wait so long for the disposal of them nor take up a lot of valuable time in explaining uses for each line.

Turns Them Over

Getting rid of odds and ends in this manner keeps stocks down to the necessary minimum. It frees tied-up capital and shelf space. It increases the frequency of turnover.

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Moore's Ready Mixed Paints

Moore's Paints represent true value in house colors.

It's a paint that works easily, spreads far, covers well and is lasting. It is an excellent wood preservative which leaves an excellent surface for repainting.

Altogether *Moore's* is a good satisfactory paint to use and just as satisfactory for the hardwareman to handle.

The profits are liberal and the satisfied customers mean a big turnover—an ideal combination.

It will pay you to get the agency for *Moore's Paints*.

WRITE TO-DAY

BENJAMIN MOORE & CO., Ltd.
WEST TORONTO -- ONTARIO

The recent determination of the paint manufacturers to cut down the number of shades on their color cards will very materially assist in eliminating slow selling shades. Naturally in making this elimination, they have culled out all the slow sellers on their cards.

They have also kept in mind the fact that such a concentration of stock will do away with tying up unnecessary capital and shelf space, and will promote more rapid and frequent turnover.

During stock-taking, every paint department should use its manufacturers' new condensed color card, as a guide in sorting up paint stock. Keep only the shades shown on this card and turn the balance into cash, as already suggested.

Not the Best Way

Many paint dealers have fallen into the habit of letting the manufacturers' travelling salesman take their stock once or twice a year. The salesman lists what he thinks they will need, submits it for their approval and it becomes an order.

This is very nice in its way, but if the salesman only has an hour before the next outgoing train, to take this inventory in, he will not have much time to trouble about old stocks; he is mostly concerned about the new stock he can put in.

Keep an eye on your own stock. Having it up to date, and in sufficient quantity to meet the demands of your trade is vitally important, but too often there is an old can resting on your shelves that's cheating a liquid dollar from its rightful place in your cash register. You can probably use that dollar to greater advantage elsewhere than allowing the spiders to gloat over it on your shelves.

Should Clean Up

Cleaning up your paint stock in this way is more important than ever this year. The uncertainty of what trend prices may take before the spring is over should be an added incentive to turn everything possible into cash. Where there exist old stocks that have been bought when prices were lower, an effort should be made to realize on them at present price levels. It will be much easier to obtain good money out of them than when prices reach a more normal level.

There is also, always an advantage in selling paint stock as fresh as possible. Varnishes become better conditioned the longer they stand, which is an advantage when one is not forced to consider the tying up of money and shelf space; but keep the pigment stock always on the move. Every manufacture has identification marks stamped on the lids of his can, telling the exact date when each particular can was made. Dealers can soon learn, through the manufacturers' salesmen, how to read these marks, and thus keep track of how long stocks are on hand. Special attention should be given to getting clear of any stock that is more than a year old.

Keep Them on Move

Make stock-taking an opportunity to keep things on the move. Merely counting over the number of cans on your shelves, and wielding a dust-cloth annually has put the bogey into stock-taking that everybody dreads. Stirring up the stock, and starting the stickers on their way to real money, puts "pep" into business. Separate the sheep from the goats. List the goats and make special effort to get rid of them. Stock-taking then loses its terrors and makes more music for the cash register. In this year of peace, bringing with it an era of reconstruction and new problems in merchandising, make your stock-taking in your paint department an effort to place this department on a good sound basis for more frequent and profitable turnover.

Discount and cut-rate sales on old stocks makes the dollar you ought to have for them only worth anywhere from 99c downwards; these rob the dealer of his full and legitimate profit. Getting rid of such stocks before it becomes time to discount their normal retail value is the better class of business. Stock-taking time is a good time to rescue them from sacrificing methods.

R. H. Monk Honored By Brandram-Henderson

On Saturday evening, December 28, a dinner was given at the St. James's Club by Mr. George Henderson, president of Brandram-Henderson Limited, and executive officials, to Mr. R. H. Monk, manager of the lead works division, on the occasion of his severance of his long association with the company.

The executive staff of Brandram-Henderson were present, including divisional managers with headquarters outside the city of Montreal.

After the toast to the King had been honored, Mr. Henderson, in presenting to the guest of the evening a case of silver as a remembrance from his former fellow executives, spoke in glowing phrases of the value of the services of Mr. Monk to Brandram-Henderson Ltd. during the twelve years of his association, recalling the pleasant relations which had always existed between Mr. Monk and himself, and expressing his own regret and that of the staff that Mr. Monk, so long regarded as one of the Brandram-Henderson family, should be now leaving "the parental rooftree" for other fields of endeavor, and in most kindly and enthusiastic words expressed sincere and hearty wishes for his future well-being and success.

Messrs. J. M. C. Muir, W, S. McLennan and C. H. G. Short, each in turn endorsed and reiterated the expressions of goodwill entertained by the entire staff toward Mr. Monk in the past and for the future.

Mr. Monk, in responding, warmly thanked Mr. Henderson and his former colleagues for the eulogies and good wishes, and following Mr. Henderson's theme expressed his pride in being a member for so long of the Brandram-Henderson family, adding that his long affiliation with that family would never permit him to regard himself other than as a son who had left the parental roof, knowing that he carried with him the paternal blessing, and that he would retain a filial regard and affection.

A memorable evening was brought to a close after the exchange of many pleasant and humorous reminiscences, and the consumption of much tobacco.

RICHARD ROSENBERG SUCCEEDS HIS FATHER

At the annual directors' and stockholders' meeting of the Standard Cooper-Bell Co., Richard D. Rosenberg was elected president, W. Burchard Day secretary and general manager and L. K. Miller, treasurer.

The new president, Richard R. Rosenberg, has been active in the business under the direction of his father, the late Oscar Rosenberg, and for the past year has acted in the capacity of vice-president. Messrs. Rosenberg were well known in Canadian paint trade circles, having operated a plant in Canada, which was taken over some time ago by the Martin Senour Co. of Canada, Ltd.

TRADE COMMISSION CITES LINSEED PRODUCTS CO.

Declaring it has reason to believe the concern has misrepresented, through false and misleading advertising and otherwise, certain of its products which has been adulterated with low-grade mineral oils, as "linseed oil," the Federal Trade Commission "in the interest of the public" issued formal complaint against the North American Linseed Products Company, Wheeling, West Virginia.

The concern was cited to appear before the Commission in Washington, February 4.

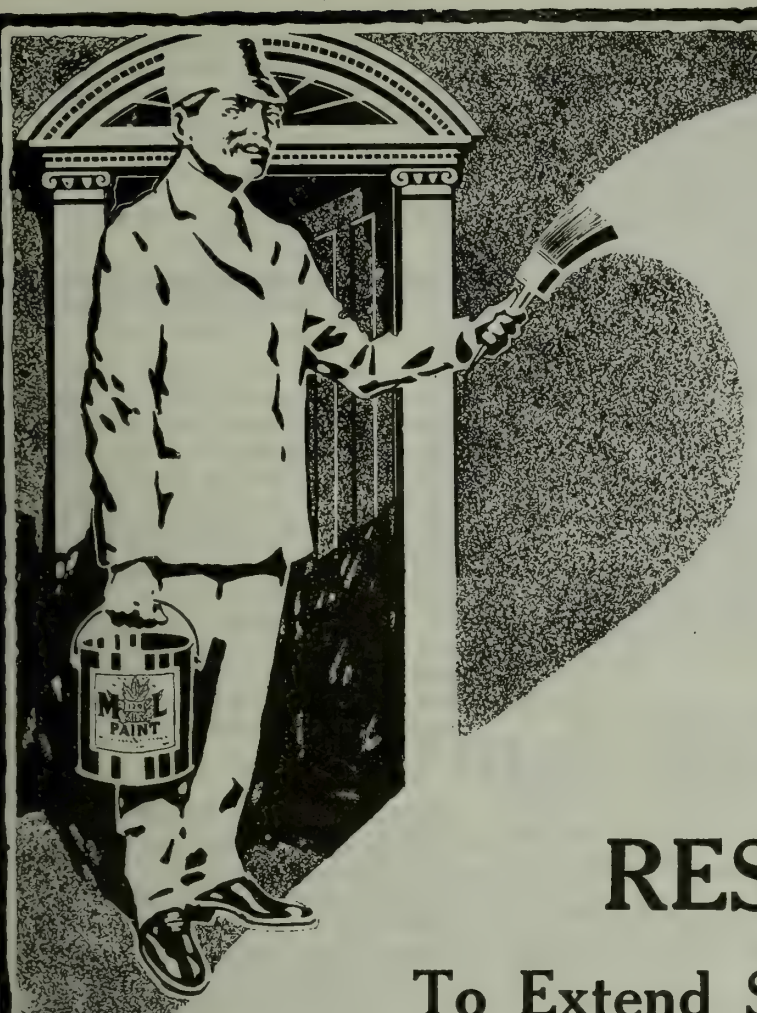
CIVILIAN DEMAND TAKES ENGLISH CLOTH

One of the great problems of demobilization in Britain will be the provision of civilian clothes for the millions of young men who for the last four years have appeared exclusively in khaki.

Production of military clothing is to be curtailed without delay, and mills which had been turning out khaki by the mile for four years will be able to devote more attention to the production of "mufti."

Whether there will be enough to go round really depends on the length of time demobilization will take. A heavy rush back to civilian life would mean short supplies, to say the least.

Already there has been a large increase in the demand for civilian clothes. The head of a West End business house stated yesterday that for the last four years his trade has been 85 per cent. military and 15 per cent. civilian. Since the armistice the percentage is 90 civilian and 10 military.



M L
QUALITY

YOUR RESOLUTION

To Extend Sales In Your

PAINT DEPARTMENT

DURING 1919

Can Be Immeasurably Helped
By Stocking

MAPLE LEAF

PAINTS and VARNISHES

THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

Says Glass Prices Will Be Firm, With Light Stocks and Big Demand

GLASS is not going to be cheaper says a notice sent to the trade this week by the Johnston Brokerage Co. of Pittsburgh, Pa. The notice in part is as follows:—

"After inventory you may find need to replace certain stock and fill up holes; if so, send us along your orders. At present we have but small production, as only two of our factories are operating and our stocks in the idle plants, as you know, are limited. Perhaps with the small amount of glass in the warehouses of the idle plants and the small quantity we are producing we can take care of a reasonable amount of your business.

"Glass is not going to be cheaper. The operating period will not exceed that of 1917-18, and with the increased demand abroad and with better shipping facilities to handle this export trade there will be no surplus stocks in the domestic market. While this is not a speculative market, we consider it quite safe to purchase your needs for spring and summer, and you need have no fear in carrying your normal requirements for the period mentioned.

"We anticipate considerable activity in building lines very early in 1919 and expect to see the demand increase as the year advances. The price of glass for the season of 1918-19 will be firm and all distributors and sash houses should so calculate.

"An analysis of the market given briefly is: extremely light stocks, larger foreign demand, firmness in discounts and expectation of great prosperity. This prosperity may come much ahead of our expectations. There will be enough business in 1919 to go around."

NAVAL STORES PASSING THROUGH DEPRESSION

Expected That With Outward Movement of Surplus of Supplies There Will Be an Upward Trend in Prices

Naval stores, according to the "Naval Stores Review," of Savannah, are regarded as passing through the period of depression and uncertainty, resulting from the cessation of war activities and the transition to a peace basis, in quite a satisfactory way. True, there have been considerable declines on rosins and turpentine slumped off from its top price, but the basic strength of both commodities is fully realized and there is a keen appreciation of what may happen as soon as the outward movement to other countries begins in earnest. This movement is apparently not going to be delayed as long as was expected. So far as South America is concerned there is a promise of a very decided improvement in exports with the new year. A heavy tonnage has been placed at the disposal of the trade with that continent and as the several consuming countries are very short on rosins some heavy drafts on the supplies in this country may be looked for in the next two months. Eighteen steamships, two barks and two schooners were reported this week as having room open for rosins at New York for Argentine, Brazil, etc., and the Government is showing a very evident desire and willingness to expedite exports in all directions as quickly as possible. In the allocation of space to various countries naval stores are not apt to be forgotten. The needs of the consuming countries are great and the pressure of manufacturing interests on their Government for stocks of both turpentine and rosins will compel attention. Every barrel of rosins in the United States could be quickly disposed of to foreign interests and moved out in thirty days if the freight space were available. This shows the remarkably strong position rosin holds.

INTERNATIONAL ULTRAMARINE CO. SOLD BY PALMER

The entire capital stock of the International Ultramarine Works of State Island, New York, which was seized by Alien Property Custodian A. Mitchell Palmer, was sold at public auction for $255,000.

Director of Sales Joseph P. Guffey disposed of the enemy shares, 1,500 in all, for $170 a share. This was the highest bid and was made by Frank A. Meyer, president of the company, who has been associated with the concern since its inception, and who has been conducting it.

Mr. Meyer, who was associated with the American founders of the company, prior to the time that it was taken over by the German interests, is a reputable American citizen and, it is said, is fully qualified to conduct the business.

That the concern has been in a flourishing condition is indicated by the fact that the bid for a share of stock was $170, which is seventy dollars above par value. The company manufactures dry colors.

HOLD BUSINESS MEETING

Sales Force From Toronto Branch Brandram-Henderson, Ltd., Get Together

An even dozen, representing the sales staff of Brandram-Henderson, Ltd., Toronto branch, met on Monday, December 30, 1918. The meeting was held in the Blue Room of the Carls-Rite hotel, Toronto, where dinner was served also.

The meeting took on the form of a discussion from the sales, advertising and service standpoint, the principal speaker of the evening being A. M. Creamer, advertising manager from the Montreal office. It is stated that 1919 prospects were a matter of enthusiastic comment by the salesmen themselves.

W. J. Chambers, who has been city salesman for some years and is severing his connection with the firm, was presented with a case of pipes. S. W. Smith, Toronto manager of the company, made the address and presentation, Mr. Chambers making suitable reply.

RECONSTRUCTION ISSUES DISCUSSED

Canadian Salesmen Benjamin Moore & Co., Paint Manufacturers, Toronto, Met Friday of This Week

A meeting of the Canadian salesmen of Benjamin Moore & Co., Ltd., paint manufacturers, Toronto, was held at the offices of the company on Friday of this week. Problems arising out of the termination of the war were taken up, reconstruction issues discussed, and it is understood that a very liberal and aggressive sales program is being undertaken for the present year. Reports made by the salesmen show, it is said, every confidence in the outlook, and the salesmen go forth with enthusiasm to drum up new business and increase the volume from old accounts.

FIRST CANADIAN TRADE GUILD

The formation of the first Canadian trade guild for scientific and industrial research purposes is now in process. As a result of a conference at Amherst, NS, last week of the Maritime Provinces Canners' Association, Dr. A. B. McCallum, administrative chairman of the council for scientific and industrial research, the association decided to form a federally incorporated research guild. Some twenty-five canning firms were represented at the meeting, which was held under the chairmanship of Hon. Senator John McLean, of Souris, P.E.I. A committee headed by R. O'Leary, of Richibucto, N.B., was appointed to arrange for the organization of the guild, and $5,000 was voted towards research work in co-operation with the research council at Ottawa.

SEEKING GLASS SAND

Investigations into British supplies of sands suitable for glass making have been rendered necessary by the almost complete cessation since 1916 of imports from France, Holland, and Belgium of those sands which many British manufacturers employed as materials for glassware of both fine and medium qualities. The sand imported from Belgium in 1913 amounted to more than 230,000 tons, but barely 25,000 tons were received in 1915.

There is no deficiency in Great Britain of materials suitable for common bottles (clear or colored), window glass, electric light bulbs, etc.; the problem has been to obtain fine pure sands to take the place of the foreign ones which are valued so highly by makers of optical lenses used in military and scientific instruments.



Varnish Efficiency

Varnishes vary greatly in quality. Good varnish makes a finish of lasting beauty, poor or unsuitable varnish does not. They cost the same to apply, and the difference in the price per gallon is nominal. Cheap varnish is costly economy.

For architectural work and every other purpose for which varnishes and their allied products are used, Berry Brothers' varnishes, enamels and stains are 100 per cent efficient. The name of Berry Brothers guarantees the utmost in quality and dependability.

It pays to make a leader of "Berry" brands because the label is an effective selling argument.

Partial list of distributors of Berry Brothers' products

J. H. Ashdown Hdwe. Co. -	Calgary, Alta.	Wood, Vallance & Co., Ltd. -	Winnipeg, Man.
Sanderson, Pearcy Co., Ltd. -	Toronto, Ont.	Hunter, Henderson Paint Co. -	Vancouver, B.C.
Frank A. Gillis Co. - - -	Halifax, N.S.	Dartnell, Ltd. - - -	Montreal, Que.
Marier & Tremblay - -	Quebec, Que.	Lariviere, Inc. - - -	Montreal, Que.
Revillon, Ltd. - - -	Edmonton, Alta.	L. Levasseur Co., Ltd. - -	Montreal, Que.
Hudson's Bay Co. - -	Calgary, Alta.	L. H. Gaudry & Co. - -	Quebec, Que.
Wood, Vallance & Adams -	Calgary, Alta.	Moose Jaw Hdwe., Ltd. -	Moose Jaw, Sask.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties
Walkerville, Ont.

(715)

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Jan. 2.—The feature of the paint markets this week is that of a further reduction in price of linseed oil. The flax market is actually stronger than it was a week ago, so that the only reason that can be assigned for a lower oil price is that of the desire for orders. These are not plentiful and there is active bidding for them. Turpentine is somewhat easier in tone and the position indicates that a more favorable basis may soon obtain. White lead in oil is unchanged, but owing to the lower basis for pig lead a change to lower levels will not be a surprise.

Seed Market Firmer; Linseed Oil Lower

Montreal.

LINSEED OIL.—With spot seed markets ruling 10c to 12c a bushel higher, linseed oil is nevertheless lower. Quotations this week range from $1.57 to $1.62 for raw, and a $1.59½ to $1.65 for boiled. Lack of orders and a desire to secure them appear to be the factors responsible for the lower prices, and a basis at somewhat above the present levels is looked for in some quarters. There is little doing.

LINSEED OIL

Raw, Imp. Gallon—		
1 to 4 bbls.	$1 57	$1 62
5 to 9 bbls.	1 56	1 62
10 to 25 bbls.	1 55	1 62
Boiled, Imp. Gallon—		
1 to 4 bbls.	1 59½	1 65
5 to 9 bbls.	1 58½	1 65
10 to 25 bbls.	1 57½	1 65

Turpentine Easier But Still Scarce

Montreal.

TURPENTINE.—While some dealers state that they have ample stocks of turpentine to take care of present requirements others are not making any offerings at all. The tendency is easing somewhat and the spread now stands at $1.05 to $1.15 per gallon for single barrel lots. The small quantity price has also been shaded in some quarters.

Turpentine.	Per Imp. Gal.	
1 to 4 barrels	$1 05	$1 15
Small lots	1 17	1 24

(Packages extra)

Putty is Inactive On Steady Basis

Montreal.

PUTTY.—The basis is unchanged and very little stock has moved the past week. The season is generally considered as finished here, and with the exception of odd lots no movement has transpired. The following basis obtains in this market.

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases.	7 15	7 40	7 75

Pure linseed oil putty, $2 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

White Lead in Oil Holds; May Change

Montreal.

WHITE LEAD IN OIL.—While a free pig lead market is obtaining now, no new basis of price has been arranged for white lead. The season is an inactive one, but in view of the fact that restricted trading has not been continued, it is probable that some change in this market may come ere long. The basis at present is as follows for standard white lead in oil: Five ton lots, per 100 pounds, $17; ton lots, $17.50, and less quantity per 100 pounds, $17.85.

Mixed Paints Will Move Quite Soon

Montreal.

MIXED PAINTS.—That there will be a normal movement of paints to shippers within a few weeks seems assured. The bookings have come to hand in good volume and that there will be a good season none deny. Manufacturers are now making ready their winter's output and deliveries in all sized packages are promised within usual delivery dates. The market is unchanged.

TORONTO

TORONTO, January 2.—Linseed oil is down 2c per gallon for the week in some quarters, which represents an advance of 3c from low point reached since last issue. Turpentine shows further strength at primary points, though this has not resulted in any change in prices locally. White lead in oil rules at unchanged levels, though the weakness of the pig lead market may have a bearing ultimately on quotations. Putty is steady and glass interests expect a very firm market till well into the summer. Mixed paint has held unchanged and volume of business received for Spring is considered good.

Linseed Oil Shows Variation

Toronto.

LINSEED OIL.—The market seems to be showing considerable variation. For the week a decline of 2c per gallon has been recorded, and to-day's prices represent an advance from lowest point reached since last issue of 3c. The seed market seems to be showing a fairly steady tone with an upward trend noticeable. However, there is comparatively little doing and interest in the markets generally has lagged somewhat during the holiday period. Manufacturers of paints are buying quite freely for 1919 and the outlook all along the line in paints is encouraging for big business. Range of quotations this week follows:

Linseed Oil—	Raw Imp. gal.	
1 to 2 barrels, gal.	$1.62	$1.70
3 to 5 barrels, gal.	1.61	1.69
	Boiled Imp. gal.	
1 to 2 barrels, gal.	$1.64½	$1.73
3 to 5 barrels, gal.	1.63½	1.72

Add 10c gallon in smaller quantities.

Steady Tone to Turpentine Markets

Toronto.

TURPENTINE.—There is a steady tone manifest in turpentine locally with primary points showing strength in the face of only a fairly active demand. Business is expected to show steady improvement with the beginning of the year and when shipping space for overseas is allotted, movement to European points will, it is expected, be heavy. Already about 10,000 barrels of rosin have been loaded for overseas and another 7,000 is loading, according to reports, and this has tended to hold market on rosin steady. Shipments, it is understood, have been made from stocks held for European interests and means that this will not be unloaded on the markets. The turpentine market shows an advance in the South of between 2 and 3 cents during the week. Locally prices range at following unchanged figures:

Turpentine—	Imp. gal.
1 barrel (barrel included)	$1.07-$1.10
2 to 4 barrels (barrels included)	1.06- 1.09
5 gallon lots	1.17- 1.20

Outlook in Mixed Paints Good

Toronto.

MIXED PAINTS.—Manufacturers report the outlook in mixed paints as de-



OUR customer can save on those big jobs by using the Jamieson line of Prepared Paints and Varnishes.

And on the small job, too. Jamieson's are pure and uniform in quality and color—most for the money.

R. C. Jamieson & Co., Limited

ESTABLISHED 1858

Calgary Montreal Vancouver

Owning and Operating P. D. Dods & Co., Ltd.

JAMIESON'S

PURE PREPARED PAINTS

cidedly good. Salesmen have been attending headquarters the past week or two and it is indicated are enthusiastic over prospects for 1919 business. Reconstruction issues have been taken up and an aggressive sales policy is being adopted by all manufacturers, which, it is thought, will help themselves, jobbers and retailers.

White Lead in Oil Unchanged; Weak

Toronto.

WHITE LEAD IN OIL.—There are no new developments to report in regard to white lead in oil this week. The market is holding at unchanged levels, though the undertone is rather weak in view of the situation in pig lead. The metal is very weak and further declines seem imminent, which in time must be reflected in the situation on white lead in oil. Corroders, it is understood, are working on high-priced raw materials and may want to reduce these somewhat before revising their quotations. The price on pure white lead in oil is steady at $17.80 per 100 pounds in ton lots and $18.35 in smaller quantities.

Glass Very Firm; Putty Unchanged

Toronto.

GLASS, PUTTY.—Latest advices received indicate that the market on window glass is very firm. No change from present scale is expected, unless it is an advance, prior to midsummer, and with the small production and heavy demand expected, a revision to higher levels would not come as any great surprise.

Putty rules without change. There is very little moving to the trade and the market is steady at following levels:

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 30	$5 55	$5 90
Do., 100 lb. irons	6 15	6 40	6 75
Do., 25 lb. irons	6 40	6 65	7 00
Do., 12½ lb. irons	6 65	6 90	7 25
Bladder, in barrels	7 05	7 30	7 65

Pure putty advance $2 per 100 lbs. over above prices.

Brushes Hold in Strong Position

Toronto.

BRUSHES.—Indications are that the market on brushes is one of decided strength. There is a feeling that white fibre brushes may come in for further revision, an advance of between 10 and 20 per cent. being talked of as a possibility. It would seem that some manufacturers are very short of bristles, one Canadian manufacturer being reported as having sold one line on which he had a surplus at an advance of 40 per cent. over his cost. Best informed authorities look for no relief from the present difficulties for some months.

The outlook for Spring business is good. Booking business on the manufacturers' files has been heavy and all along the line the outlook seems to be that the volume of sales for 1919 will represent a very satisfactory total.

Every Indication That Banks Look For Business to Remain Good

BECAUSE Canadians as a whole are a thrifty, hardworking people, producers in the real sense of the word, the Dominion is in excellent shape to meet the problems of the reconstruction period. Comparatively little commercial disturbance is anticipated. Canada is strong financially, and is prepared to take care not only of all her own needs, but to help supply the world shortage. Canadians will not, in doing this, become any less prosperous, in fact, the indications are that the producers, especially the farmers, will find a ready market for everything. This will help to keep everything on a sound basis.

The banks it is stated are confident that business conditions in Canada will remain satisfactory. There are no indications of any unusual tightening up of credit and while there has been some inflation due largely to war conditions, everything is sound. The banks' attitude is of especial importance to manufacturers and retailers. Bank credit when granted by commercial institutions upon the strength of, or for the purpose of, liquidating commercial transactions of early maturities, serves as a means of facilitating the flow of commodities from producer to consumer and the return of purchasing power from the consumer to the producer through the various channels of circulation.

This process enables goods to act as a means of purchase and payment for other goods, and when the maturity of the average loan granted (or "credit" allowed) is no longer than that of the productive processes in which the community is engaged, the effect of it is only that of facilitating and promoting production and distribution. When the loans granted or credit extended by the banks are in excess of the normal value of the goods offered for exchange, there is brought into existence an additional or surplus volume of purchasing power which has the same effect upon the prices of commodities as does a corresponding addition to the money supply, inasmuch as it may be offered for commodities and may thus create a demand for them. Credit expansion becomes inflation when the increase of prices it produces brings no commensurate or offsetting increase of production.

The reason why the public, and especially the banking community, looks with so much interest to the reserves of the banks is understood when the nature of credit inflation is carefully considered. Ordinary extension of credit made for the purpose of facilitating the exchange and circulation of goods require little or no addition to the reserve funds of the banks, because the credits thus granted in the main offset and cancel one another, leaving an unimportant margin to be redeemed in cash.

PITTSBURGH MARKETS

(Continued from page 75)

wants during the period of steel delivery restrictions. This may possibly be worked out in a few weeks to such an extent that the mills may drop to a 70 per cent. or even a 60 per cent. operation. There might be an accident and a break in the market, but the mills would hardly be disposed to reduce prices merely because they were operating light; they would have to see that reducing prices would stimulate demand.

Price Changes in Another War

THERE has been so much written upon the question of the effect of war on prices, and the probable effects of peace, that the evidence of comparative prices, prior to the American Civil War at its conclusion and some years later, should be interesting reading. The prices are derived from "Hunt's Magazine" of January, 1868, and represent New York quotations at the beginning of the years given. The price of gold is also given so that it is possible to measure the depreciation in currency:

	1861	1865	1868
American gold	Par	$ 2.27	$ 1.33½
Ashes, pots 100 lbs.	$ 5.00	11.75	8.25
Wheat flour, state, bbl.	5.35	10.00	10.00
Wheat flour, best Gen.	7.50	15.00	14.50
Cornmeal, Jersey	3.15	8.80	6.15
Wheat, white Ohio	1.45	2.60	3.00
Wheat, red Western	1.38	1.06	2.40
Oats, state	.37	2.45	.80
Corn, Western	.72	1.90	1.35
Cotton, mid. up	.12½	1.20	.16
Fish, dry cod, 100 lbs.	3.50	9.00	5.50
Fruits, currants, lb.	.04½	.21	....
Bunch raisins, per box	1.75	5.85	3.80
Hops, per pound	.25	.40	.65
Iron, Scotch pig, ton	21.00	63.00	36.00
Iron, English bars, tons	$52.00	$190.00	$85.00
Laths, per thousand	1.30	2.40	3.00
Lead, Spanish, per ton	5.25	15.00	6.50
Leather, hem., sole, lb.	.10½	.42	.28
Lime, per barrel	.75	1.15	1.85
Molasses, New Orleans	.37	1.43	.85
Oil, crude whale, gal.	.51	1.48	.70
Pork, old mess, bbl.	16.00	43.00	21.15
Horns, per lb., pickled	.08	.20	.13
Butter, state	.18	.55	.45
Rice, good, 100 lbs.	4.00	13.00	6.50
Salt, Liverpool, gr., etc.	.65	2.27	.50
Sugar, Cuba, good	.06¼	.19	.11⅞
Wool, fleece	.30	.95	.60

It will be noticed that the declines as a rule were gradual, being higher in most instances in 1866 than at the beginning of 1868. In 1866, with gold at $144½, cotton was quoted at 52 cents a pound, English bar iron at $130 a ton, laths at $5 per thousand, Spanish lead at $10 per ton, old mess pork at $28.50 per barrel, sugar at 13 cents a pound and fleece wool at 75 cents a pound. Wheat and corn, however, were cheaper in 1866 than in 1868, white Ohio wheat being quoted at $2.63 at the beginning of 1866.

A Happy New Year

To All Canadian Hardware and Paint Dealers:

Greetings and Good Wishes

For a Prosperous Year,
For Greater Sales of McArthur, Irwin, Limited Products,
For Larger Profits.

McARTHUR, IRWIN, LIMITED
MONTREAL *Established 1842*

Manufacturers and Importers of Paints and Paint Products, Aniline Dyes, Heavy Chemicals, etc.

Stewart & Wood, Limited, Toronto
W. B. Dalton & Son, Limited, Kingston, Ont.
Robertson, Foster & Smith, Limited, St. John, N.B.
Crowell Brothers, Limited, Halifax, N.S.

Distributors of McArthur, Irwin, Limited products.

Here are the products that will help our good wishes to come true:

PURE SUPERBA WHITE
CROWN DIAMOND LIQUID PAINTS
MUNNS WALL SIZE
CROWN DIAMOND PURE WHITE LEAD
LUCAS IMPERIAL FRENCH GREENS
LUCAS DRY COLORS



CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps 25% B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 12½% advance on list. B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 38, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16.....	$ 6.00	18/16.....	$12.00
4/16.....	5.00	19/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
12/16.....	7.00	27/16.....	24.00
13/16.....	8.25	28/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/16.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, 12½%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 15% to 17½% off list in Catalogue No. 10, 1905.
F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.....	$13 25	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No 2, doz...	12 50	13 20
No. 3, doz...	13 50	14 20
No. 4, doz...	14 50	15 25

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 13c to 90c a lb.

BARS, CLOTHES

No. 4, dozen	$ 9 00
No. 5, dozen	11 00
No. 6, dozen	13 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 30%.
Standard Quality, 30, 10%.
Side Lace Leather, lb..$1.70-$1.90
Cut Lace Leather, lb...$2.00-$2.20
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.....	$4 00
No. 2 x 50, lb.....	5 00
No. 3 x 60, lb.....	7 50
No. 4 x 100 lb.....	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, IRONING

No. 32, 5 x 12 in., doz...	$11 00
No. 35, dozen	25 00
No. 36, dozen	29 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, net list.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net lists.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list, $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%. Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. ...12-14c
F.O.B. Montreal, London, Toronto.

BRASS

Spring sheets, 24 gauge and heavier, base	$0 40
Rods, base ½ to 1 in., round	0 37
Tubing, seamless, base	0 48
Copper tubing, iron pipe size, base, ¾ in. up to 3 in.....	0 52

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy ....$14.50-$17
30-gal. Standard 14 00

BOARDS (Wash), Zinc

	List Doz.
Pony	$2 25
Improved Globe	4 90
Neptune	4 90
Standard Globe	4 90
Original Globe	5 40
Jubilee	5 50
Newmarket King	5 50
Western King (enamel)	7 00
Beaver (brass)	7 00

List plus 5%. F.O.B. Newmarket.
F.O.B. Newmarket.

BUTTS

Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 80 4.....	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list + 5%.
Triplex Spring Hinges, 20-10%.
Chicago Mortise Floor (5,000), 20, 7½ and 5%.
Chicago Relax Floor (6,000), 25-10-10-2½%.
Chicago Premier (4000), 12½%.
Chicago Ajax (3,000), 12½%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20%.
Chicago Screen Door (2000), 40-2½%.
Chicago Screen Door (3000), 16 2-3 %.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN	B.B. Fire Welded Proof Coil Mont'l	Tor'to	B.B.B. Fire Welded Mont'l	Tor'to
3-16 in...	$22.75	$17.00	$.....	$.....
¼ in. ..	16.75	14.50	21.75	23.70
5-16 in...	14.15	12.50	19.00	18.35
⅜ in. ..	13.00	11.50	15.90	14.00
7-16 in...	12.75	11.30	15.65	13.80
½ in. ..	12.50	11.15	15.50	13.65
⅝ in. ..	12.35	10.95	15.25	13.45
¾ in. ..	12.25	10.70	15.10	13.20
⅞ in. ..	12.05	10.60	15.00	13.10
1 in. ...	11.90	10.50	14.85	13.00

Electric Welded

	B.B.	B.B.B.
3-16 in.	$18.00 $19.00	$..... $.....
¼ in. .	14.95 16.00	16.20 .....
5-16 in.	12.55 13.50	13.80 .....
⅜ in. .	11.35 12.25	12.60 .....
7-16 in.	11.10 12.00	12.35 .....
½ in. .	10.95 11.80	12.20 .....
⅝ in. .	10.70 11.55	11.95 .....
¾ in. .	10.40 11.25	11.65 .....

Montreal and Toronto

American Proof Coil Chain

	B.B.	B.B.B.
3-16 in.	$17.25	$.....
5-16 in.	14.25	17.25
⅜ in.	13.00	16.00
7-16 in.	12.75	15.45
½ in.	12.55	15.25
⅝ in.	12.25	.....

Electric Welded B.B.B.—Chain, ¼ in., $13.75; 5-16 in., $12; f.o.b. Toronto.

Cow ties, 5, 10%; trace chains, net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl. $2.80-$2.95 in car lots; $3.40-$3.50 bbl. in small lots.
Paris plaster, five-barrel lots $4.00; single barrel, $4.50. F.O.B. Toronto.

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0 $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto Hamilton, Fergus, London, St. Wood Drills, 37½%.
Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.
St. John, N.B., 20%.

CHOPPERS, FOOD Universal (doz.)

No. 0	$19 25
No. 1	23 30
No. 2	28 35
No. 3	36 45

F.O.B. Montreal, Toronto.

Russwin—

No. 0	$19 20
No. 1	23 40
No. 2	28 20
No. 3	36 60

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths..	$6.85
17—7-strand, 50 ft. lengths..	7 00
18—6-strand, 100 ft. lengths..	5 60
18—6-strand, 50 ft. lengths..	5 65
19—6-strand, 100 ft. lengths..	4 75
19—6-strand, 50 ft. lengths..	5 00

F.O.B. Montreal, Toronto, London.

COPPER .. ... Montreal Toronto

Casting ingot, see weekly report.

Bars, ½ to 2 in....	$43 50	$43 00
Plain sheets, base, 16 oz. and heavier ..	48 00	46 00
Copper sheet, tinned, 14x60 in., 14 oz...	49 00	.....
Copper sheet, planished, base 16 oz. and heavier	58 00	46 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs: No. 111, $1.55; No. 121, $1.70; No. 122, $2.25; No. 127, $2.25; No. 100, $2.80 per dozen.
F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	77
No. 7, lb.	76
Nos. 8, 9, 10, 12	75

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal. Montreal Toronto

Ordinary, 52 sheets.	$11 75	$ 9 50
Do., 60 sheets.		9 65

	Apollo	Crown	Gorbals
18x24x52	....	....	
60	....	....	

CHARCOAL, TIN PLATES

M.L.S. and Famous— Per box
IC, 20x28 base ....
IX, 20x28 base (nominal)...
IXX, 20x28 base (nominal)..
IXXX, 20x28 base (nominal)
F.O.B. Toronto
Raven and Murex Grades—
IC, 20x28 base, 112 sheets..
IX, 20x28 base, 112 sheets..
IXX, 20x28 base, 56 sheets..
IXXX, 20x28 base, 56 sheets
(Nominal) f.o.b. Montreal.

TERNE PLATES

I. C. 20x28, 112 sheets....$80 00
F.O.B. Toronto.

COKES, AMERICAN

Bessemer Steel—
20x28 IC, 112 sheets $28 00
F.O.B. Toronto.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

Nominal
IC, 14x20 base $20 00
IX, 14x20 base 18 75
IXX, 14x20 base 19 50
F.O.B. Montreal.

CLOCKS

Big Ben $2 92	
Good Morning, each	1 15
Lookout	1 45-1 50
Sleepmeter	1 65

F.O.B. Montreal, Toronto, London, Hamilton

CROWBARS, $10.50 per 100 lbs

DRILLS

Bit Stock Drills, 30 to 37½%.
Rd. Shk., 30 to 37½%.

Ready Now!

To Quote On Your

1919

Requirements of

BABBITT METALS, SOLDERS and WHITE METAL ALLOYS

—either on flat price or sliding scale. Give quantities and metals you will need over 1919 with complete specifications. We will then make you an attractive proposition, by letter or in person. Anyway, file our name for quick quotations on all non-ferrous metals and alloys.

THE CANADA METAL CO., Limited

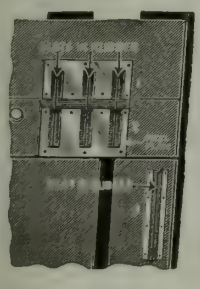
TORONTO

BRANCH FACTORIES: **Hamilton Montreal Winnipeg Vancouver**

WINTER BUSINESS—Cold Weather Made Profitable

Presto

All-Weather Protector



For Ford cars. In insulates the floor and protects the driver from cold draughts entering the car through the pedal slots. Prevents colds and sickness. Keeps the lever slots closed and does not interfere with the action of the levers in any way. Easy to install. No mechanic necessary. Anyone can attach the Presto All-Weather Protector in twenty minutes.



Dealers everywhere find **Presto Products** the foremost and fastest selling line of accessories manufactured.

Write immediately for complete catalog of Presto Heaters and over 100 real, live automobile accessories.

METAL SPECIALTIES MFG. CO.
338-352 N. Kedzie Ave., Chicago
EASTERN BRANCH:
16-24 W. 61st St., NEW YORK CITY
WESTERN BRANCH:
149 New Montgomery St., SAN FRANCISCO, CAL.

Price in Canada $2.25



Retails at $2.00

OCTAGON JARDINIERE

A new addition to the ever-increasing line of reliable metal goods.

Send for complete price list.

WENTWORTH MFG. CO., LIMITED
HAMILTON, CANADA

TRADE WENTWORTH MARK

DOORS,

See Screen Doors.
F.O.B. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	25-27½%
Black Diamond	25-27½%
Delta Files	20
Firth Files	50

F.O.B. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, net list; Malleable bushings, 15-20%; cast bushings, 15-18%; unions, 30%; plugs, 10-15% off list. Net prices: Class B, black, 27-28c lb.; Class C, black, 18-19c lb.; galvanized, Class B, 37-39c lb.; Class C, 27-28c lb.
Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	3 00
Under 40 lbs.	3 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼ in.	12-50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼ in.	18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neckyokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.

F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's

HANGERS, BARN AND PARLOR

	List
Atlas. No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP
Heavy, Net Prices.

	Strap	Tee
	Doz. pairs.	
4-inch	$2 70	$2 30
5-inch	3 33	2 88
6-inch	3 60	3 24
8-inch	4 86	3 69
10-inch	8 64	6 57
12-inch	10 71	10 44
14-inch	12 24	10 62

Light, Net Prices, figured at discount 10%.

3-inch, doz. pairs	$0 90	$0 90
4-inch	1 08	0 99
5-inch	1 26	1 17
6-inch	1 53	1 35
8-inch	2 25	1 60
10-inch	....	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6-in., $4.80; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.
Discount, 25%.

F.o.b. Toronto, London, Hamilton, and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOES, Grub $10 50 11 00

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 15	$5 00-$5 50
No. 3, per doz.	4 25	5 50- 6 40
No. 4, per doz.	4 35	6 00- 7 40
Little Giant	6 00	....- ....
Barden Patent	6 00	....- ....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c	No. 1 and smaller
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heav yiron	6-8	7 75	....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Fetherweight "XL" steel	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight(front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2, and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$17 50
Corrugated, ⅝ in., 100 ft.	20 50
Corrugated, ¾ in.	$23 50
Corrugated, 1 in., 100 ft.	35 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished per set	2.20-2.30
Mrs. Potts, No. 50, nickel-plated, set	2.30-2.40
Mrs. Potts, handles, japanned, doz.	1.50-1.65
Sad irons, common, plain, 3, 4, and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each, $4 00	4 10
Canadian Beauty Electric Irons—Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

Step Ladders	Per ft.
Crescent	0 19
Household	0 19
Standard, 4-12 ft.	0 21
Electrician	0 30
Heavy duty	0 47
Extension	0 35
Perfect, 6 to 10 ft. only	$0 31
Hercules, 4 to 10 ft.	0 33
Hercules, 12 to 14 ft.	0 28
Faultless, 4 to 10 ft. only	0 29
Ontario, 4 to 10 ft. only	0 26
Shelf Lock, 4 to 8 ft. only	21

Single and Fruit Picking

10 ft. to 16 ft.	20c ft.
18 ft. to 20 ft.	23c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London.

Extension Ladders	Per ft.
Up to 32 ft.	0 23
36 to 40 ft.	0 26

F.O.B. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (round reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short	$0 95-$1 10
Cold blast	1 00- 1 10

3 doz. cases, 95c doz.z; 6 dozz. cases, 90c doz.

Cold blast, genuine ruby $4.75

F.o.b. Toronto, London, Hamilton, and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2	$1 90-$2 05
Steel Thumb, No. 3	2 50- 2 75
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING) List Each

Canadian	$10 00
Dowswell	10 00
Noiseless	15 50
Hamilton	12 00
Ottawa	10 50
Peerless	10 50
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	107 00
Seafoam, engine drive	49 00
New Idea, electric	134 00
Sunshine	9 50
Popular, No. 1	10 50
Popular No. 2	19 00
Economic	12 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	50 50
Do., do., electric	108 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Perfection, engine drive	55 50
Perfection, engine drive	15 50
Gem	16 50
Winner, plain	13 50
Connor Improved	10 00
Jubilee	9 50
Canada First	19 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$12 50	$13 25
Pick, doz.	12 50	13 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$29 40
No. 8, dozen	33 60
Universal—	
No. 4, doz.	$38 10 39 60
No. 8, doz.	46 40 48 60

MOPS

O-Cedar, doz, net	$12 00
Sprustex, No. 2, doz.	$8 00 8 40
S.W. Mops, complete, doz.	5 00 5 40
Mop Sticks, doz., No. 8	2 00
Cast Head Mop, doz.	2 00
Crescent, doz., No. 10	2 50 3 35
Crank wringing, doz.	6 90

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London Hamilton.

NAILS

List adopted July 10, 1912.

Aavance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.50 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.55 base.

Freight equalized on above points. Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $5.62½.

Sault Ste. Marie, Port Arthur, Fort illiam, $5.55 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.85 base; Toronto, $5.85 base; London, $5.85; Hamilton, $5.85; no equalization of freights.

Roofing Nails—American, large head, keg, $9.

F.o.b. Montreal, Toronto, Hamilton.

NAILS (HORSE)
C Brand

Size	Per 100 lbs.
Capewell—	
No. 5	$23 00
No. 6	22 00
No. 7	21 00
No. 8	20 00
Nos. 9 to 12	19 00

Discount, 10%.

Lowe Brothers Paints

Make Your Paint Department Pay in a Big Way During 1919



The present year promises to be a big one in Canada for all lines of trade. Canada has prospered in spite of unsettled war conditions and now that those uncertainties are past, what may we expect of the future? Be prepared for the good times that are almost here. Put your paint department on a solid, certain, greater money-making foundation by accepting a Lowe Brothers' agency.

Make this decision one of your New Year's resolutions. The noticeable increase of your paint sales throughout the year will prove the wisdom of your choice.

Get ready to **"do things in a big way"** by writing us for our agency proposition to-day.

Lowe Brothers LIMITED
TORONTO, ONT.

Dayton Boston New York Chicago Kansas City

GLASS

of
Evrey Description
for
Building Purposes

We can take care of your requirements from our branch warehouses and make prompt shipments.

We stock and manufacture Plate, Bevelled Plate, Mirrors, Window, Figured, Leaded, Wired and Prism Glass.

Catalogues and price lists will be sent free upon application.
WRITE, PHONE OR WIRE your wants.

HOBBS MANUFACTURING COMPANY, LIMITED

Montreal Toronto London Winnipeg

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
4	1¾"	10 00
3	1⅞"	$20 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch...	10 50	36 inch...	$15 00
30 inch...	12 75		

½ inch mesh and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls.

F.o.b. Montreal.

OAKUM

Best (American)	$21 00-$22 00
U.S. Navy (unspun)	
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	
U.S. Navy (spun)	21 50
Plumbers (spun)	$10 00- 10 50

F.o.b. Montreal Toronto

OILS	Montreal	Toronto
Royalite, gal.	0 19½	0 18½
Palacine, gal.	0 22½	021½
Gasoline, net, gal.	0 34	0 33
	List	Gallon
Black oil (Summer)	0 19½	0 18½
Black oil (Winter)	0 20½0	19½
Imperial Kerosene Tractor	0 55	
Capital cylinder	0 62	0 61
Machine oil, regular grades	33¼-42½	32½-41½
Standard gas engine oil	0 40½	0 39½
Paraffine	0 29	0 28

List, less 15% on above.

Polarine Oil, list	0 90
Polarine Oil heavy, list	0 90
Gargoyle Mobiloil, list	1 33

List, less 25% on above.

Fuel oil, bbls. net	0 14½ 0 12½
Fuel oil, tank cars, net	0 13 0 11

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER	Per 400-ft roll
Dry Fibre, No. 1 roll	$1 10-$1 20
Dry Fibre No 2 roll	0 62- 0 65
Anchor Brand	1 20
Rosin Sized Sheeting, red	1 05
Do., blue	1 10
Tarred Fibre, No. 1 roll	1 25- 1 30
Tarred Fibre, No. 2 roll	0 77- 0 83
Surprise Fibre	0 67- 0 71
Tarred felt, per cwt.	4 10
Cyclone (dry)	1 20
Cyclone (tarred)	1 30
Joliet (dry fibre)	0 65
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeting (per 100 lbs.)	0 15
Carpet Felt, 16 oz., per 10 lbs.	$5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—

5 to 6 lbs., doz.	$12 00
6 to 7 lbs., doz.	12 75
7 to 8 lbs., doz.	13 50

Rock—

7 to 8 lbs., doz.	12 50

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in.	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 37

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 00	$ 8 00	$.....	$.....
¼ in..	5 22	7 35	5 52	7 65
⅜ in..	5 22	7 35	5 52	7 65
½ in..	6 63	8 20	7 06	8 71
¾ in..	8 40	10 52	8 97	11 09
1 in..	12 41	15 56	13 26	16 41
1¼ in..	16 79	21 05	17 94	22 20
1½ in..	20 08	25 16	21 45	26 54
2 in..	27 01	33 86	28 86	35 71
2½ in..	43 29	54 11	.....	.....
3 in..	56 51	70 76	.....	.....
3½ in	71 76	88 78	.....	.....
4 in..	85 02	105 19	.....	.....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$31 82	$38 30	$33 70	$40 20
2½ in..	47 97	58 21	50 90	61 10
3 in..	62 73	76 12	66 66	79 90
3½ in..	78 20	96 14	82 80	100 00
4 in..	92 65	114 00	98 10	119 00
4½ in..	112 00	137 00	125 00	149 00
5 in..	130 00	159 00	145 00	174 00
6 in..	169 00	206 00	188 00	226 00
7 in..	219 00	268 00	243 00	292 00
8 L in..	230 00	281 00	255 00	306 00
8 in..	265 00	324 00	294 00	353 00
9 in..	317 00	388 00	.....	.....
10L in..	294 00	360 00	326 00	392 00
10 in..	379 00	464 00	420 00	505 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4¼" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list		$8 00
3 in., in 10-ft. lengths, list		9 70
4 in., in 10-ft. lengths, list		12 80
5 in., in 10-ft. lengths, list		17 50
6 in., in 10-ft. lengths, list		21 30

Net list.

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

Medium and extra heavy pipe, 2 to 6 inch	15%
Medium and extra heavy fittings, 2 to 6 inch	25%
8 inch pipe and fittings	Net list

F.O.B. Toronto, Montreal

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	8 50
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz bottles, doz., list	3 00
12-oz. bottles, doz., list	6 00
1-qt. can, doz., list	15 00
½-gal. cans, doz., list	24 00
1-gal. cans, doz., list	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—

4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 25%; Iron Burrs, 25%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square
Samson, 1-ply, roll	$2 30
Samson, 2-ply, roll	2 75
Samson, 3-ply, roll	3 30
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
R. S. Special, 3 ply	2 25
Amazon, 1-ply	2 05
Amazon, 2-ply	2 35
Amazon, 3-ply	2 65
Everlastic, 1-ply	1 80
Everlastic, 2-ply	2 10
Everlastic, 3-ply	2 40
Good Luck, 1-ply	1 80
Good Luck, 2-ply	2 10
Good Luck, 3-ply	2 40
McCombe Sp., 1-ply	1 75
McCombe Sp., 2-ply	2 00
McCombe Sp., 3-ply	2 25
Black Cat, 1-ply	2 05
Black Cat, 2-ply	2 35
Black Cat, 3-ply	2 65
Black Diamond Ready Roofing, 2 ply	1 12
Black Diamond Ready Roofing, 3 ply	1 38
Liquid roofing cement, per gal. in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 50
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto, London, Montreal.

ROPE	Lb.
Pure Manila basis	28½
British Manila basis	24
New Zealand hemp basis	24
Sisal basis	25½

Above quotations are basis prices ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ¼c; 9-16 to 7-16 in. inclusive 1c; ⅜ in., 1¼c; ¼ and 5-16 in., 2c; 3-16 in., 2¼c extra.

Single lath yarn basis	25½
Double lath yarn	26
Yacht marline, tarred	54
Halyards	47
Hemp, deep sea line basis	47
Hemp, tarred ratline basis	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42
Italian rope basis	On application
Cotton, ¼ in.	0 81¾
5-32 in.	0 80¾
3-16 in.	75 77¼
¼-in. and up	74 76¼

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER

B. & A. sandpaper, 45% on list.

B. & A. sandpaper in rolls

B. & A. emery cloth, 37½% on list.

per cent. on list. F.o.b. Toronto, Montreal.

SCALES	Scale List	Stamping extra
Champion—		
4 lb.	$ 5 50	$0 20
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 5%: Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES	Doz
Cast Steel	$15 00
Golden Clipper	16 00
Little Giant	17 00
Bush	15 50

F.o.b. Toronto, London.

SCREEN DOORS

Kasement, No. 1, 2 ft. 8 in., $28.80; 2 ft. 10 in., $30.00; 3 ft., $31.20; Nos. 2, 3 and 4, 2 ft. 8 in., $31.20; 2 ft. 10 in., $32.40; 3 ft., $34.20 dozen.

SNATHS	Doz.
00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	87½
Wood, R. H., brass	82½
Wood, O. H., brass	82½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	20
Hexagon cap	20

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen	$7 00

SHEETS, BLACK

See Montreal and Toronto report

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs
10¾ oz.	$9 50
U.S. 28	9 20
U.S. 26	8 90
22 and 24	8 70
18 and 20	8 60
16	8 45
14	8 35

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge. $12.55; 22-24 gauge, $12.75, 26-gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$8 35
16 gauge	11 20	8 45
18-20 gauge	11 20	8 60
22-24 gauge	11 40	8 75
26 gauge	11 60	8 90
28 gauge	11 90	9 20
10¾ ozs.	12 25	9 50

Add 25c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordan "best-best"
16	$12 55		$12 55
18-20	12 55		12 55
22-24	12 25		12 25
26	12 25		12 25
28	13 00		13 00

Less 25c in case lots.

F.o.b. Montreal.

SHINGLES	Per sq
Standard galvanized	$11 00
Shipping weight, 90 lbs.	
Standard painted	8 50
Shipping weight, 80 lbs.	

Discount 7½%.

F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL

Standard galvanized	$9 25
Standard painted	7 50

Discount 7½%.

F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 64½ lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	18 75
Perfection No. 33, 3-burner	24 25
Perfection No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Discount 25% off list.

Freight allowed on shipments of 12 stoves.

McClary Glass Front Oven No. 70, each, net	4 25
Detroit Glass Front Oven No. 85, each, net	4 50

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters.	List
No. 525, each	7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list

Freight allowed on shipments of 24 heaters.

F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.



Canada Cycle & Motor Co., Limited

Montreal Toronto WESTON Winnipeg Vancouver

The Best Costs No More

Cheap Varnishes are the most expensive.
They are liable to crack and peel and blister.
They are a very poor investment.

Dougall Varnish Lasts Longest

and besides it covers far more per gallon than other varnishes. It is the best proposition from every standpoint. It costs less in the long run to buy Dougall Varnish in the first place.

Liberal discounts to the dealer—write for them.

The Dougall Varnish Co., Ltd., Montreal

QUALITY DOUGALL VARNISHES FIRST

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	25 and 25	25 and 25	25 and 25
Draining Tools	25 and 25	25 and 25	....
Hollow Back Scoops	25 and 25	....	25 and 25
Sand Shovels	25 and 25	....	25 and 25
Hollow Back Shovels	25 and 25	....	25 and 25
Hollow Back Coal Shovels	25 and 25	....	25 and 25
Riveted Back Scoops	25 and 25	25 and 25	25 and 25
Miners' Spring Point Shovels	25 and 25	....	....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	....
Hollow Back Scoops, No. 2, black	34.50	....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	....	30.00
Sand Shovels, No. 2, black	27.50	....	24.00
Hollow Back Shovels, No. 2, black	27.50	....	24.00
Riveted Back Scoops, No. 2 black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	....	....

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

	Bissell's Doz.
American Queen, Nickeled Fittings, Cyco Ball Bearing	$51 00
Boudoir, Nic., Cyco B.B.	48 00
Club, Jap. Cyco Bearing	108 00
Champion, Nickeled Fittings	43 00
Champion, Japanned Fittings	36 00
Elite, Nic., Cyco B.B.	54 00
Grand, Nic., Cyco B.B.	64 00
Grand, Jap., Cyco B.B.	57 00
Grand Rapids, Nic., Cyco B.B.	48 00
Grand Rapids, Jap., Cyco B.B	41 00
Parlor Queen, Nic., Cyco, B.B.	54 00
Princess, Nic., Cyco B.B.	49 00
Standard, Nickeled Fittings	45 00
Standard, Japanned Fittings	38 00
Universal, Nic., Cyco Bearing	46 00
Universal, Jap., Cyco Bearing	39 00

SWEEPERS, VACUUM

	Bissell's Doz.
Grand Rapids, Nic.	$108 00
Household, Jap.	96 00
Superba, Nic.	126 00

F.o.b. factory Niagara Falls, Ont., Also stocked by jobbers.

SWEEPERS (ELECTRIC)

Steel frame	36 40
Aluminum frame	43 90
Attachments, set	8 25

F.o.b Toronto, Hamilton, London.

TACKS

Discount

Wire Tacks .....60 and 10%

Revised Hardware Tack List adopted Jan. 1, 1916 .....60 and 15%

Double pointed tacks....60 10%

Shoe findings list adopted July 5, 1917—Net list.

List of Capped Goods adopted Jan. 1, 1916..60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOASTERS, ELECTRIC

Canadian Beauty	$4 50
Upright, with rack	$6 40

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount. F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10		Net List

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME)

Doz. with chain

Victor, No. 1	$2 60
Jump, No. 1	3 45
Hawley & Norton, No. 1	4 05
Newhouse, No. 1	5 55

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER)

Per lb.

500 ft.	$0 22
550 ft.	0 23¾
600 ft.	0 25
650 ft.	0 26½

In 5-ton lots ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb. 75-77-80¾

4-ply, wrapping, lb. 79-81¼-85

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.o.b. Newmarket

VALVES

%

Ground work	40
Compression work, standard	45
High grade	41
Cushion work	40
Fuller work, standard	43
High grade	36
Basin cocks, No. 0 Standard	38
High grade	38
Bath cocks	48
Flatway stop and waste cocks, standard	47
High grade	45
Roundway stop and waste cocks, standard	45
High grade	45
Brass steam cocks, standard.	10% advance on list
Radiator valves, standard	10
D., removable seat	Net list
Patent quick opening valves.	30
Globe, angle and check valves, standard	Net
Do., Jenkins Disc, 5% advance	on list

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 40-10%.

Colonial, 27½%.

Imperial Ware, 27½%.

Pearl, 27½%.

Premier, net list.

Canada Ware, net list.

Diamond, net list. White Ware, 45%

Japanned Ware, list plus 30%.

Japanned Ware, White, list, plus 40%.

Plain and Jap Sprinklers, list plus 30%.

Barb $6.75

Stamped Ware, plain, 45%.

Stamped Ware, retinned, 40%.

Copper Bottoms, list, plus 10%.

Tinners' Trimmings, plain, 45%.

Tinners' Trimmings, retinned, 40%.

Tinners' Trimmings, general, list plus 20%.

Factory Milk Cans, list plus 50%.

Milk Can Trimmings, list, plus 60%.

Cream Cans, list, plus 25%.

Railroad Cans, list, plus 20%.

Pieced Tinware, C.B., list, plus 70%.

Sheet Iron Ware, list, plus 20%.

Pieced Ware, ordinary, list, plus 50%. Fry Pans, 40%.

Spiders, steel, net list; cast iron, 10%.

Fire Shovels, Japanned, list, plus 20%.

Steel Sinks, painted, list plus 25%.

Steel Sinks, galvanized, list, plus 25%.

Light Galv. Pails and Tubs, list plus 30%.

Heavy Galv. Pails and Tubs, list, plus 20%.

Garbage Pails, list, plus 20%.

Jap. Coal Hods, list, plus 40%.

Galv. Coal Hods, list, plus 50%.

Paper Lined Boards, 30 and 10%.

Wood Lined Boards, 30%.

Stove Pipe, patent, per 100, 6 in., $22.38; 7 in., $23.87.

Common, made-up, per 100, 5 and 6 in., $24.67; 7 in., $26.07.

Polished, made-up, per 100, 5 and 6 in., ...; 7 in., ...

Stove Pipe Thimbles, 45%.

Copper Boilers, list, plus 10%.

Copper Tea Kettles, list, plus 10%.

Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.

Copper Tea and Coffee Pots, list, plus 10%.

Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

Nickel-plated Ware, 50%.

F.o.b. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS

Round plain. Sizes given are size of hole. In boxes of 50 lbs., list prices, per 100 lbs.—¼-in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.20; ⅞ in., $18.20; 15-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 33 1-3 per cent. Net extras, 26 to 49 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb. per 100 lbs.	$5.50-$5.85	$5.50	$5.35
Section, ½ lb. per 100 lbs.	5.50- 5.85	5.50	6.00
Solid, 3 to 30 lbs., per cwt.	4.25	4.25	4.25

WHEELBARROWS

Navvy, steel wheel, doz.	$58 20
Garden, steel wheel, doz.	67 20
Light garden, doz.	64.20

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton. Montreal

Cut Hay Baling Wire Per 100 lbs.

No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	9 00
No. 19	9 50

Hay Wire in Coils

No. 13	6 85
No. 14	7 00
No. 15	7 20
No. 16	7 45

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 25

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

List of extras in 100-lb. lots, net.

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 15

Oiled and Annealed Wire

No. 10	$6 45
No. 11	6 47
No. 12	6 55

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire.	Toronto
No. 9 pl. galv.	5.35- 6.75
No. 12 pl. galv.	5.50- 6.15
No 13 pl. galv.	6.00- 6.25
No. 9 coil sp.	5.50- 6.00
No. 12 coil sp.	5.80- 6.25

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright	$5 75
Fence staples, galvanized	6 50

In 25-lb. boxes add 50c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list	$12 00

Less discount of 12½%.

Bright poultry netting staples $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus	10%
Brass wire, 3 to 24 gauge, add	40%
25 to 36 gauge, add	25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls	$3 25
In 50-ft .rolls	3 30
Galvanized, per 100 sq. ft. in 100 ft. rolls	4 75 5 50
Bronze, sq. ft.	0 14

F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 80
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 80
Challenge, 3111E	94 80
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 80
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 80
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	68 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 40
Eclipse	97 70

Discount off above list, 30% and 5%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal Toronto, Kingston, Hamilton, London, St. Mary's.

For zinc products and zinc sheets See weekly report.

WRENCHES

Trimo—	Doz. net		Doz. net
8 in.	$15 60	18 in.	$35 00
10 in.	17 40	24 in.	50 60
14 in.	24 45		

Coes—	Doz. net		Doz. net
6 in.	$14 60	15 in.	$35 00
8 in.	17 50	18 in.	46 60
10 in.	20 40	21 in.	56 80
12 in.	26 20		

Stillson—	Each	Doz. net
6 in.	$1 20	$14 00
8in.	1 35	15 60
10 in.	1 50	17 40
14 in.	2 10	24 45
18 in.	3 00	35 00
24 in.	4 35	50 60
36 in.	....	94 20
48 in.	....	139 20



Conserve Time!

Time is an all-essential element. Napoleon was defeated because his expected reinforcements were behind time. Millions of dollars and thousands of lives are lost every year because men do not properly reckon with time.

At the present as never before in history, time must be conserved to the utmost degree. Every minute must yield its greatest possibilities.

BOWSER ESTABLISHED 1885

SYSTEMS

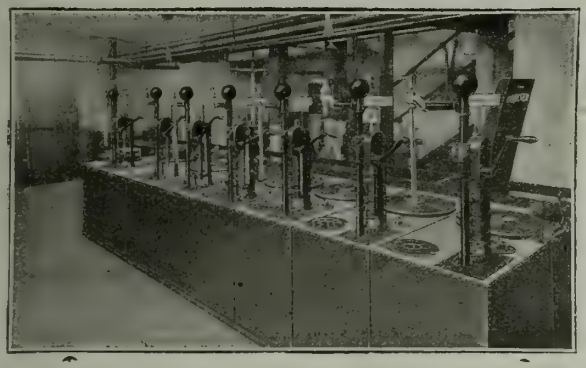


Figure 115. Battery for Paint, Oils or Lubricants

for the storing and handling of oil, conserve more than half the time expended by less efficient methods. They also conserve:—

Labor Capital Space Lives
Property Machinery Material

BOWSER SYSTEMS are leakproof, fireproof, lossproof, dirtproof, deterioration-proof, evaporation-proof, rapid, economical and efficient.

A System for Every Requirement.
Write to-day.

S. F. Bowser & Co., Inc.
Toronto, Canada

Sales Offices in all centers

Representatives Everywhere

TO THE WESTERN CANADA DEALER

Does a connection with a progressive and aggressive, amply capitalized and fully equipped concern, grown to be the largest paint and varnish factory in Western Canada, appeal to you?

BRITISH AMERICA PAINT CO., LIMITED

Wants more live dealers in Western Canada. It co-operates with its dealers to make bigger and better business. Join up with a pushing selling organization that will help you put 'em over. Send for booklet "The Evidence." Tells the story in fac-simile letters from Bapco dealers.

DISTRIBUTING POINTS

Established at Victoria in 1900 the British America Paint Co., Ltd., has found ever-widening markets. To care for this trade branches have been opened at VANCOUVER, B.C., CALGARY and EDMONTON, ALBERTA, and REGINA, SASKATCHEWAN.

TO SELL AND RE-SELL

Paint MUST give satisfaction.

Bapco Pure Paint and Bapco Varnish are of the highest possible quality. To insure this the raw materials undergo chemical laboratory tests. Skilled makers see that the ingredients are perfectly proportioned and modern machinery insures proper grinding and blending. Rigid machine and chemical tests are made during process of manufacture and the completed mixtures are subjected to comparative tests with the fixed Standards. One big roof of the factory is devoted to weather tests.

The growth of the British America Paint Co. and its constantly expanding trade territory is convincing evidence, not only of the quality of its goods, but of its resourcefulness and enterprise as well.

BRITISH AMERICA PAINT CO., LIMITED

VICTORIA VANCOUVER CALGARY EDMONTON REGINA

Pronounced "RU" as in RUBY

RU-BER-OID ROOFING

COSTS MORE - WEARS LONGER.

Trade-Mark Registered

SOLE CANADIAN MAKERS:

THE STANDARD PAINT CO. OF CANADA, LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $8.90 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID
Bronzing liquid, No. 1.$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE	Montreal	Toronto
Per lb.	13-14	14-16

COLORS (DRY)	Per lb.
Raw Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Raw Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Imp. green, 100 lb. kegs	0 25
Chrome green, pure	0 35
Chrome yellow	17-31
Brunswick green, 100 lb. k..	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100 lb. k..	0 06
Venetian red, best bright	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry	0 15
Golden ochre, 100 lb. kegs..	0 06½
White ochre, 100 lb. kegs..	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	3½-5
French ochre, barrels	0 06
Spruce ochre, 100-lb. kegs	7-8c
Canadian red oxide, bbls	2 -2¼
Super magnetic red	2¼-2½c
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE (1 lb. tine—)	
Venetian red	0 21
Indian red	0 35
Chrome yellow, pure	0 53
Golden ochre, pure	30-32
French spruce ochre, pure	25-28
Greens, pure	28-35
Siennas	0 32
Umbers	0 32
Ultramarine blue	0 52
Prussian blue	1 50
Chinese blue	1 50
Drop black	0 30
Ivory black	0 31
Signwriters' black, pure	0 40
Lampblack	0 40
Marine black, 5 lb. irons	0 20

F.o.b. Montreal, Toronto.

ENAMELS (white)	Gal.
Duralite	$6 50
Albagloss	3 50

GLUE	Per lb.
Brantford All Round Glue—	
Case No. 7—50-lb. pkgs.	$28 00
Case No. 8—100 ½-lb. pkgs.	31 00
Case No. 9—200 ¼-lb. pkgs.	38 00

Discount.

French medal (prices withdrawn)	
English common sheet	32-34
English prima	35-38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	28-30
Ground glue, No. 2, 112-lb. bags	22-24
Do., No. 2, less than bags	24

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 50
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 20 to 25%.
Sheet glass, 5 to 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE	
Plates up to 1 foot, each	$0 80
Plates from 1 to 2 feet, each	0 90
" 2 to 3 "	0 95
" 3 to 4 "	1 15
" 4 to 5 "	1 35
" 5 to 7 "	1 50
" 7 to 10 "	1 70
" 10 to 12 "	1 75
" 12 to 15 "	1 85
" 15 to 25 "	1 95
" 25 to 50 "	2 15
" 50 to 75 "	2 20
" 75 to 90 "	2 25
" 90 to 100 "	2 30
" 100 to 120 "	2 60
" 120 to 140 "	2 90
Plates 101 to 110 wide containing not over 100 ft. each	3 00
Plates 111 to 120 wide containing not over 100 ft., each	3 40
Plates 101 to 110 wide containing over 100 ft., each	3 40
Plates 111 to 120 wide containing over 100 ft., each	3 75

Trade Discount, 25%.
City deliveries, 33 1/3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS
Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 20c advance per 100 lbs. F.o.b. London and Windsor, 40c per 10 0lbs. F.o.b. Toronto and Hamilton, 30c per 100 lbs. F.o.b. Fort William and Port Arthur, ... per 100 lbs.
Maritime differential 35c per 100 lbs over Montreal.

	Montreal	Toronto
Anchor, Pure	$17 50	$17 80
Crown Diamond	17 50	17 80
Crown, pure	17 50	17 80
Green Seal	17 50	17 80
Ramsay's Pure	17 50	17 80
Moore's Pure	17 50	17 80
Tiger, Pure	17 50	17 80
O.P.W. Dec. Pure	17 50	17 80
Red Seal	17 50	17 80
Decorators' Pure	17 50	17 80
O.P.W. English	17 70	18 00
Elephant Genuine	18 00	18 30

B.B. Genuine lead, less than tons, $19.70, Toronto; $19.40, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)		
Genuine, 560-pound casks, per cwt.	$14 00	$14 50
Genuine, 100-pound kegs, per cwt.	14 75	15 50
Less quantity	16 00	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE	Pound	Pound
Barrels, 600 lbs.	....	0 24½
Half bbls., 300 lbs.	....	0 24¾
100s	0 45	0 25
50s	0 45½	0 25½
25s	0 46	0 26
10s	0 47½	....
5s	0 49½	0 29½
2s	....	0 31
1s	0 52	0 32½

F.o.b. Toronto, Montreal and Hamilton

MURESCO
Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $9.00.
F.o.b. Toronto.

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white	$4 20
Elephant, colors	3 80
B.H. English, white	4 30
B.H. English, colors	4 05
B.H. Floor	3 40
B.H. Porch Floor	4 05
Minerva, white	4 15
Minerva, colors	3 90
Crown Diamond, white	4 05
Crown Diamond, colors	3 80
Crown Diamond, floor	3 30
B.H. Fresconette, white	3 35
B.H. Fresconette, colors	3 25
Moore's House Colors, white	4 05
Moore's House Colors, colors	3 90
Moore's Egyptian Paint, all colors	3 25
Moore's Floor Paint	3 25
Moore's Sani-Flat	3 00
Moore's Mooramel	6 50
Jamieson's Crown Anchor	3 55
C.P.C. Pure, white	4 30
C.P.C. Pure, colors	4 05
O.P.W. Canada Brand, white	4 05
O.P.W. Canada Brand, colors	3 75
O.P.W. Canada Brand, floor	3 30
O.P.W. Flat Wall, white	3 30
O.P.W. Flat Wall, colors	3 10
Ramsay's Pure, white	4 15
Ramsay's Pure, colors	3 85
Martin-Senour, 100%, white	4 30
Martin-Senour, 100%, colors	4 05
Martin-Senour, Porch aint	4 05
Martin-Senour, Neutone, white	3 35
Martin-Senour, Neutone, colors	3 25
Senour's Floor Paint	3 50
Sherwin-Williams, white	4 30
Sherwin-Williams, colors	4 05
Sherwin-Williams Floor	3 50
Flat Tone, white	3 35
Flat Tone, colors	3 25
Lowe Bros., H.S., white	4 30
Lowe Bros. H.S., colors	4 05
Lowe Bros. Hard Drying Floor	3 50
Mellotone, white	3 50
Mellotone, colors	3 35
Sanitone, white	3 35
Maple Leaf, white	4 30
Maple Leaf, colors	4 05
Maple Leaf, floor	3 50
Pearcy's Prepared, colors	3 50
Pearcy's Prepared, white	3 75

F.o.b. Montreal, Toronto.

PARIS GREEN	C.P. Berger's and Munro's Per lb.	
In barrels, about 600 lbs.	0 60¼	0 61
In arsenic wegs, 250 lb. drums	0 61¼	0 62
In 25 lb. drums	0 62¼	0 63
In 1 lb. packets, 100 lbs. in case	0 64¼	0 65
In ½ lb. packets, 100 lbs. in case	0 66¼	0 67
In 1 lb. tins, 100 lbs. in case	0 66¼	0 67

Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PUTTY	Montreal Standard	Toronto Less than tons
Bulk, in casks	$5 60	$5 90
Bulk, 100-lb. drums	6 45	6 75
Bulk, 25-lb. drums	6 70	7 00
Bulk, 12½-lb. irons	6 95	7 25
Bladder, in bbls.	7 35	7 65

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2 cwt. advance.
Ottawa prices are 20c, Hamilton 30c London and Windsor 40c per 100 lbs over Montreal quotations.

ROSIN	
Barrels, 100 lbs.	$6 90
Less, per lb.	0 08

SHELLAC	
Pure White, gal.	5 15
Pure Orange, gal.	4 75

Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$3 30
B.H. Vanisher	3 00
Cumoff	3 30
Takof	3 25
O.P.W. Presto	3 00
Lingerwett	2 80-3 25
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins	$1.32-$1.45
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz.	1 40
Depend-on, list	3 50
B.H. Maritime Spar, list	7 00
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.	
Elastilite	3 50
Granitine Floor Finish	3 50
Hydrox Spar	3 65
Sun Varnish	2 60
Sun Spar	4 63
Sun Waterproof Floor	3 40
Jasperite Interior and Exterior	2 65
Jasperite Pale Hard Oil	1 90
Jasperite Indestructo Floor Finish	2 85
Jamieson's Copaline	3 02
M-S Marble-Ite Floor	3 29
M-S Wood-Var	3 29
M-S Double Spar	4 57
M-S Finest Interior	3 86
Elastic Interior	2 64
Mar-not	3 40
Quick Action House	2 47
Rexspar	4 62
Sear-Not	3 84
Kyanize Spar	4 95
Kyanize Cabinet Rubbing	3 85
Kyanize Interior	3 85
Luxeberry light	3 88
Luxeberry granite	3 52
Luxeberry spar	4 95
Ramsay's Universal	2 92
Crown Diamond Floor	2 60

F.o.b. Montreal, Toronto.

WATER PAINTS	
Opalite, 300 lb. bbls	0 18½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 07
Coralite, 5-lb. pkgs., colors	0 07½
B.H. Frescota, 5-lb. pkge., white	7 80
B.H. Frescota, 5-lb. pkge., colors	8 40

F.o.b. Montreal, Toronto.

WASTE	
Cream, Polishing	$0 21

WHITE	
XXX	0 20
XX	0 19
X	0 17½
XC	0 16
Japanese	0 15
XXX Extra	0 21
X Grand	0 19¾
XLCR	0 18½
X Empire	0 17¼
X Press	0 16

COLORED	
No. 5	15
No. 1	14
No. 7	13
No. 1A	11½
No. 1B	10½
Fancy	16½
Lion	15
Standard	13½
Popular	12
Keen	10½

Above lines subject to trade discount for quantity.

WAX	Per lb.
WAX	Per lb.
C. & B. Floor Wax	$0 40
B.H. Wax	0 40
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 35
Old English	0 53 0 62
Johnsons	0 57 0 62
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Edwards, lb.	0 40
Ramsay's	0 45
S. & W.	0 54
Crown Diamond	0 45

F.o.b. Montreal and Toronto.

WHITING	
Plain, in bbls	$2 50

F.o.b. Montreal, Toronto, London.

Gilders, bolted, in bbls.	$3 00
WOOD ALCOHOL	per gal
In five gallons	$1.80-$1.90
In barrels	1.79

$4 extra for barrels
F.o.b Montreal, Toronto, London.

Linseed Oil

THE CANADA LINSEED OIL MILLS LIMITED
MONTREAL & TORONTO
WARRANTED PURE LINSEED OIL

"Warranted Pure"

is the slogan of this Company

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regale Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 27c per lb.; clip horn, 28c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Dougle Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $11.25 per 100 lbs.

BAR IRON

Bar Iron—$5.50 base; Swedish iron, $5.25; sleigh shoe steel, $5.80; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20%; over 6 in., 10-2½%.

Agricultural or No. 1 leather belting, 30-10-7½% off list.

Standard, 27-10% off list. 27% extra.

"The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.65 per lb.; cut, $1.85 per lb.; rawhide, sides, $1.60; cut, $1.80.

Blue Stone (Vitriol). 13c p.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 20%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $19.20; ¼, $16.25; 5-16 in., $13.75; ⅜, $12.75; 7-16, $12.35; ½, $12.25; 9-16, $12.25; ⅝, $12.00; ¾, $11.65; 1 in., $11.40; Logging, 5-16 in., $15.55; ⅜, $14.55; ½, $14.05; tie-out, 47½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 35
Lookout	1 75
Sleepmeter	1 85

COPPER

Sheet and planished copper, 75c per lb. Tinned, 65c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 76 lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.85; 10 in., $7.60; 12 in., $8.95.

Conductor pipe, 2 in., per 100 ft., $8; 3 in., $9.65; 4 in., $12.75.

ENAMELWARE

See Wares.

FILES

Globe ..... Discount 40-5%
Nicholson Gen. ..... Discount 30%

FITTINGS—Malleable.

Class A	60%
Class B and C, off new list	60-10%
Bushings	10%
Unions	25%
Nipples 4" and under	40%

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. bbls., 30c lb.; 100-lb. bbls, 31c lb.; 10-lb. jugs, $3.40 each; 5-lb. jugs, $1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares

GLASS, WINDOW

	Single	Double
Up to 25 in.	$15 50	19 50
26 to 40	16 50	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	31 50	27 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 05
Cold Blast, regular	1 05

GRINDSTONES

er 100 lbs., $3.25.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 10% off.

Corrugated Strap Hinges — 4, $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherweight, $9.95.

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$12 00
28 Am. or 26 Eng.	11 50
26 Am. or 26 Eng.	11 20
24	11 05
22	11 05
18 and 20	10 90
16 Am.	10 75

IRONS, SAD

Common Sad Irons, 8 lbs., 11c uer lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set $2 10
Mrs. Pott's No. 50, set 2 25

Mrs. Pott's common and iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $14.40.

LEAD WASTE, $15.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 30
3	2 95
4	5 25
Barn Door	
5	2 95
8	3 20
9	5 50

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 5 65
New Century B	11 65
New Idea	13 00
Snowball	9 75

MATTOCKS

Pick, $13.85; cutter, $13.85.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 60	.....
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $5.80 base; Winnipeg, $6.25 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.		$6 30
	30 in.	7 55
	36 in.	9 00
2 in. mesh x 24 in.		3 05
	30 in.	3 60
	36 in.	4 20
	48 in.	5 60
	60 in.	6 95
	72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $5.30; 36 in., $6.75; 48 in., $8.00; 60 in., $9.50; 72 in., $10.80.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 58c.

PAINTS

Stephens' Out White, $4.45; Stephens' House, $4.20; Stephens' Floor, $3.40; Silkatone, $3.40; Stephens' Barn Paint, $1.85.

POLISH

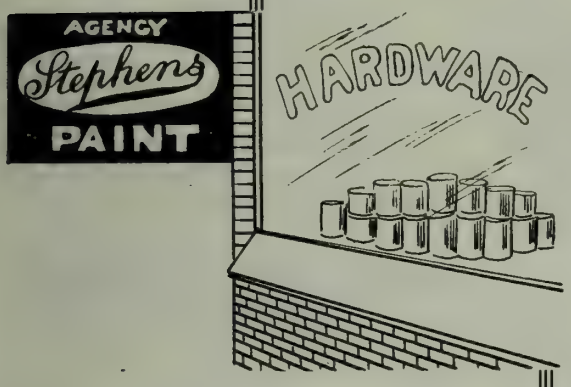
O'Cedar —

	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	$2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page)

FORGING AHEAD!

No man stands still in the world of business. In the struggle and strife of humanity you are either up on the front line or dropping behind in the race.

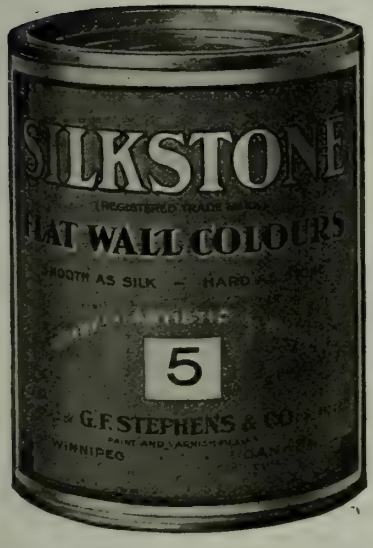


Which way are you going on the *Paint Question?*

Backward or Forward?

Stephens
REGISTERED TRADE MARK

PAINTS
Are Forging Ahead!



Will you come with us? The high quality of Stephens' Paints are making good everywhere. The ease with which they are applied, their lasting, covering and wearing qualities are putting them in solid with the trade.

Our agents are not only making a tremendous success of their paint departments but Stephens' sales are boosting other departments.

A Stephens' agency means more sales and profits for you. Write us for further information.

G. F. Stephens & Co.
Paint and Varnish Makers LIMITED
Winnipeg **Calgary**

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 00	$ 8 35
⅜ inch	6 05	8 45
½ inch	7 85	9 60
¾ inch	9 95	12 30
1 inch	14 70	18 20
1¼ inch	20 00	24 70
1½ inch	23 75	29 35
2 inch	32 00	39 50
2½ inch	51 25	63 15
3 inch	66 20	82 60
3½ inch	86 85	.....
4 inch	103 00	.....
4½ inch	118 50	.....
5 inch	138 00	.....
6 inch	179 00	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $11; full polished $12.50; 18 x 24, half polished, $11; full polished, $12.50; 20 x 28, half polished, $11; full polished, $12.50.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½ x 14 in., $3.55 per dozen.

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 26¼c base; pure Manila, 37¾c base; British Manila, 31¾c base; lath yarn, 26¼c base; African hemp, 31¾c base; cotton rope ¼ and over, 71c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0	$0 38	$6 75
½	0 40	7 20
1	0 45	10 00
1½	0 50	9 15
2	0 57	10 35
2½	0 64	11 70
3	0 72	13 20

B. & A.—

00, 0	$ 42	7 50
½	0 44	7 95
1	050	9 00
1½	0 58	10 50
2	0 66	12 15
2½	0 77	13 95
3	0 88	15 90

SASH BALANCES (Caldwell). 10% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—

No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—

	Doz.
Grand Rapids, Nic.	$111 00
Household, Jap.	99 00
Superba, Nic.	129 00

F.o.b. Jobbers' Warehouses, Winnipeg.

STEEL SHEETS, BLACK

10 gauge	$9 45
12 gauge	9 45
14 gauge	9 45
16 gauge	9 45
18-20 gauge	9 30
22-24 gauge	9 30
26 gauge	9 35
28 gauge	9 45

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., $15.05 per doz.; D.H. Rd. Pt., $15.05 per doz.; L.H. Sqr. Pt., $15.05; L.H. Rd. Pt., $15.05; Bulldog & Jones, D.H., Rd. Pt., $16.30; D.H. Sqr. Pt., $16.30; L.H. Rd. Pt., $16.30; L.H., Sqr. Pt., $16.30; L.H. Rd. Pt., $16.30; Black Cat and Crescent Scoops—No. 4, $19.00 doz.; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50; Moose & Jones Scoops, No. 4, $19.90; No. 6, $20.90; No. 8, $21.40.

SOLDER. Per pound, 55 to 56.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $6.05 at Fort William, $6.45 Winnipeg; galvanized staples, $6.85 Fort William, $7.25 Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $8.00 base, other sizes $5.75 base. Band Steel, $5.75 base.

STEEL HOOPS

½ in., $9.75; ⅜ in., $8.50; ¾ in., $8.75; ¾ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE—

20 x 28 I.C.	$32 00
20 x 28 I.X.	35 00
20 x 33 I.C.	37 85
20 x 33 I.C.	40 00
Terne plates	24 00

TRAPS, GAME—

Doz.	Victor	H.& N.	Jump
No. 0	$1 95	....	....
No. 1	2 30	$3 60	$3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 40	10 00	....

TUBS—	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 72
Cotton, 3-ply, balls	0 76
Cotton, 4-ply, cones	0 75
Cotton, 4-ply, balls	0 79

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40% discount.

Colonial, Imperial, Pearl, 0% discount.

Premier, Canada, Diamond, plus 12½%.

Whiteware, 40% discount.

Japanned Ware, list, plus 40%.

Japanned Ware, white, list, plus 50%.

Japanned Sprinklers, list, plus 40%.

Stamped Ware, plain, 40% discount.

Stamped Ware, ret'd, 33 1/3% discount.

Pieced Tinware, ordinary, list, plus 65%.

Pieced Tinware, copper bottoms, list, plus 85%.

Sheet Iron Ware, list, plus 30%.

Light Galv'd Pails and Tubs, list plus 40%.

Heavy Galv'd Pails and Tubs, plus 30%.

Jap. Coal Hods, list, plus 50%.

Galv'd Coal Hods, list, plus 60%.

WASHERS—

Iron, small lots, 33% off list plus $1.50; full boxes, iron, 33 1/3% off list plus $1.00.

WHITE LEAD—

Decorators' pure, ton lots, $18.40; less than ton lots, $18.75.

WIRE, BARB—

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William $5.10 Winnipeg; Baker, 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Ft. William, $4.95; Winnipeg, $5.25 spool; plain galvanized. Ft. William, No. 9, $5.65; No. 12 $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN—

Bale ties, 14 gauge, single loop $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE, ANNEALED—

No. 9, $6.75; 10, $6.80; 12, $6.95; 14, $7.15; 15, $7.25; 16, $7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 7 00
8 in.	8 40
10 in.	9 80
12 in.	12 60
15 in.	16 80
Perfect Handle—	
6 in.	15 00
8 in.	18 00
10 in.	21 00
12 in.	27 00
15 in.	36 00
18 in.	48 00

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$ 1 10
8 in.	1 25
10 in.	1 40
14 in.	1 95
18 in.	2 75
24 in.	4 00
36 in.	7 45
Trimo—	
10 in.	$1 50
14 in.	2 10
18 in.	3 00
24 in.	4 35

	Dozen	
Always Ready—	Black	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS—

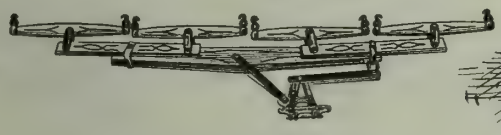
Eze, $62.55 per doz.; Reliance, $73.70 per doz.; Emperor, $105.90. Royal Canadian, $57.95 per doz.

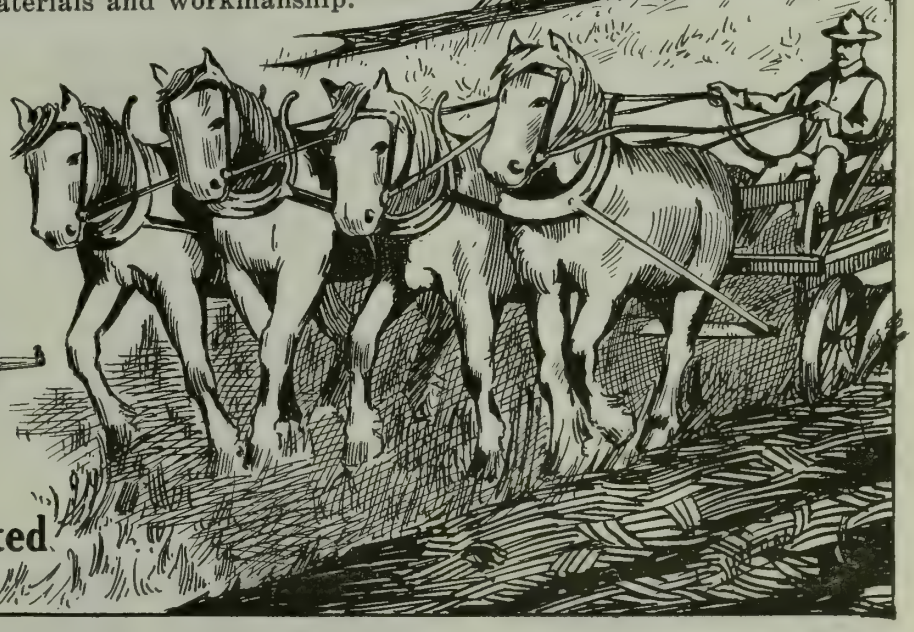
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Send for copy of catalogue describing our full line.

Any jobber in the Canadian West can supply you with Gregg Goods.





Gregg Mfg. Co., Limited

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ROSIN



from the White Gum Forests of the South direct to the Consumer



ROSIN Our Grades conform strictly to Savannah Board of Trade Standard Types.

Car Load prices furnished on application

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LINSEED OIL Pure Gum Spirits. We are direct Importers, and Guarantee Purity. Shipments direct from crushers if desired.

Rosin and Turpentine Stocks Carried in Toronto

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Naval Stores Importers

We solicit the manufacturers' and jobbers' trade only and do not ship in less than barrel lots.

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TURPENTINE

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Air Cocks
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Agricultural Products
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Canada Metal Co., Toronto.
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Louis McLain Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Ware Mfg. Co., Oakville, Ont.

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Remington Arms-Union Metallic Cartridge Co., Windsor.

Asbestos
Canadian Asbestoc Co., Montreal, Que.

Asbestos Pipe Specialties
Canadian Asbestoc Co., Montreal, Que.

Asbestos Pipe Coverings
Canadian Asbestoc Co., Montreal, Que.

Ankle Supports
Owen Sound Steel Press Works, Owen Sound, Ont.

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Auto Accessories Ltd., Winnipeg, Man.
J. E. Beauchamp & Co., Montreal, Que.
Canada Sales Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
North American Hardware Co., Ltd., Montreal.
Prairie Motor Sales Co., Moose Jaw, Sask.
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Boston Varnish Co., Everett Station, Boston, Mass.
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Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
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Gutta Percha & Rubber Ltd., Toronto.
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Line, Kimball Co., Moose Jaw, Sask.
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Northern Electric Co., Ltd., Montreal.
Will B. Lane, Chicago, Ill.
Perfection Sanitary Brush Co., Toronto.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
Kinsinger, Bruce & Co., Niagara Falls, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties Co., Hamilton, Ont.

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Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Carriage Factories, Ltd., Brockville, Ont.
Ford Motor Co. of Canada, Ltd., Ford, Ont.

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Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Foundries & Forgings, Brockville.
Can. Warren Axe & Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

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Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

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Otterville Mfg. Co., Ltd., Otterville, Ont.

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Canadian National Carbon Co., Toronto.
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Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.

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Empire Mfg. Co., London, Ont.

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Jas. Morrison Brass Mfg. Co., Toronto.

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United Brassfounders, Ltd., Manchester, Eng.
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Bibbs, Basin and Bath Cocks, Fuller
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United Brassfounders, Ltd., Manchester, Eng.

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Haddow Brokerage Co., Montreal, Que.

Brass Goods
Haddow Brokerage Co., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
The Penberthy Injector Co., Ltd., Windsor, Ont.
United Brass Founders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham.

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Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Conveyor
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.
Plewes, Ltd., Winnipeg, Man.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
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Baines & Peckover, Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
London Bolt & Hinge Works, London, Ont.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
Northern Bolt & Screw Co., Owen Sound.
Wilkinson & Kompass, Hamilton.

Bolts, Eye
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

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Williams & Co., J. H., Brooklyn, N.Y.

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Canadian Wood Products Co., Toronto, Can.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

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Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

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National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., Ltd., London, Ont.
Safety Door Hanger Co., Hamilton, Ont.
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Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

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J. E. Beauchamp & Co., Montreal.
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Haddow Brokerage Co., Montreal, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

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Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

TRADE PENBERTHY MARK

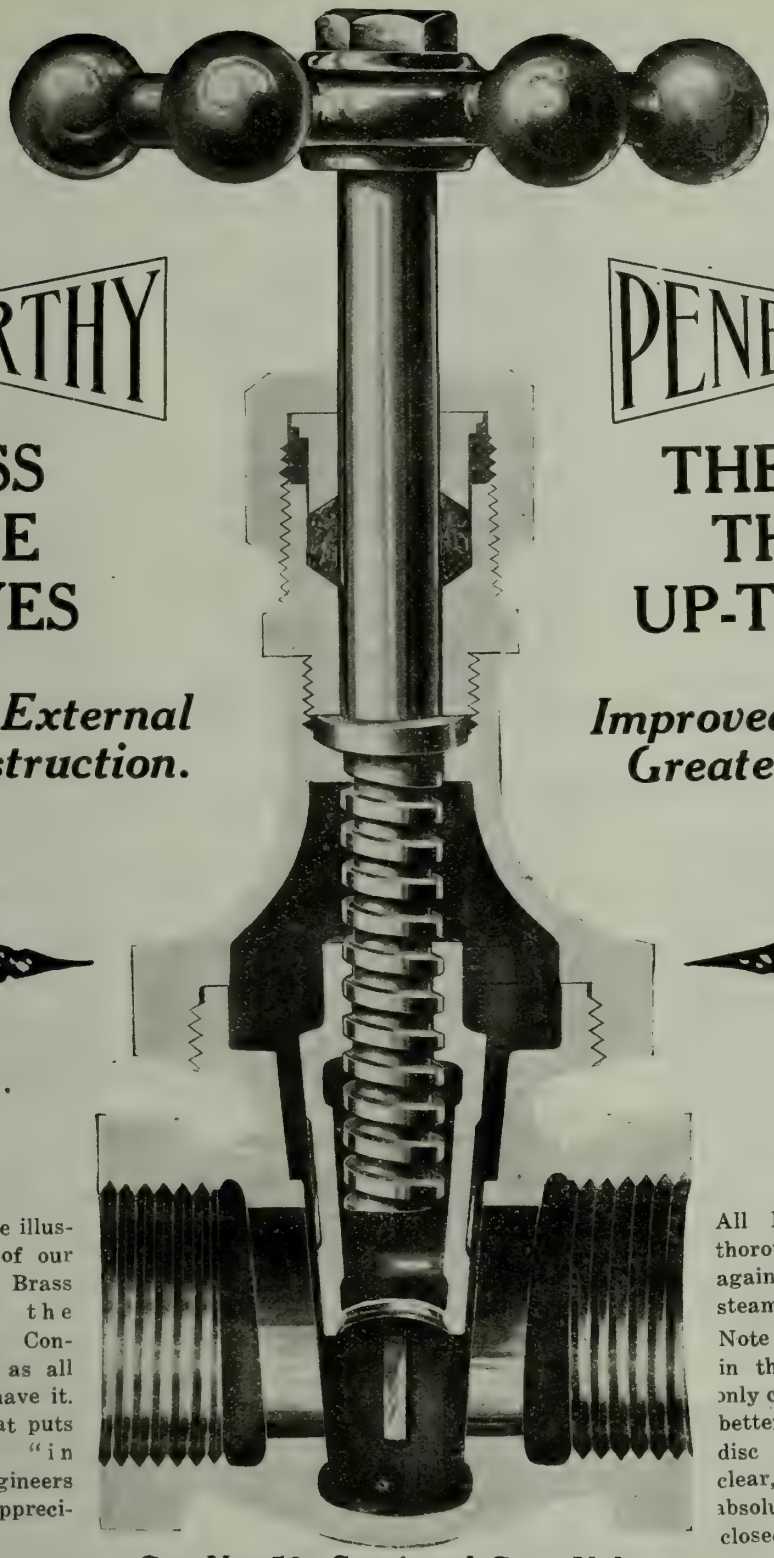
BRASS GATE VALVES

Up-to-Date External Thread Construction.

TRADE PENBERTHY MARK

THE GATE THAT'S UP-TO-DATE

Improved Design with Greater Efficiency



The Gate Valve here illustrated is but one of our many types of Brass Valves possessing the "External Thread Construction" feature, as all Penberthy Valves have it. It's the feature that puts Penberthy Valves "in strong" with engineers everywhere who appreciate a good valve.

All Bonnet threads are thoroughly protected against corrosion from steam and water.

Note the solid-wedge Gate in this valve. It's the only correct method. Much better than the Double-disc type. Allows for a clear, quick opening and is absolutely leak-proof when closed.

Cut No. 567 Sectional Gate Valve

We are pioneers in the manufacture of Brass Goods in Canada. Leading jobbers from coast to coast sell Penberthy Valves. Every valve has the Penberthy Guarantee back of it, and bears the Penberthy Trademark, your proof against substitutes. Our prices are reasonable. If your jobber cannot supply you, write us for information.

PENBERTHY INJECTOR CO., LIMITED

Windsor, Ontario

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Goodell-Pratt Co., Greenfield, Mass.

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Meakins & Sons, Ltd., Hamilton.
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The Rubberset Co., Limited, Toronto.
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Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
A. E. Bregent & Co., Montreal, Que.
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Blowers, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.

Brooms
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

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McKinnon Industries, Ltd., St. Catharines, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
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National Mfg. Co., Sterling, Ill.
Peterboro Lock Mfg. Co., Ltd., Peterboro, Ont.
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Toronto Lock Mfg. Co., Toronto.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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Stratford Brass Co., Ltd., Stratford, Ont.

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Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
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Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
Cannon Oiler Co., Keithsburg, Ill.

Canoes
Canadian Canoe Co., Peterboro, Ont.

Cans for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor

Castings, Brass, Bronze and Aluminum
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Cash Carriers
Gine Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Faultless Caster Co., Evansville, Ind.
Canada Foundries & Forgings, Ltd., Brockville
The Toronto Lock Mfg. Co., Toronto, Ont.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

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Haddow Brokerage Co., Montreal, Que.

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Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

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McKinnon Industries, Ltd., St. Catharines, Ont.

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Wentworth Mfg. Co., Ltd., Hamilton, Ont.

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McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gine-Hazard Store Service Co., Toronto

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Metallic Roofing Co., Ltd., Toronto and Winnipeg.

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Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

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Canadian Veneering Co., Acton Vale, Que.

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L. & I. J. White Co., Buffalo, N.Y.

Chisels, Cape, Cold, etc.
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Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Reliable Churn Co., Toronto, Can.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clocks
Western Clock Co., La Salle, Ill.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont
Williams & Co., J. H., Brooklyn, N.Y.

Clippers
American Shearer Mfg. Co., Nashan, N.H.
Chicago Flexible Shaft Co., Chicago, Ill.

Closets
Wakyte Mfg. Co., Ltd., Winnipeg, Man.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clothes Dryers
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Horses
Canadian Woodenware Co., St. Thomas, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Bails
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Conductor Pipe, Hooks, Heads, etc.
Metallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Empire Mfg. Co., London, Ont.

Connecting Rods
Williams & Co., J. H., Brooklyn, N.Y.

Coopers' Tools
Haddow Brokerage Co., Montreal, Que.

Coping Saws
Thos. Birkett & Son Co., Ltd., Ottawa.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corner Bead, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Cornices, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Cooking Ware
Corning Glass Works, Corning, N.Y.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Crocks, Butter
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Crucibles
Canadian Asbestoc Co., Montreal, Que.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Clyde Cutlery Co., Clyde, N.Y.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers' Sons & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wilkinson Sword Co.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.).

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville.

Dampers, Fire Place
Toronto Lock Mfg. Co., Toronto.

Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Diaphragms Rubber

Dies, Stocks, Etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. Co. of Canada, Galt.

Disinfectants
J. E. Beauchamp & Co., Montreal, Que.

Display Racks and Stands
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

Doors
Sanderson-Harold Co., Ltd., Paris, Ont.

Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Toronto Lock Mfg. Co., Toronto.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.
Toronto Lock Mfg. Co., Toronto.

Doors, Fireproof, Metal
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons, Birmingham, Eng.
The Toronto Lock Mfg. Co., Toronto, Ont.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

Doubletrees
McKinnon Industries, Ltd., St. Catharines, Ont.

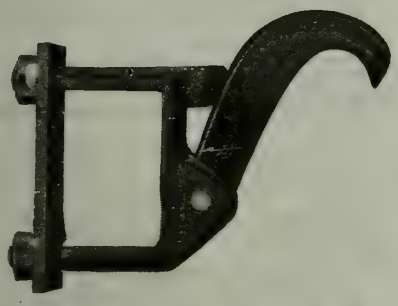
Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drills, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.

HARDWAREMEN!

Here is Something You Can GET and SELL!

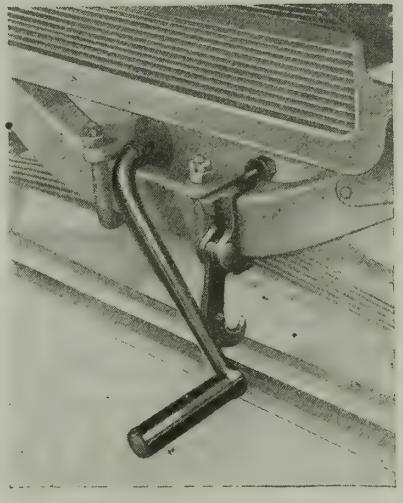


THE exigencies of the times demand greater requirements of the products offered for sale. Nowadays products are valued in accordance with their ability to conserve. Measured by such exactions the device here described proves to be of the greatest intrinsic value. Because it offers absolute safety against back-firing injuries to every Ford owner.

THE KETCH-A-KICK

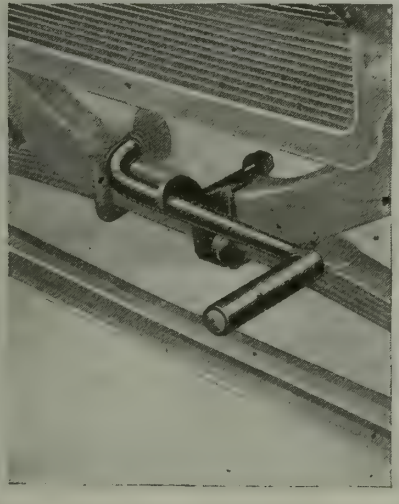
Catches the Crank When Engine Back-Fires

Every time a Ford Engine is cranked you are liable to serious injury—usually a broken arm, which means severe pain, loss of work and loss of money in large doctor bills. The Ketch-a-Kick, a little device as shown in cut,



Eliminates all Possibility of ACCIDENT or INJURY

The Ketch-a-Kick attaches to the cross bar, as shown in the cut at the right. It offers no hindrance to cranking, moving down out of the way as the crank passes over it. As soon as the crank has passed on the downward stroke the hook of the Ketch-a-Kick springs back into position ready to catch the crank in the event back-firing occurs.



The lower cut shows how the crank is caught and held by the hook when a kick-back occurs.

The Ketch-a-Kick is simple, easy to attach, and lasts indefinitely. Hardly noticeable, adds only a few ounces weight, does not rattle. Every Ford owner should have one, and most all owners of Ford Cars will buy one because it

Costs so little

And Ketch-a-Kick offers absolute safety against painful, costly injuries.

Our Big consumer Advertising Campaign starts at once. Get your share of the results. Write us to-day for prices.

ROYAL CANADIAN SPECIALTIES, Hamilton, Canada
(HAMILTON WHIP CO.)

TRESTLER & COOTE, 53 St. Francois-Xavier
MONTREAL, QUE.

THE BUYERS' GUIDE

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drop Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.

Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Factory Products Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.

Electric Fixtures
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man.
Toronto Lock Mfg. Co., Toronto.

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Factory Products Co., Toronto.
A. C. Gilbert Co., New Haven, Conn.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Superior Electrics, Ltd., Pembroke, Ont.
Usona Mfg. Co., Toledo, Ohio.

Electric Supplies
W. H. Banfield & Sons, Ltd., Toronto.

Emery
Dominion Glue & Emery Co., Montreal, Que.

Electrical Toys
A. C. Gilbert Co., New Haven, Conn.

Electro-plating
Toronto Lock Mfg. Co., Toronto.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass.
British America Paint Co., Ltd., Victoria, B.C.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.
E. T. Wright Co., Hamilton, Can.

Engines
Cushman Motor Works, Ltd., Winnipeg, Man.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
DesRochers, Ltd., Montreal, P.Q.

Eveners for 2, 3, 4, 6 and 8 Horses
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
Westwoods, Limited, Winnipeg, Man.

Explosives
Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Garanoque, Ont.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
H. W. Johns-Manville Co., New York.
Northern Electric Co., Montreal.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng.

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

Fenders for Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Can. B. K. Morton Co., Montreal, Toronto.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.
DesRochers, Ltd., Montreal, P.Q.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

Fire Appliances and Liquids
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson Iver Arms & Cycle Works, Fitchburg Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Department Supplies
Canadian Consolidated Rubber Co., Montreal
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fireplace Fixtures
Stover Mfg. & Engine Co., Freeport, Ill.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Scythes & Co., Ltd., Toronto, Ont.

Flag Holders
International Sales Co., Winnipeg, Man.

Flashings, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto

Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Specialties
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont.

Forges, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.

Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.

Forgings, Drop
McKinnon Industries, Ltd., St. Catharines, Ont.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Furnaces
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Merchants Hardware Specialties, Ltd., Calgary,
Record Fdry. & Machine Co., Ltd., Moncton, N.B.
Saunders & Co., Montreal, Que.

Fruit Jars
Dominion Glass Co., Ltd., Montreal.
Walter Woods & Co., Hamilton.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.
Channell Chemical Co., Toronto.

Fuses, Electric, Refillable
The Clemens Electrical Jorporation, Hamilton.

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Flanges for Wheels
McKinnon Industries, Ltd., St. Catharines, Ont.

Flag Holders
J. E. Beauchamp & Co., Montreal.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanizers
McKinnon Industries, Ltd., St. Catharines, Ont.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garden Seats
J. E. Beauchamp & Co., Montreal.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Garages
Metallic Roofing Co., Ltd., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.

Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co. Ltd. Toronto.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass Jars
Dominion Glass Co., Ltd., Montreal.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Non-Poisonous Insecticides

Safety Efficiency Economy

KATAKILLA

The UNIVERSAL INSECTICIDE for use on FRUIT, FLOWERS, and VEGETABLES. A non-poisonous powder, readily soluble in cold water, cheap, efficient and effective.

"KŪR-MANGE"

The approved Insecticide for use on Horses, Cattle, Dogs, etc. A certain cure for Parasitic Mange, Lice and other parasites. As supplied to the British Army.

Agents Wanted

Sole Manufacturers and Patentees:

MacDougall Brothers Ltd.

Port St., Manchester, Eng.

Alex. McArthur & Co., Ltd.

TRADE MARK

82 McGill Street Montreal, Canada

BLACK DIAMOND

TARRED FELTS

and SHEATHINGS

Made at our own Paper Mills.

SAVE COAL

BY USING

BUILDING PAPER



SIMMS SET IN RUBBER

BRUSHES

GUARANTEED

FOR USE IN ANYTHING

Soaked in paint remover or boiled in water, the setting composition in these brushes remains as solid as concrete.

Try this test on some of the OTHER kinds.

Why sell your customer CEMENT-SET brushes or those set in some imaginary SECRET COMPOSITION that won't stand use in alcohol, spirit varnishes, lacquers, paraffine, crude oil, grease, paint removers and a dozen other things, or

A GLUE-SET brush that cannot be used in water, kalsomine, paste, glue sizing, etc., and dries out if carried on the shelves over the season?

Why not sell him a

SIMMS

SET IN RUBBER

Brush and tell him to use it in any old thing? He can drive nails with it if he wants to; he can't harm the setting.

Samples and Prices through our jobbers on request.

T. S. SIMMS & CO.

LIMITED

ST. JOHN (FAIRVILLE), N.B.

THE BUYERS' GUIDE

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
J. H. Williams & Co., Brooklyn, N.Y.

Gauge Glasses, High Pressure
The Strong Machinery & Supply Co., New York, N.Y.

Gauges, Water (Standard Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
The Johnston Brokerage Co., Pittsburgh, Pa.
A. Ramsay, Son & Co., Montreal.
Sanderson-Pearcy Co., Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.

Glue Pots, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Glue, Sheet and Ground
Canada Glue Co., Brantford, Ont.
DesRochers Ltd., Montreal, Que.
Dominion Glue & Emery Co., Montreal, Que.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds
Cushman Motor Works, Ltd., Winnipeg, Man.
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Granary Lining
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Gloves
American Pad & Textile Co., Ltd., Chatham, Ont.
Hamilton-Carhartt Co., Toronto.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Poison
Kill-em-Quick Co., Regina, Sask.
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

Granaries, Portable, Metallic
Pedlar People Ltd., Oshawa, Ont.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Graphites
Canadian Asbestoc Co., Montreal, Que.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Guns
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd., Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Wks., Buffalo, N.Y
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Wks., Buffalo, N.Y
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.

Hames, Steel and Iron
McKinnon Industries, Ltd., St. Catharines, Ont.

Hammocks
Galt Robe Co., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

The Brainerd Mfg. Co., East Rochester, N.Y.

Handles, Chest and Drawer Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hangers, Door
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canada Steel Goods Co., Hamilton, Can.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hangers, Barn Door
Allith Mfg. Co., Ltd., Hamilton, Ont.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Can.
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling Ill.
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Harness
Samuel Trees & Co., Toronto.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
Belleville Hardware Mfg. Co., Belleville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Lyons & Marks, Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling Ill.
North American Hardware Co., Ltd., Montreal Que.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Duluth Show Case Co., Duluth, Minn.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
McKinnon Industries, Ltd., St. Catharines, Ont.

Hatchets
Canada Foundries & Forgings, Ltd., Brockville
Haddow Brokerage Co., Montreal, Que.
Marble Arms & Mfg. Co., Gladstone Mich.
Stover Mfg. & Engine Co., Freeport, Ill.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Electric
Chicago Flexible Shaft Co., Chicago, Ill.
Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.
Superior Electrics, Ltd., Pembroke, Ont.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Stover Mfg. & Engine Co., Freeport, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont
National Mfg. Co., Sterling, Ill.

Hinges, Adjustable Rail
Toronto Lock Mfg. Co., Toronto.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., Ltd., St. Marys, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Plewes Ltd., Winnipeg, Man.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks for Logging Chains
McKinnon Industries, Ltd., St. Catharines, Ont.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hubs for Ford Cars
McKinnon Industries, Ltd., St. Catharines, Ont.

Hub Caps
McKinnon Industries, Ltd., St. Catharines, Ont.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Ingersoll Watches
R. H. Ingersoll & Bro., Montreal, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto
The Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Insecticides
The McDougall Bros., Ltd., Manchester, Eng.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Ironing Boards and Tables
J. E. Beauchamp & Co., Montreal.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Iron, Corrugated
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron and Steel Bars
Baines & Peckover, Toronto.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Bridge & Iron Works, Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.
Royal Iron Mfg. Co., Big Prairie, Ohio.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Jardinieres
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Jugs
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Kalsomine
British America Paint Co., Ltd., Victoria, B.C.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.



Talk No. One Hundred and Eighty

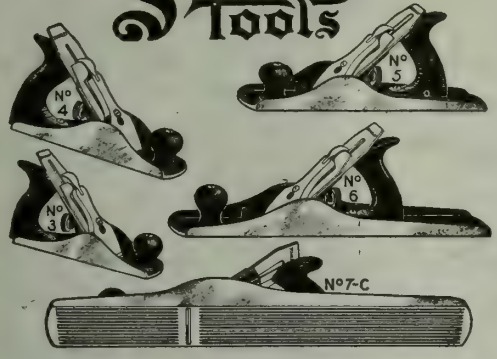
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—TINKER TOM

Look for Talk No. 181 next week

DOMINION SHEET METAL CORPORATION, Limited
HAMILTON, CANADA

Stanley Tools



THE "BAILEY" IRON PLANE has been the STANDARD for over FORTY YEARS and has always maintained the leading position.

We are the sole manufacturers of the "BAILEY" PLANE. Every Plane has the name "BAILEY" and the number cast in the bottom and the name "STANLEY" is stamped on each cutter.

Always insist that your stock consists of Planes made by THE STANLEY RULE & LEVEL CO., which carry with them a GUARANTEE backed by a Company that has been manufacturing Carpenters' and Mechanics' tools for over half a century.

Made in Canada

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NEW BRITAIN, CONN. U.S.A.

Sell Handles that are Most in Demand

STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

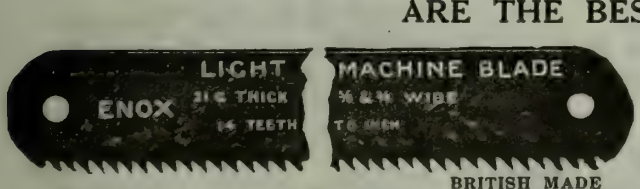
There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

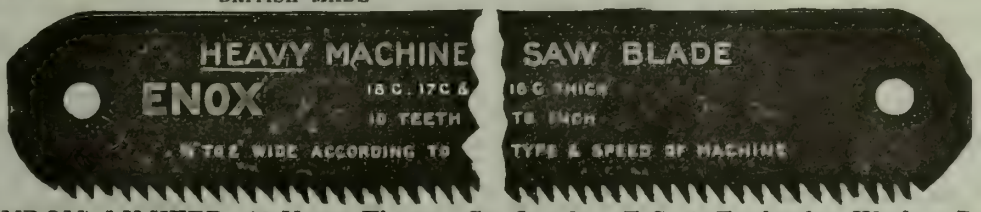
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THE BUYERS' GUIDE

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent
Corning Glass Works. Corning, N.Y.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Draver
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extention, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.
Otterville Mfg. Co., Ltd., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.

Lath, Metallic
Metallic Roofing Co., Toronto and Winnipeg.

Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automhobile
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.
North American Hardware Co., Ltd., Montreal
Vivid Electric Lamp Co., Toronto.

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.
North American Hardware Co., Ltd., Montreal, Q.
Vivid Electric Lamp Co., Toronto.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.
North American Hardware Co., Ltd., Montreal.
Powerlight Co., Winnipeg, Man.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.
Stover Mfg. & Engine Co., Freeport, Ill.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lath, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Lawn Swings
J. E. Beauchamp & Co., Montreal.
Lumber Products Ltd., Winnipeg, Man.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Taylor-Forbes Co., Guelph, Ont.

Lawn Sprinklers
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

Leather Belting and Soles
Plewes Ltd., Winnipeg, Man.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Leather Dashes and Fenders
McKinnon Industries, Ltd., St. Catharines, Ont.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lighting Systems, Store
Benjamin Electric Co., Toronto.

Lighting Fixtures, Store
Benjamin Electric Co., Toronto.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass

Linseed Oil
Brandram-Henderson, Montreal.
Canada Linseed Oil Co., Ltd., Montreal and Toronto.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
Peterboro Lock Mfg. Co., Peterboro, Ont.
Toronto Lock Mfg Co., Toronto, Ont.

Logging Chain Hooks
McKinnon Industries, Ltd., St. Catharines, Ont.

Lugs for Silos
McKinnon Industries, Ltd., St. Catharines, Ont.

Lubricants
Canadian Asbestoc Co., Montreal, Que.

Lubricators (Light-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machinists' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

Malleable Iron Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Malleable for Carriages
McKinnon Industries, Ltd., St. Catharines, Ont.

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

Metallic, Ceilings, Walls, Roofing, Skylights Siding, Cornices, Ventilators, Valley Windows Doors, etc.
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg

Mica
A. G. Martin, Ottawa, Ont.
Mica Co. of Canada, Ltd., Hull, Que.

Menders, Utensils
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
North American Hardware Co., Ltd., Montreal.
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Mirrors
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.
Toronto Lock Mfg. Co., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.

Motor Trucks
Ford Motor Co., Ford Ont.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Neckyokes
McKinnon Industries, Ltd., St. Catharines, Ont.
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Oarlocks
McKinnon Industries, Ltd., St. Catharines, Ont.

Nipples for Radiators
McKinnon Industries, Ltd., St. Catharines, Ont.

Oakum
Canadian Asbestos Co., Toronto, Ont.
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

Oil, Coal
Imperial Oil Co., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal

Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Stains
British America Paint Co., Ltd., Victoria, B.C.

Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal
Sheet Metal Products Co. of Canada, Toronto.

Orange Derinders
J. E. Beauchamp & Co., Montreal.

Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg

Ornaments, Pressed Zinc
Metallic Roofing Co., Toronto and Winnipeg

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
McGregor, Banwell Fence Co., Ltd., Walkerville.

A New Year's Resolution

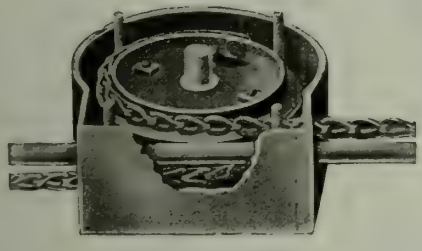


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The NOISELESS is the easiest running dolly-type washing machine on the market. There is not a gear, spring, rack, pinion, fly-wheel or piece of intricate mechanism about it. It washes quickly without effort.

So easy a child can operate it.

Also is moderately priced.



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Winnipeg

THE BUYERS' GUIDE

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Iron and Wire Work
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Canadian Asbestoc Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co.. Toronto.
British America Paint Co., Ltd., Victoria, B.C.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., St. John, N.B.

Paint, Copper
British America Paint Co., Ltd., Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
Walter Woods & Co., Hamilton.

Paper, Wrapping
Walter Woods & Co., Hamilton.

Packing Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Eletric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pickling Machines
Cushman Motor Works, Ltd., Winnipeg, Man.

Piston Rings
The Ever Tight Piston Ring Co., St. Louis, Mo.

Piston Rod Packing
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestoc Co., Montreal, Que.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Ivet Johnson's Arms & Cycle Works, Fitchburg Mass.

Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.

Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal

Pipe, Galvanized, Conductor
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg
Winnipeg Steel Granary Co., Winnipeg.

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto

Planters, Corn
Otterville Mfg. Co., Otterville, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Barcalo Mfg. Co., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Plumbers' Tools
Barcalo Mfg. Co., Buffalo, N.Y.
J. H. Williams & Co., Brooklyn, N.Y.

Planes
Caverhill, Learmont & Co., Montreal
Stanley Rule & Level Co., New Britain, Conn.

Polishes, Auto and Furniture
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo, N.Y.
Channel Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg.

Pony Kars
J. E. Beauchamp & Co., Montreal, Que.

Portable Coal Baskets
Toronto Lock Mfg. Co., Toronto.

Post Hole Diggers
Otterville Mfg. Co., Otterville, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Thos. Birkett & Son Co., Ltd., Ottawa.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.

Powder, Gun
Hercules Powder Co., Delaware.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Aylmer Pump Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
Canada Foundries & Forgings, Brockville
Stover Mfg. & Engine Co., Freeport, Ill.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
Rapid Radiators, Limited, Toronto, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal

Radiolite Watches
R. H. Ingersoll & Bro., Montreal, Que.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto
The Toronto Lock Mfg. Co., Toronto, Ont.

Rakes
Ward & Payne, Sheffield, Eng.

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Sheffield, Eng.

Reamers
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Renfrew Refrigerator Co., Renfrew, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto

Refrigerator Hardware
Toronto Lock Mfg. Co., Toronto.

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Rivets
Parmenter Bulloch Co., Gananoque, Ont.

Roofing, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Roofing, Ready
Bird & Son, Hamilton, Can.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.

Rope
Plymouth Cordage Co., North Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rosin
Fred Smith, Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Saddlery Hardware
McKinnon Industries, Ltd., St. Catharines.

Saws, Crosscut and Band
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Sawset
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Fry's (London), Limited, London, Eng.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Victor Saw Works, Hamilton, Ont.

Siding, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

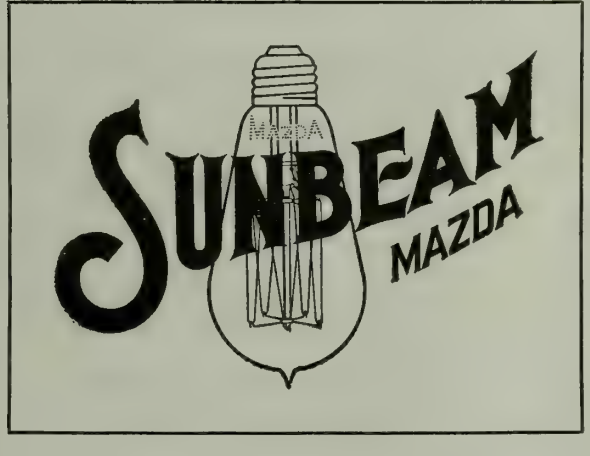
Scales
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Renfrew Machinery Co., Ltd., Renfrew, Ont.

MAZDA
TUNGSTEN LAMPS

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In WAR TIMES, SEPTEMBER 2, 1918, Mazda Prices were Reduced 15%. In times of PEACE AND PREPAREDNESS, we make to-day a further Reduction of 15%.

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November 26th, 1918

THE BUYERS' GUIDE

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.

Saws, Crosscut and Band
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Screen Doors
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Windows
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.
J. E. Beauchamp & Co., Montreal, Que.

Gorden Seats
J. E. Beauchamp & Co., Montreal, Que.

Seats, Fibre
J. E. Beauchamp & Co., Montreal, Que.

Separators
Dominion Sewing Machine & Phonograph Co., Winnipeg, Man.
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
B. & S. H. Thompson, Montreal, Que.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.

Shovels, Snow
J. E. Beauchamp & Co., Montreal, Que.
Thos. Birkett & Son Co., Ltd., Ottawa, Ont.

Shingles, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Shingle Stains
British America Paint Co., Ltd., Victoria, B.C.

Show Cases
Duluth Show Case Co., Duluth, Minn.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Silver Plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Skylights, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Solder
J. E. Beauchamp & Co., Montreal, Que.
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Sleighs
J. E. Beauchamp & Co., Montreal, Que.

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.
Soren Bros., Toronto, Ont.

Soldering Paste
Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

Soot, Destroyer
Canada Witch Co., Ltd.
Moncrieff & Endress, Ltd., Winnipeg, Man.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.

Spark Plugs
Canadian Carbon Co., Ltd., Toronto
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1664 St. Urbain St., Montreal
Hyslop Bros., Toronto
The Lockwood-Ash Motor Co., Jackson, Mich.
Northern Electric Co., Ltd., Toronto
The Royal Canadian Specialties, Hamilton.
Sharp Spark Plug Co., Cleveland, Ohio.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sporting Goods
J. E. Beauchamp & Co., Montreal, Que.

Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg

Stampings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Stoneware
Medalta Stoneware, Ltd., Medicine Hat, Alta.

Store Fixtures
Cameron & Campbell, Toronto.

Stoves
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne, Hamilton, Can.
Canada Foundries & Forgings, Brockville.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Gurney Foundry Co., Toronto
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.
Royal Fireless Cooker Co., Ottawa, Ont.

Stoves and Ranges, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
O-Rib-O Mfg. Co., Winnipeg, Man.
Safety Stove Pipe Co., Ltd., Toronto, Ont.
Sheet Metal Products Co. of Canada, Toronto.

Steel, Cold Rolled Band
J. E. Beauchamp & Co., Montreal, Que.
J. N. Warmington & Co., Montreal, Que.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Mild, Sleigh Shoe, Tire
Baines & Peckover, Toronto, Ont.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton

Steel Wagon Hardware
McKinnon Industries, Ltd., St. [illegible], Ont.

Stays, Friction
Toronto Lock Mfg. Co., Toronto.

STUCCO BOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sweat Pads
American Pad & Textile Co., Chatham
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Tacks
Steel Co. of Canada, Ltd., Hamilton, Ont.

Talking Machines
Dominion Sewing Machine & Phonograph Co., Winnipeg

Tanks, Cistern
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont
R. McDougall Co., Ltd., Galt, Ont.

Tanks, Galvanized Steel
Winnipeg Ceiling & Roofing Co., Winnipeg

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. of Canada, Galt

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Tents
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tiles, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Tiling, Walls and Floor
Barton Netting Co., Windsor

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
Soren Bros., Toronto, Ont.

Tin Plate
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.
North American Hardware Co., Ltd., Montreal, Q

Tires and Tubes, Automobile and Motor Truck
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Vokes Hardware Co., Ltd., Toronto, Ont.
Michelin Tire Co., Milltown, N.J.

Automobile, Aeroplane, Bicycle, Carriage, Motorcycle, and Motor Trucks

Tires and Tubes.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Michelin Tire Co. of Canada, Ltd., Montreal.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Michelin Tire Co. of Canada, Ltd., Montreal.

Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Kribs, Wm. A., Hespeler, Ont.
Carriage Factories, Ltd., Brockville, Ont.

Truck Bodies

National
ELECTRIC

RECONSTRUCTION PERIOD

The past four years have been strenuous and trying ones for everyone. Scarcity of raw material and labor and the fact that most of our plant was utilized for war work seriously handicapped our service to our customers. With it all we have done a bigger business each year and therefore must have given fairly good service under these circumstances.

Now for 1919

We have a bigger plant—bigger stock—bigger line—and better equipment. As for our appliances they have an AA1 Rating.

Our Service Policy will be—Ship from Stock.

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TORONTO CANADA

Why Not Stock Them?

WE are Washing Machine specialists. For twenty years we have been manufacturing home laundry equipment exclusively. Our "1900" Cataract and "1900" Agitator Electric Machines are the best designed Washers on the market. They are mechanically perfect and give wonderful satisfaction.

A liberal profit is allowed on all "1900" Washers and Wringers. Our complete line includes washers that operate by Hand, Water Power, Engine Power and Electric Motor. We also have a full assortment of sizes and grades of superior, beautifully finished hand and power wringers. The profit made by carrying the "1900" line is limited only by the "prospects" within your reach.



"1900" Cataract Electric



"1900" Agitator Electric

Extensively Advertised And the Dealer Gets the Benefit

Every dealer who proves his worth is handed all the inquiries from his territory, resulting from our twice-a-year advertising campaigns.

If, at the present time, you do not carry a line of washing machines, or are looking for "something better," you will profit by writing our "Wholesale Department."

THE "1900" WASHER COMPANY
357 Yonge Street Toronto

THE BUYERS' GUIDE

Truck Supplies
Canadian Pneumatic Tool Co., Ltd., Montreal, Q

Toboggans
J. E. Beauchamp & Co., Montreal, Que.

Tools
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
R. J. Coghlin Co., Ltd., Montreal, Que.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.
Can. Blower & Forge Co., Ltd., The, Kitchener
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tool Cabinets
Eagle Mfg. Co., Hamilton, Ont.

Tools, Garden
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Tools, Logging and Lumbering
Canadian Warren Axe & Tool Co., St. Catharines.
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders
Williams & Co., J. H., Brooklyn, N.Y.

Toys
J. E. Beauchamp & Co., Montreal, Que.
A. C. Gilbert Co., New Haven, Conn.

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Tools, Small
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Towel Bars
Kinsinger Bruce & Co., Niagara Falls, Ont.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
Oneida Community, Ltd., Niagara Falls, Ont
The Veterans Mfg. Co., East Toronto, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Ward & Payne, Sheffield, Eng.

Trucks, Warehouse
Canadian Pneumatic Tool Co., Ltd., Montreal.
Canada Foundries & Forgings, Brockville
Wm. Kribs, Hespeler, Ont.
John Watson Mfg. Co., Ltd., Winnipeg, Man.

Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.

Trying Devices
Cleveland Stone Co., Cleveland, Ohio

Tube Rubber
K. and S. Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps
Canadian Tungsten Lamp Co., Hamilton, Ont.
Canadian Laco-Phillips Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
North American Hardware Co., Ltd., Montreal,
Vivid Electric Lamp Co., Toronto.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Tub Stands, Folding
Otterville Mfg. Co., Otterville, Ont.

Tube Rubber
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tumbler Holders
Kinsinger Bruce & Co., Niagara Falls, Ont.

Tubing, Brass
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto.

Tubing, Steel
Standard Tube & Fence Co., Woodstock

Turpentine
Brown Corporation, Portland, Maine.
Fred Smith, Toronto.

Twines
Consumers Cordage Co., Montreal
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton

Vaccuum Cleaners and Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
National Brass Co., London, Ont.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Standard, Globe, Angle and Check
Canadian Fairbanks-Morse Co., Montreal.
Jenkins Bros., Montreal, Que.
Milwaukee Valve Co., Milwaukee, Wis.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brass Founders, Ltd., Manchester, Eng.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Canadian Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brass Founders, Ltd., Manchester, Eng.

Varnishes—Auto, Caoch, House, Marine
Berry Bros., Walkerville
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
Glidden Varnish Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal, Que.
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son, Montreal
R. C. Jamieson & Co., Montreal
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton

Vehicles, Business
Canada Carriage Factories, Ltd., Brockville, Ont.
Canadian Pneumatic Tool Co., Ltd., Montreal, Q
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Veneer Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Ventillators, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg

Vises
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn
Stover Mfg. & Engine Co., Freeport, Ill.

Vises, Chain Pipe
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
Adamson Mfg. Co., Hamilton
Northern Electric Co., Montreal
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Gregg Mfg. Co., Ltd., Winnipeg, Man.

WALLBOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Wall Finish
British America Paint Co., Ltd., Victoria, B.C.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
Beauchamp & Co., J. E., Montreal, Que.
DesRochers, Ltd., Montreal, P.Q.
C. Kloepfer, Ltd., Toronto
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
The Toronto Lock Mfg. Co., Toronto, Ont.
Otterville Mfg. Co., Otterville, Ont.
Wilkinson & Kompass, Hamilton

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa
Cushman Motor Works, Ltd., Winnipeg, Man.
Dowswell, Lees & Co., Hamilton.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Ltd., Toronto.
Kribs, Wm., Hespeler, Ont.
Maytag Co., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Nineteen Hundred Washer Co., Toronto, Ont.
Northern Electric Co., Montreal
John Watson Mfg. Co., Winnipeg, Man.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
E. Pullan Waste & Wipers Co., Toronto.
Scythes & Co., Ltd., Toronto
Wilkinson & Kompass, Hamilton

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Wash Tubs
E. B. Eddy & Co., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Watches
R. H. Ingersoll & Bro., Montreal, Que.

Watch Specialties
R. H. Ingersoll & Bro., Montreal, Que.

Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canadian Warren Axe & Tool Co., St. Catharines, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto
Spramotor Co., London, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheelbarrows
Erie Iron Works, Ltd., St. Thomas, Ont.

Wheels, Well
J. E. Beauchamp & Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whips
J. E. Beauchamp & Co., Montreal, Que.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Wholesale Hardware
Thos. Birkett & Co., Ottawa, Ont.
Caverhill, Learmont & Co., Montreal
J. E. Beauchamp & Co., Montreal.
Frothingham & Workman, Montreal
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal
Merrick Anderson Co., Winnipeg, Man.
Miller-Morse Co., Winnipeg, Man.
Morrison Blackwood Hardware Ltd., Moose Jaw, Sask.
Rice, Lewis & Sons, Ltd., Toronto
White's, Ltd., Collingwood, Ont.
Vokes Hardware Co., Ltd., Toronto, Ont.

Windshield Cleaner
The Outlook Co., Cleveland, Ohio.

White Lead
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
McArthur Irwin, Montreal

Windows and Doors, Kalameined and Metal
Metallic Roofing Co., Toronto and Winnipeg

Wipers
Scythes & Co., Ltd., Toronto, Ont.
E. Pullan Waste & Wipers Co., Toronto.

Wire Cloth
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton

Wire
Canadian Tube & Iron Co., Ltd., Montreal
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal
B. Greening Wire Cloth Co., Ltd., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Montreal
Northern Bolt Screw & Wire Co., Owen Sound
Steel Co. of Canada, Hamilton
Western Wire & Nail Co., London

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wrapping Paper
Alex. McArthur & Co., Montreal, Que.

Wrenches and Accessories
Barcalo Mfg. Co., Buffalo, N.Y.
Can. Foundries & Forgings, Ltd., Brockville, On
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill.
Plewes Ltd., Winnipeg, Man.
J. H. Williams Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Wrench Sets
Williams & Co., J. H., Brooklyn, N.Y.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
Spielman Agencies, Montreal

Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal

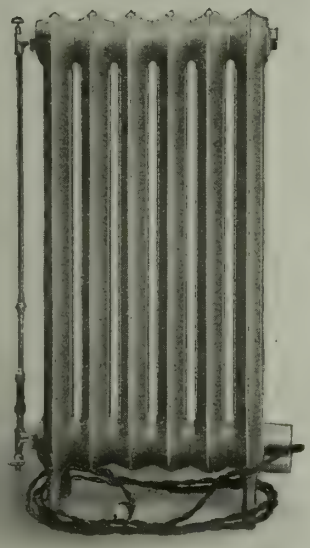
Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal

Wringers, Hand and Power
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal
Connor & Son, Ltd., J. H., Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
Kribs, Wm. A., Hespeler, Ont.
Nineteen Hundred Washer Co., Inc., Toronto, Ont.
Lewis Bros., Ltd., Montreal
Merchants Hardware Specialties, Ltd., Calgary Alta.
White Mop Wringer Co., Fultonville, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto

Zinc, Sheet
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Electric Steam Radiators



Each radiator independent, complete with glass leg rests, extension cord and plug, etc. The radiator generates steam heat, and is healthy and economical.

Our radiators give the heat and are indispensable for sick rooms, fall and spring use, as a complement to present heating system, garages, temporary heating, etc.

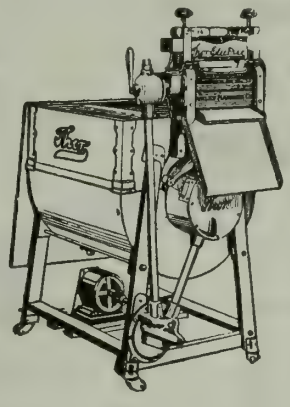
Rapid Radiators will satisfy your customers. Write us for full information and terms.

Rapid Radiators Limited,
196 KING Street West
TORONTO
PHONE ADEL. 2523
"Complete Satisfaction Our Constant Aim"

Start the New Year Right!

This year—promote prestige, profits and household economy with the THOR.

When a dependable product and a good dealer link up—backed by a reliable organization, Big Business is the ultimate result. The success of THOR dealers is proof.



Hurley Machine Company, Ltd.
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TORONTO

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

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Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
PEMBROKE - - - - - ONTARIO



It's a Pink anyway you take it.

HARDWARE

HEAVY AND SHELF

METALS

OF ALL DESCRIPTIONS



H.R.S & Co.

LOOK FOR THE FLAG AND CROWN MARK

HENRY ROGERS, SONS & CO., LTD.
Established 112 Years
WOLVERHAMPTON, ENGLAND.



J.E.B. Quality Co.

deal Veneer Chair Seats

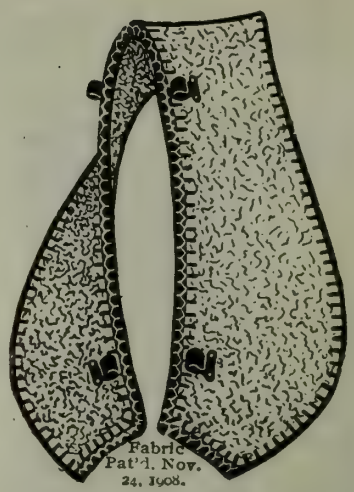
Of all sizes and styles. Write for our Catalogue A.

J. E. Beauchamp & Co., Montreal
Agents at Vancouver, Winnipeg, Toronto, Quebec, St. John, New York

HORSE SENSE!

On every hand we hear this expression used. Not in every case does it have a direct connection with horses. Man is said not to possess even the sense of a horse at times.

Many horse-owners fail to realize the needs of their horses. It's false economy—saving the price of necessary equipment to keep a horse in good working condition. You do the sensible, sane and logical thing when you recommend to your customers



TRADE MARK Ventiplex PADS

VENTIPLEX COLLAR PADS, HOUSING AND SADDLE BLANKETS cure and prevent Gall Sores and are a necessity to the welfare of every horse in your community.

Sweat Pads

Increase your sales by boosting this quality line. Guaranteed to give absolute satisfaction. Include **Ventiplex** in your next order.

Made of a patented fabric—very durable and easily washed. Retain their shape and comfort qualities, no matter how often washed. Will not bunch up under the saddle or collar.

Burlington Windsor Blanket Company, Ltd.

793 King West, TORONTO

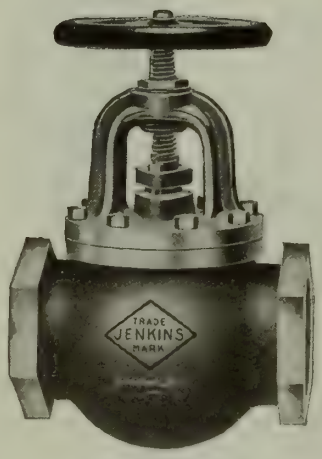


FIG. 141

JENKINS BROS.

Standard Pattern Iron Body Globe Valve Screwed with Yoke.

For use under steam service there are no valves quite as satisfactory as

JENKINS BROS.

Globe and Angle Valves

Fitted with Jenkins' No. 119 Discs

The composition of the disc is very hard, but becomes tough and flexible in service when under steam pressure.

It shows remarkable freedom from cracking and flaking and unrivalled durability in working steam pressures up to 150 pounds.

Write for Catalogue No. 8.

103 St. Remi St. JENKINS BROS., Limited MONTREAL

6 GREAT QUEEN STREET, KINGSWAY, LONDON, W.C. 2, ENGLAND


No. 1006


No. 1060


No. 4

THE BRAINERD LINE

QUALITY SERVICE

BRASS — BRONZE — STEEL

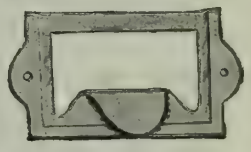
HARDWARE

Hinges
Hasps—Knobs
Corners—Handles
Straps—Brackets—Pulls
Catches—Locks—Levers—Fasteners
Cleats—Cabin Hooks—Coat and Hat Hooks
Key Checks—Washers—Escutcheons—Bolts
Card Holders—Flush Rings—Mirror Plates—Staples—Padlock Eyes


No. 840
CUTS REDUCED


No. 965


No. 992


No. 745

THE BRAINERD MFG. CO., EAST ROCHESTER, N.Y., U.S.A.

SHARRATT & NEWTH

43-44 PERCIVAL ST., LONDON, E.C. 1

Glaziers Diamonds of All Descriptions

To be obtained from Dealers in Glass, Hardware and Painters Supplies.

Our Popular Pattern with Rack for Breaking off Glass
Used Everywhere

Quality—*The Best*

Established Over 100 Years



Write to us for Illustrated CATALOGUE of every tool required for GLASS CUTTING or to our

Agents: A. Ramsay & Son Co., Montreal

PARLIAMENT BUILDING, OTTAWA

Tenders Wanted for "Register Faces and Grilles"

SEALED TENDERS will be received by the undersigned until **noon, January 9, 1919,** for the Register Faces and Grilles required in the construction of the above building.

All tenders to be based on the manufacture, supply and delivery complete of the Register Faces and Grilles as shown and described by the plans, specifications and schedule.

The work of this contract shall be proceeded with immediately upon the signing of the same and continued as may be directed and in such a manner as to ensure the completion thereof by **March 31, 1919.**

Plans, specifications, and any other information required can be obtained at the office of the General Contractors, P. Lyall & Sons Construction Company, Limited, Ottawa.

Each tender must be accompanied by an accepted cheque on a chartered bank, payable to the order of the Minister of Public Works, for a sum not less than five per cent. (5%) of the amount of the tender, which will be forfeited if the parties tendering decline to enter into a contract when called upon to do so. If the tender is not accepted the cheque will be returned. If the tender is accepted an additional cheque for a sum equivalent to five per cent. (5%) of the tender must be deposited before the contract is signed. The total security will be forfeited if the contractor fails to complete work contracted for.

Payments for material will be made monthly.

The lowest or any tender not necessarily accepted.

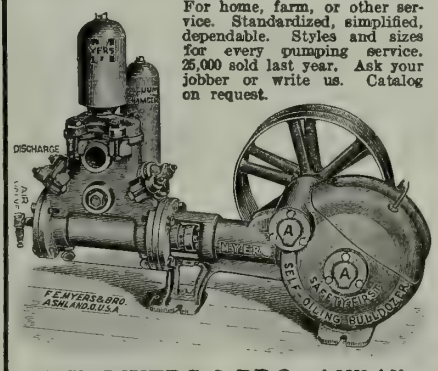
Envelopes containing tenders to be marked: "Tender for Register Faces and Grilles," and addressed to the undersigned.

JOHN A. PEARSON, Architect.
J. O. MARCHAND, Associate.

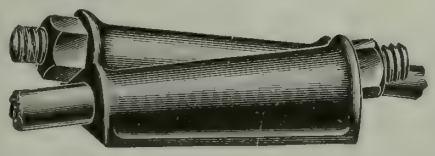
Centre Block, Parliament Hill,
Ottawa.

MYERS POWER PUMPS

For home, farm, or other service. Standardized, simplified, dependable. Styles and sizes for every pumping service. 25,000 sold last year. Ask your jobber or write us. Catalog on request.



F. E. MYERS & BRO., ASHLAND OHIO



Malleable Iron Lugs

SILOS TANKS
WOOD PIPE LINES

Variety of patterns, using round and flat bands.

Otterville Manufacturing Co.
LIMITED
OTTERVILLE, ONT.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

"WELLINGTON"

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

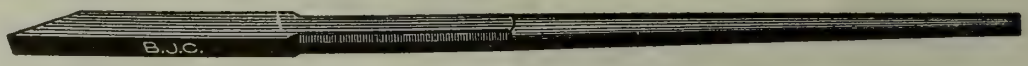
Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

AGENTS:
Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid Street, Winnipeg.

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED

Manufacturers of all kinds of Building Paper, Pitch and Coal Tar

MONTREAL



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for Machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.

WE EXTEND TO OUR MANY CUSTOMERS

THE SEASON'S GREETINGS

May the Incoming Year Bring Continued Health, Happiness and Prosperity to All.

Yours Sincerely

J. J. TURNER & SONS, LIMITED, - PETERBOROUGH, ONTARIO, CANADA

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

When Writing to Advertisers Kindly Mention this Paper.

MAKING BAR IRON

Wrought Iron is Worked Iron, therefore the more the Iron is worked, the better the quality.

LONDON BAR IRON

is worked thoroughly with **one object** in view

The Quality the Consumer Requires

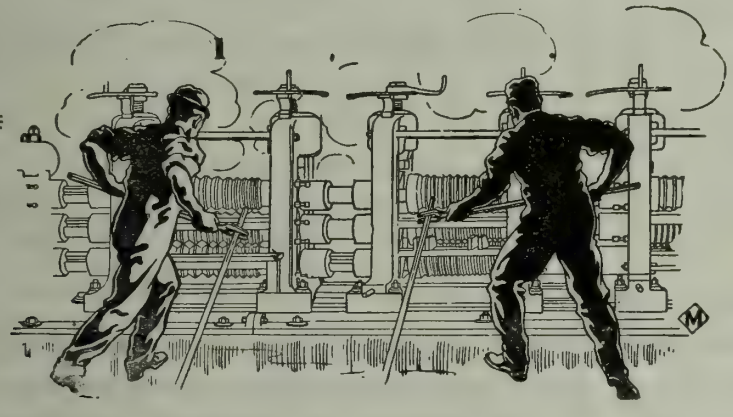
Drop us a line for full particulars and prices.

Manitoba---Bissett & Webb, Winnipeg

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LONDON ROLLING MILL CO., Ltd.

LONDON, CANADA



OWL METALS



Hardware Dealers who at one time hesitated on the Babbitt Metal question now find that Owl Metals pay the rent. Try selling Owl Traction Babbitt for Tractors. Owl Babbitt Metal for Thrashers.

OWL METAL CO., LIMITED, WINNIPEG

The INFALLIBLE GLAZIER'S DIAMOND

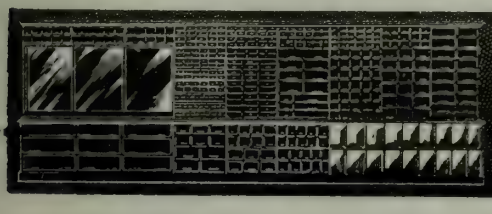
Just the Tool for Inexperienced Glass Cutters



MADE BY

A. SHAW & SON, London, England.

Hale Brothers, Canadian Agents, 3 St. Nicholas St., MONTREAL



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top-notch. Prices right.

CAMERON & CAMPBELL Sole Manufacturers

Toronto, Canada

The Financial Post on Activity in Canadian Industry

"FOLLOWING the reorganization of the Canadian Manufacturers' Association there are indications of a new era of activity, to commence with the opening of another year, under the general managership of J. E. Walsh. Already constructive steps are being taken towards the arrangement of a comprehensive program to deal with such problems as standardization of output, export marketing and attendant financing, relations of capital and labor, social welfare in industry, rail and water transportation, inland and overseas, informing of the public, etc. The opportunities are great and the time ripe for action along the right lines to put Canadian manufacturing in its rightful place in relation to national prosperity and to strengthen that position by developing export trade which will bring the highest possible return for those natural resources and products which represent our greatest assets."

Besides the important article of which above is the opening paragraph,

THE POST

THIS WEEK CONTAINS:

How Marconi Has Weathered War Conditions.
Southern Power Higher Earnings—Wider Field.
Trade Total Less for Current Year
Developments in Railway Affairs of Hamilton Co.
Uniform Laws Would Be Boon to the West.
Big Export Order for Canadian Paper.
Bank of Ottawa Aided the Nation.
Selling Safety Deposit Boxes to Customers.
The Skidmore Affair (Editorial).
Need for Tariff Commission (Editorial).
Bond Market Has Christmas Lull This Week.
Will Exchange $50 Bond Lots to Uphold Price.
Thrift Organized in Quebec Province.
Money Bylaws More Numerous This January.
Sir Thomas White's Taxation Offer Criticized.
Various Plans Advocated to Stop Fire Waste.
Insurance Tendencies Discussed by Supt. Finlayson.
Important Property Transfers Made in Montreal.
House Shortage Declared to be Only Temporary.
Bank of Commerce Plays Big Part in Foreign Trade.
Bank of Toronto Increased Profit, and Its Service.

Above mentioned are a few of the more important contents of this issue of THE FINANCIAL POST. Send a subscription to THE POST and note its business value to you. Use this form in sending subscription which is $3.00 per year.

The MacLean Publishing Co.,
153 University Ave., Toronto.

Send me THE FINANCIAL POST every week till further ordered. I will pay subscription price $3.00 per year on receipt of bill or you may draw on me for this.

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H.&M.

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WHY have our sales increased 200% over last year?

BECAUSE our prices, quality equal, are 10% lower than others

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Colored---1B, 1A, 7, 1, 5

White---Jap, XC, X, XX, XXX

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482 WELLINGTON ST. W., TORONTO
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C. KLOEPFER, LIMITED
Edward Halloran, General Manager
44-50 Wellington St. East, TORONTO
Factory at Guelph, Ont.

We solicit your enquiries on—

IRON and STEEL

CARRIAGE HARDWARE and AUTOMOBILE ACCESSORIES
BLACKSMITHS' HARDWARE and SUPPLIES, Etc.

Prompt attention and quick delivery assured.

BUR-NOR HATCHETS
WITH STEEL HANDLES

A Handle that doesn't break.
A Blade that keeps its temper.

15 Different Styles.

Make inquiries to-day about it.

BURGESS-NORTON MFG. CO.
GENEVA, ILL.

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JOHNSTON BROKERAGE COMPANY
WINDOW GLASS

Selling numerous Standard Brands.
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Also 29 oz., 32 oz., 34 oz. and 39 oz.

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GOOD PACKAGES AND QUALITY

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Canadian Agents: Joseph Taylor & Son, 53 Yonge St., Toronto, Ont

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IRON AND STEEL
HEAVY HARDWARE
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WE SHIP PROMPTLY

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PRODUCERS OF ALUMINIUM IN ALL COMMERCIAL FORMS

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Eastern Agents: Spielmann Agencies Montreal

Look for the full name

Russell Jennings

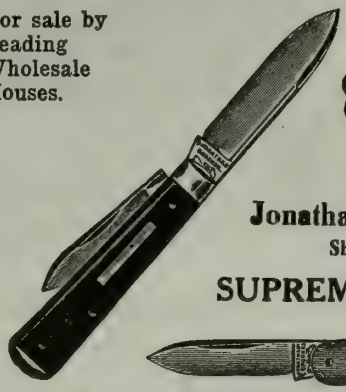
stamped on the round of our

Auger Bits

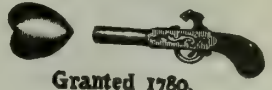
The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.
CHESTER, CONN., U.S.A.

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY



ELEY BROTHERS, LTD.

specialize in the manufacture of the following articles at the lowest prices:

SHAVING STICK CASES

OVAL AND ROUND TOPS
for Powder Tins, Cruets, Dredgers, etc.

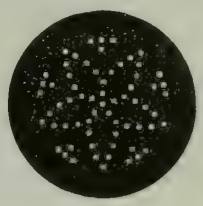
METAL BOXES
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PENCIL FITTINGS
in any of the following metals: Brass, Copper, or White-metal (nickel or silver plated), Aluminium and Jewellers' Metal (Tombac.)

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Chair Seats---In Three Ply Veneer Staple Patterns



Every C.V.C. chair seat is made of best material, well glued, nicely formed and carefully bored; corners of seats well rounded, edges smoothed, sand-papered and finished with real church pew varnish.

Ask for samples, and compare with any other make.

Canadian Veneering Co. Inc.
Acton Vale, Quebec.
Distributors: Richardson & Bureau 55 St. Francois-Xavier St. Montreal

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our
CUTLERY
By seeing that thi exact mark is on each blade



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James Hutton & Company
MONTREAL



The Real Ankle Support That Makes Others Look Like Imitations

Sell Perfection Ankle Supports—the only sure and comfortable ankle support on the market.

Made from the best quality of steel, and is so devised that by means of a hinge and sliding attachment the ankles may bend forward or backward, but simply can not bend sideways.

You'll sell more skates this winter as well as supports if you handle this line.

Write us for prices.

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Get Ready for Official Peace Celebration

All Wool Bunting **FLAGS** *Write for Prices*

OF ALL NATIONS NOW IN STOCK

FINNIE & MURRAY, LTD.
WINNIPEG, MANITOBA
Manufacturers of Tents and all Canvas Goods

SHEET STEEL

1/8" x 48" x 120"
129a 48" x 84"

Small Surplus Stock.
Immediate Delivery.
Attractive Price.

Climax Baler Co.
Hamilton, Ontario



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Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

METAL STAMPINGS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

STERLING

Hack Saw Blades and Machines

Manufactured by

Diamond Saw & Stamping Works
BUFFALO, N.Y.

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All sizes of Clear Mica in stock for immediate shipment.

Price List on Application

Mica Company of Canada, Limited
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Allen Non-Acid Sodering Stick

is a quick-seller and a sure repeater.
Put our striking display carton on your counter, and watch it pile up these profitable 10-cent sales.
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A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST NEW YORK



TRADE SAWYER MARK Registered

STITCHED CANVAS BELTS

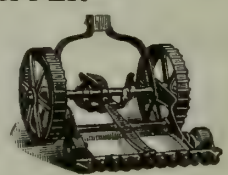
"THE QUALITY BELT"

PLEWES LIMITED, Distributors, WINNIPEG

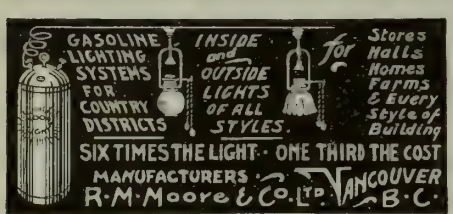
A good concern to do business with

THE CLIPPER

There are three things that destroy your lawn: Dandelions, Buck Plantain and Crab Grass. In one season the Clipper will drive them all out. All dealers should investigate selling possibilities. Drop us a line and we will send circular and prices.



CLIPPER LAWN MOWER CO., Dixon, Ill.





NORCROSS
Garden Cultivator-hoe

"Used the World Over"
Send for Catalog

C.S. Norcross & Sons, Bushnell, Ill.

TENTS, AWNINGS

FLAGS ALL SIZES, ALL KINDS

Lumbermen's, Sportsmen's, Hunters' and Campers' Complete Outfits.
Clothing, Footwear, Supplies and Accessories.

Send Postcard for Catalogue

GRANT, HOLDEN, GRAHAM LTD.
OTTAWA, CANADA

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

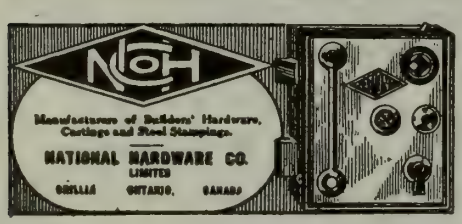
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



STOVE & ELECTRICAL
MICA

Stove mica in assorted sizes for the trade

A. G. MARTIN
234-236 Besserer St.
OTTAWA, ONT.





A. H. FRASER

Representing Manufacturers of

Hardware and Auto Accessories in Western Canada

1150 Homer St. VANCOUVER, B.C.

BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

English firm of Engineers with good connections with the Paper, Cotton and Dyeing Trades is prepared to undertake the manufacture of any Special machines, accessories or tools, preferably those suited for these trades. Head Office in Manchester. Write Box 189, Sells, Ltd., 168 Fleet Street, London, England.

GLUE

For all purposes, none better made, all qualities. Send for list prices and samples.

DOMINION GLUE & EMERY CO.,
268 Centre St., Montreal.

Wanted

FOR SALE

THE NELSON HARDWARE BUSINESS IN Windsor, Ontario, is for sale. The death of Mr. A. E. Lech, the recent owner, necessitates this move. The store has the best stand and business in the city. The stock is clean and well bought, and is in splendid condition. With fixtures added it will now inventory about $40,000 to $45,000. It is a golden opportunity to make money. The right man can buy it right, and on favorable terms. Address M. C. Lech, Giles Avenue, Windsor, Ont.

FRUIT FARM IN THE NIAGARA DISTRICT, situated about ten miles from Hamilton, on Lake Ontario. Close to trolley line and G.T.R. station, school, church, bank and post office. Modern house and out buildings. Good bathing beach. Will sell or exchange for live hardware business. Box 151, Hardware and Metal.

MISCELLANEOUS

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

STOVE REPAIRS FOR GARLANDS, PEN Esthers, Acmes, Sunlights, Silver Kings, Souvenirs, Welcomes, Crown Hurons, Peninsulars, Jewels, Pandoras, Favorites, Imperial Oxfords, and all kinds of Ranges and Heaters. Write for list and prices. Grundy Bros., Strathroy.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fensome hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis Fensome Elevator Co., Toronto.

POSITIONS WANTED

HARDWARE TRAVELLER RECENTLY DISCharged from army, open for engagement. References. Box 145, Hardware and Metal.

YOUNG HARDWAREMAN DESIRES POSITION as manager Western hardware store. Six years' experience. Good references. Box 150, Hardware and Metal.

A GOOD SALESMAN—AN EXPERIENCED hardware clerk wanting position in Saskatchewan or British Columbia will start the first of the year. Box 138, Hardware and Metal.

YOUNG HARDWARE MAN WITH TEN years' experience wants position in retail hardware. References furnished. J. P. Crozier, 56 Highview Crescent, Toronto.

YOUNG MAN WISHES POSITION AS HARDware clerk, wholesale or retail, experience in both. Western location preferred. Box 155, Hardware and Metal.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.
Victoria, B.C.	Sydney, N.S.

Reputation gained by long years of vigorous, conscientious and successful work.

Thomas C. Irving, General Manager Western Canada

TORONTO

Say You Saw It In Hardware and Metal



FIRST AID IN THE KITCHEN

Tell your customers about Vol-Peek. Tell them how easy the mending of leaky pots, pans, etc., becomes when Vol-Peek is used. No tools necessary. And the mended vessel is ready for use in two minutes or less. Vol-Peek is put up in very attractive display cartons. Your wholesaler can supply you.

H. NAGLE & CO., BOX 2024, MONTREAL.

VOL-PEEK

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

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Whittall Cans

For

Meats, Vegetables, Milk, Syrups, Fish, Paint, Etc.

PACKERS' CANS

Open Top Sanitary Cans and Standard Packer Cans with Solder Hemmed Caps.

A. R. Whittall Can Company, Ltd.

MONTREAL

Established 1888



The Year 1919 will be the Greatest Paint Consuming Year in History

With peace assured, construction work, which has been at a standstill for some time, will be revived. Home-owners who have put off painting during war times will now be ready to use paint. Good paint, with an established reputation for high quality, will be in greatest demand.

MARTIN-SENOUR PAINTS AND VARNISHES

MADE IN CANADA—SOLD ON MERIT

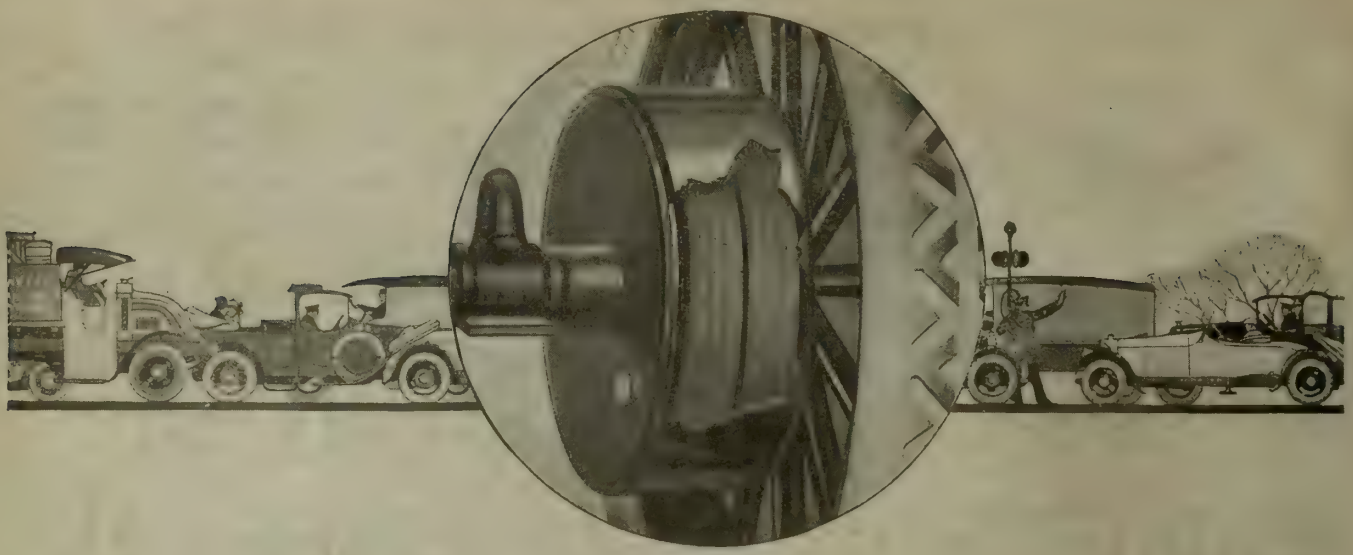
are known throughout the length and breadth of Canada — through years of service they have established a reputation for *High Quality* that is second to none. The merchant, therefore, who carries in stock the Martin-Senour full line will be in the best position to take care of this increased business.

The Martin-Senour publicity campaign for the coming year will be on a larger scale than ever before and will include newspaper and magazine advertising, mailing campaigns direct to consumer, poster showings, painted bulletins together with many selling helps in the way of window trims, show cards, outdoor signs, etc., that are very helpful to the dealer.

If you are not already with us, drop a line at once for full particulars. Do it now.

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
WINNIPEG VANCOUVER MONTREAL TORONTO HALIFAX

PIONEERS OF PURE PAINT



12,000,000 brake bands

Why your brake lining business will be bigger in 1919 than ever before

THE coming year will be the biggest year ever known for the sale of brake lining. According to offical registration figures there will be approximately 6,000,000 passenger cars and trucks in service which have been run at least one season. The brake linings of these cars are worn and the owners of every single one of them is a prospect for new brake lining. Altogether 65 million feet of brake lining will be needed.

Here is an opportunity for you to increase your business. Make these winter months, ordinarily so dull, pay you a profit. Get a list of the cars in your territory. Go after the owners hard this month and persuade them to have their brakes relined before the season opens.

We are backing up your efforts by starting our big spring advertising drive in all the leading publications. We are convincing these 6,000,000 owners of the need of new brake lining and the value of Thermoid We are showing them the difference be tween Thermoid Hydraulic Compressed Brake Lining and the ordinary woven kind.

Start right away to get your share of this big market. Recommend Thermoid Hydraulic Compressed Brake Lining to every customer. Thermoid will build good-will for you by giving your customers longer, surer service.

Every foot of Thermoid which you put on is backed by ***our Guarantee: Thermoid will make good—or WE WILL.***

Thermoid Brake Inspection Chart

At speed of	A car should stop in
10 miles per hr.	9.2 ft.
15 " " "	20.8 "
20 " " "	37 "
25 " " "	58 "
30 " " "	83.3 "
35 " " "	104 "
40 " " "	148 "
50 " " "	231 "

Will your car do this?

Thermoid Rubber Company

Factory and Main Offices: Trenton, N.J.

Factory Branches:
New York Chicago San Francisco Detroit
Los Angeles Philadelphia Pittsburgh
Boston London Paris Turin

Canadian Distributors:
The Canadian Fairbanks-Morse Company
Limited, Montreal

Branches in all principal Canadian Cities



Makers of "Thermoid Crolide Compound Casings" and "Thermoid-Hardy Universal Joints"

HARDWARE AND METAL

Vol. XXXI
No. 2

PUBLISHED EVERY SATURDAY SINCE 1888

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

January 11
1919





THERE'S always plenty of use for a handy, reliable Remington UMC .22 Rifle and metallics about every house. Small game and good sport at the targets is always available. Suppose you make a display and see the business it will pull. Another thing—many an old-timer broke into the shooting game with Remington UMC .22's—they'll take as keen an interest in it as the boys, and probably help many a boy to an outfit. We can send you some nice window material.



Remington U.M.C. of Canada, Limited
WINDSOR, ONT.



Face the New Year With Confidence

As a Hardware merchant, you must look forward hopefully to 1919 business.

Some of the restrictions which have hampered you so badly during the war period have already been removed—others are about to be rescinded. Before the close of 1919 it is almost certain that your buying and selling will be quite untramelled by "Orders-in-Council."

The War's insatiable greed for steel is past. The products of the mines and blast furnaces will go into the manufacture of merchandise—such goods as you have not been able to buy satisfactorily for months past.

Then, consider the demand for hardware that has been accumulating during these war years. Much necessary building has been deferred, on account of the scarcity of labor and material. It will go on now, and every new building erected or old one repaired means more business for you.

Altogether, dealers in hardware have every reason to feel confident of the immediate future. But your own confidence should be passed on to others. In the weeks to come see that your store radiates hope and cheer. Train every member of your staff to take all possible opportunities of "cheering up" your customers and generating in them the same confidence that you yourself possess.

You know what the effect would be if half a dozen friends in succession told a healthy man that he looked sick? In a short time he would really **be** sick.

You know the effect on business if a few retailers made it a point to talk to their customers in a doleful strain about the unsettled condition of Russia? That would help to unsettle conditions right here in Canada.

It is your plain duty to speak confidently of the future. Do not let up in your selling efforts, but rather redouble them, because it is becoming easier for you to keep up your stock.

And do not forget that every customer you have is using or should be using

O-Cedar Polish

Every time your front door opens or your phone rings, there is a chance for you to sell O-Cedar. There's good money in every sale, so do not let any of this business get away from you.

Order from your jobber

CHANNELL CHEMICAL CO., LIMITED
369 Sorauren Ave., Toronto



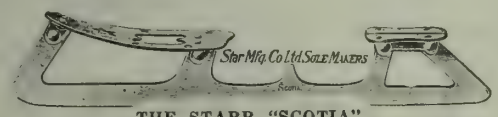
RICE LEWIS & SON LIMITED TORONTO

HARDWARE

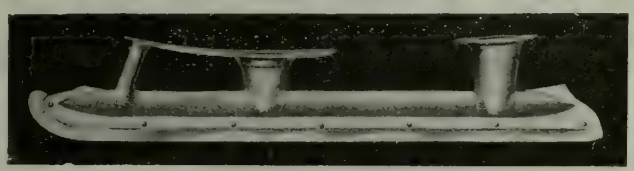
ESTD 1847

From Sporting Goods Department

With the thermometer crawling toward the zero mark, the skating starting in earnest, snow-shoeing and skiing parties becoming conspicuous, the time is ripe to get your winter sporting goods right out in front—show them, advertise them, push them.



THE STARR "SCOTIA"



DUNN'S TUBE



THE STARR "ACADIA"



THE STARR "VELOX"

SKATES

HOCKEY, RACING, FANCY

We carry a very complete stock of all kinds of skates in most of the better makes. We can give prompt shipment. Sort up your stock to-day. We also carry a stock of

Shin Pads, Ankle Supports, Skate Straps, Snow Shoes, Skis, Moccasins, Pucks, Hockey Sticks

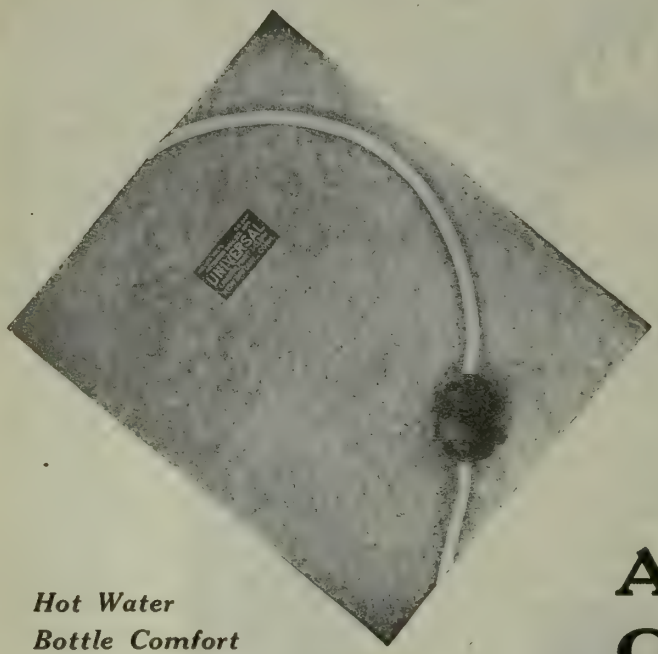
—in fact everything for the winter sporting season. Keep your stock of these lines complete for a few weeks yet. There is sure to be a bigger-than-ever demand as the troops return.

ROLLER SKATES

Ready for Immediate Shipment.

There has been a shortage of these goods for some time, but through a fortunate purchase we are still able to give immediate delivery on a few lines. **Order from our representative or write direct.**

"The House of the Padlock"



UNIVERSAL ELECTRIC HEATING PAD

For Homes Wired With Electricity

Hot Water Bottle Comfort with the annoyance of Constant Changing left out

A HEATING PAD OFTEN SAVES A DOCTOR'S BILL

Do not wait until Influenza and Pneumonia, which have spread their destruction of life from one end of the country to the other, reach your very door before you find a means which will help stamp out this dreadful disease from your homes.

The UNIVERSAL Heating Pad will help a great deal towards the relief of that starting cold, which is the foundation from which the influenza starts.

The use of the Heating Pad when chilly or whenever an ache or pain starts will often check it before it develops into a cold which at this time is pointing to this dread disease.

The UNIVERSAL Heating Pad will help toothache, headache, backache, sprains or bruises. Ready relief is obtained by using this Pad, which is a stitch in time when trouble of this kind arises.

The only 3 Heat Electric Pad which positively maintains the temperature on each degree of heat, the changes being made by a simple pressure of the finger, can be changed in the dark.

This Pad is ideal for sleeping porches. It weighs but fourteen ounces, is covered with gray eiderdown and can be folded, laid flat or wrapped around any part of the body. Nowadays the finest of arts is to keep fit, so give this wonderful Heating Pad a chance to do its Bit for you. See your UNIVERSAL Jobber to-day, he always has a supply on hand to meet your demands.

LANDERS · FRARY & CLARK

· NEW-BRITAIN CONNECTICUT ·

DISSTON TOOLS



Well-made---Service-giving
That Last for GENERATIONS

Price is not a determining factor unless *quality* is considered

Quality can be determined only by practical **use.**

Satisfactory **use** over a long period of time causes an ever increasing **demand.**

Continued **demand** conclusively demonstrates real **worth** and reliability.

Look them up—It will pay you

WE ARE HEADQUARTERS FOR DISSTON GOODS

LEWIS BROS., LIMITED
MONTREAL

EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES, SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

Wait for our
Automobile Supplies
New Catalogue



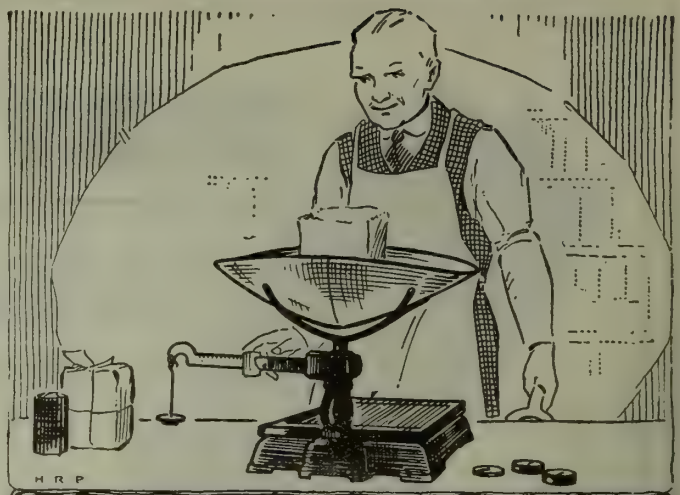
Priest's Toilet Clippers

Making Clippers for fifty years has given us an experience that reflects in the quality of our line. Ask your jobber about Priest's Clippers.

A. MacFarlane & Co.
Montreal, Canada

Wiebusch & Hilger, Ltd.
New York City

Selling Agents



Fairbanks Scales

For over 90 years Fairbanks Scales have been the World's Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

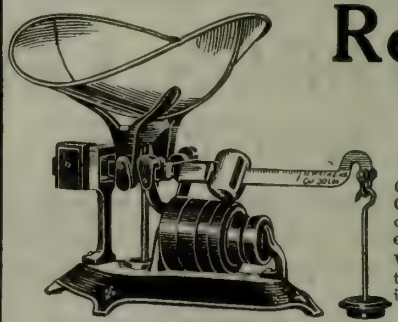
St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Windsor, Winnipeg, Saskatoon, Calgary, Vancouver, Victoria.

Show Her the Way

FOR goodness' sake, cries the average housewife, show us how to save money out of the deluge of sky-high prices for meats, sugar, flour—everything. And seldom a thought has she of what a tidy sum can be saved every little while by checking up the honest mistakes of grocer, butcher, etc. Show her.

Just a bit of enterprise, pushing the Renfrew Scale to the front—displaying it—and showing her how it soon pays for itself will stir up a tidy lot of sales worth while. Right now is the "psychological moment."

Clinch your sales by showing the Government Inspector's Certificate of correct weights accompanying every Renfrew. Scales supplied in black or all nickel-plated finish. The



Renfrew

HOUSEHOLD SCALE

Capacity ½ oz. to 30 lbs. Government inspector's certificate accompanies every scale.

Write to-day for literature and attractive selling proposition to

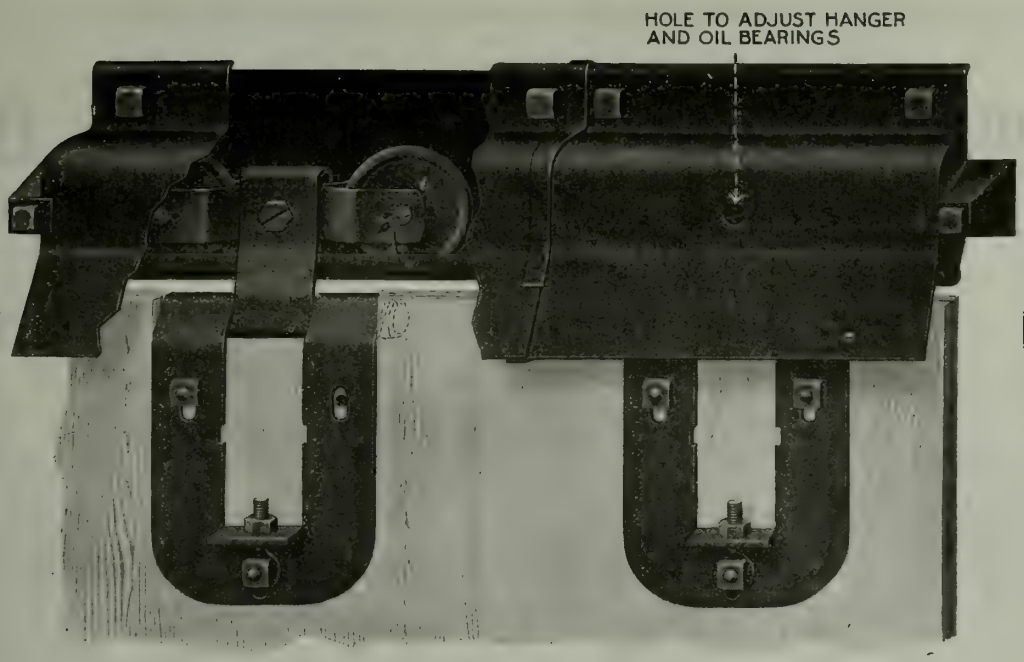
The Renfrew Machinery Co., Limited

Head Office and Works, Renfrew, Ont.

Eastern Branch: Sussex, N.B.

Western Representatives: P. A. C. McIntyre & Co., 1206 McArthur Bldg., Winnipeg, Man.; Crandall Co., Ltd., Vancouver, B.C.

Our Other Lines: "Renfrew" Cream Separators; 2,000-lb. Farmers' Truck Scale, Tractors, Wood-Saws, Grain Grinders, etc.



No. 88
Adjustable Storm-Proof Door Hanger

It would be a false assumption on the part of a Hardware Dealer to suppose that a customer buys such a thing as a Door Hanger on its good appearance only. But when **"good appearance"** is combined with **"good qualities"** and necessary features to make that Door Hanger just the thing he is looking for, then you can understand his preference. That's exactly how our **No. 88 Adjustable Storm-Proof Door Hanger** makes sales for the Hardware Dealer.

The fine appearance of a **No. 88 Adjustable Storm-Proof Model** in your store will arrest your customers' attention and the very simple and easy manner in which the two special adjustment features can be operated will create a desire to buy. This type of hanger is manufactured with the same painstaking care common to all **"National Products."** Has many features unknown to other makes and a reputation for service back of it that's your guarantee of many sales.

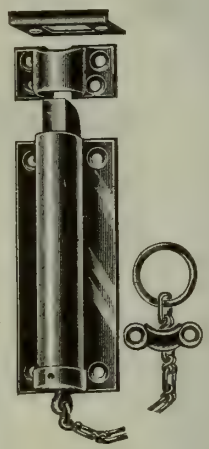
Write us for further information.

NATIONAL MFG. COMPANY
STERLING, ILLINOIS



No. 88 Storm-Proof Model

Wrought Steel Chain and Foot Bolts



No. 1055

built to stand the hard usage they are put to when applied to garage, warehouse and other heavy doors.

Made from cold rolled steel and fitted with sherardized spring which prevents rust and breakage.

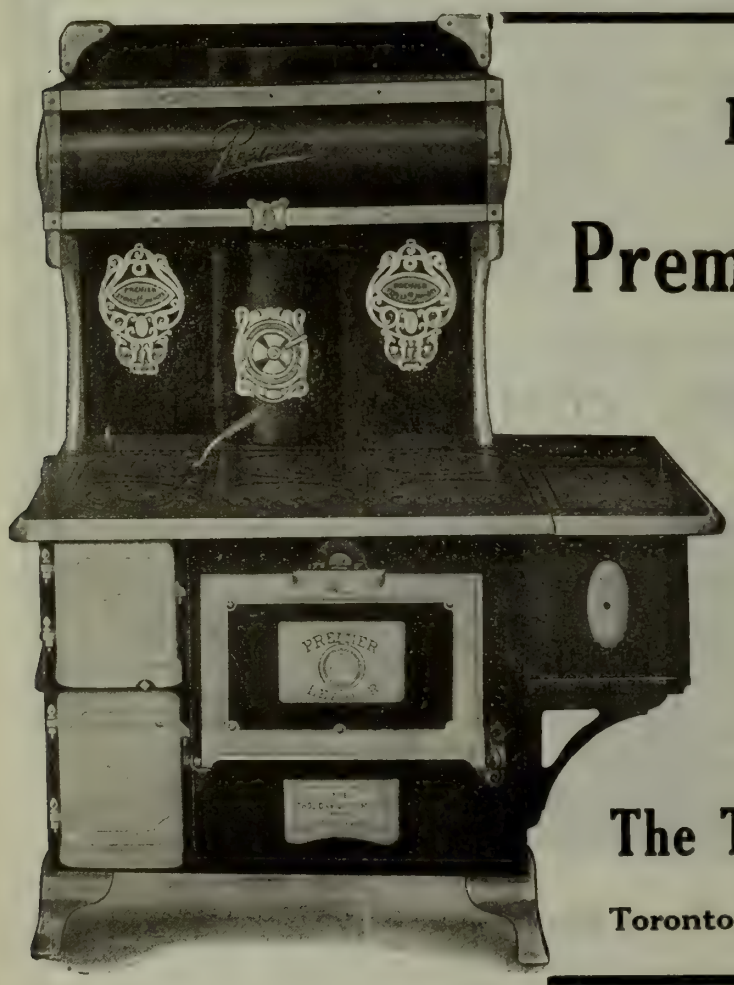
Beautifully finished, either japanned or plated, with solid bronze cap and release. Six-inch, one-half dozen in a box with screws; ten-inch, one in a box with screws.



No. 1056

Canada Steel Goods Co., Limited

HAMILTON, ONT.



DAVIDSON'S

POPULAR

Premier Leader Range

is a range that is built to supply the demand of a high-grade steel range at a popular price.

It is just as fully guaranteed, as to its baking and economical operating qualities, as our higher-priced ranges.

There is a "Premier" to meet every demand, whether for a steel or cast range, one fully dressed or strictly plain. The "Premier Leader" is made square or with reservoir.

The Thomas Davidson Mfg. Co.

Limited

Toronto Montreal Winnipeg

NUMBER TWO



JOHN P. HOLLAND

ON August 12, 1914, two weeks after the outbreak of the European War, John P. Holland, inventor of the submarine, died at his home in Newark, N. J. Holland was born in Ireland in 1842—and at the age of 20 he commenced to concentrate on the submarine idea. He came to America in 1864; and in 1898 completed his first successful submarine at Elizabeth, N. J.

Holland's entire life was dramatic and in a sense, tragic. As a result of his great genius, he will become immortal as the inventor of the most terrible war-machine the world has ever known.

The dominant trait in this wonderful man's character was

CONCENTRATION

As Holland's invention has gained the approval of practically every nation, so has the Victor Hack Saw Blade won the admiration and confidence of mechanics and technicians all over America—and all over the world.

Like Holland, we have concentrated on one thing. For over twelve years we have been experimenting, testing, improving. In practical tests, the Victor Hack Saw has seldom been equalled—and never excelled. It is the result of a large organization of technicians and skilled mechanics concentrating on one idea—which is—to make the most honest and efficient hack saw blade in the world. We do not scatter our energies. We make hack saws for every metal-cutting purpose.

VICTOR SAW WORKS, Ltd.
HAMILTON, CANADA.

VICTOR HACK SAWS Get a Box and Try 'em



Starrett Hack Saws

The Kind You Should Sell---

because they have more stamina, "punch" and endurance. The blades are of the finest tempered tungsten steel with milled teeth, properly set; flexible or hard backs. They can take a lot of punishment without calling "halt" or breaking down.
Show your customers that these are the true economy saws because they give the maximum of service with the minimum of cost.

Send for Catalog No. 21MA

It shows Starrett Hack Saws and Frames; also many styles and sizes of Starrett Precision Tools.

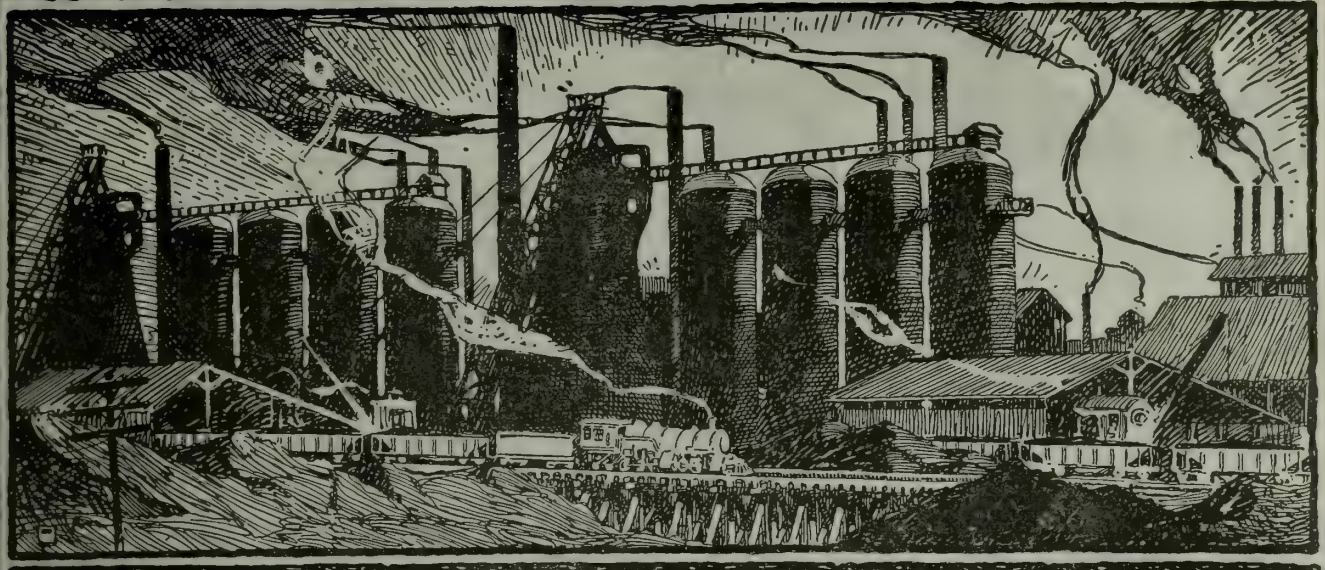
THE L. S. STARRETT CO.

ATHOL, MASS.

The World's Greatest Tool Makers. Manufacturers of Hack Saws Unexcelled.

NEW YORK LONDON CHICAGO

42-869



LITTLE WORDS WITH BIG MEANING

Quality

According to "Webster," Quality is "an excellence of character; natural superiority."

Service

Webster's definition of "Service" is; "The performance of labor for the benefit of another."

We use these words advisedly—fully understanding their definitions—and realizing the obligation we place upon ourselves by their continued use in connection with our products of Iron and Steel, and our attitude to the people we serve.

THE

STEEL COMPANY

OF

CANADA

LIMITED

MONTREAL HAMILTON

Pig Iron,
Steel & Iron Bars,
Horse Shoes,
Steel and Iron Products.

Steel Billets,
Track Spikes &
Bolts, Forgings, Wire
of every description.



This Book Helps You Cash In

Here's a book that shows the way to cash in on our big advertising on Millers Falls tools. In fact it shows you how to cash in on all the advertised lines you carry. And it helps you build up tool business of every kind—from every source.

The man who wrote it is one of the biggest tool men in the country. And the book is jammed full of practical suggestions from cover to cover.

It is recognized as the best handbook on the subject ever printed. Free on request.

Every dealer should have our special No. 732 Brace display on his counter, so that he can connect his stock with our Saturday Evening Post advertising on this popular tool. Write for details on our special display offer.

MILLERS FALLS COMPANY

"Toolmaker to the Master Mechanic"

100 River Street **Millers Falls, Mass.**

Your Customers Will Look for THIS Name WILT



" Where there's a WILT--- There's the Way"

High Speed and Carbon Twist Drills

The **WILT** line of High Speed Carbon and Twist Drills is a line you will be proud to show your customers.

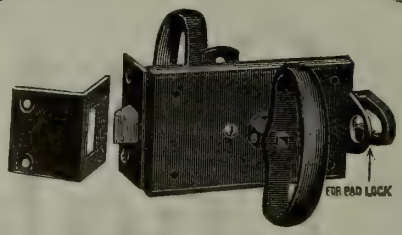
With highest quality material and workmanship, they are built on the right principle and made **right**—built to stand up to the job.

There is no danger of a manufacturer using WILT Drills and wishing he had bought others. Once used, he will always look for that name—**WILT.** Let us send you complete details of our propositions to dealers.

WILT TWIST DRILL CO.

WALKERVILLE OF CANADA, LIMITED ONTARIO

London Office: Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London, E.C. 2, England



"ALLITH" No. 50 LATCH

A Real Barn Door Latch

Adjustable—Locks with Padlock

Like all Allith lines, the No. 50 Latch has features which are exclusive, features which are distinctively "Allith" and which mean ready sales.

Allith No. 50 Barn Door Latch is well made of the best grade materials and is so constructed that it fits almost any barn, stable, driving shed or outhouse door. May be not only latched but provision has been made for the use of a padlock

Renewed building of barns is in sight—be ready with a stock of No. 50's.

Allith Manufacturing Company Limited
Hamilton Canada

ATKINS

Sterling Quality Cross-Cut Saws



The Saw that brings a *higher price*—a *bigger profit.* Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

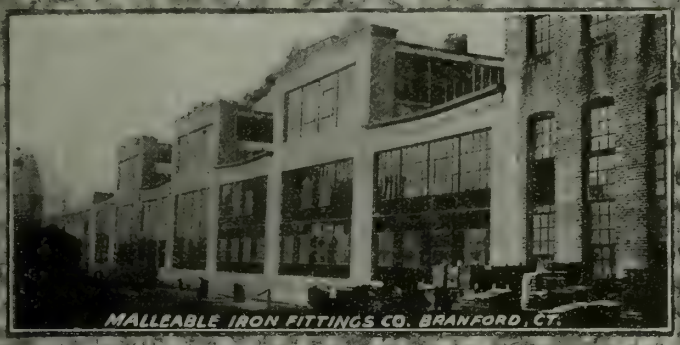
Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell St.**


INDIANA ROLLING MILL CO. NEW CASTLE, IND.


MALLEABLE IRON FITTINGS CO. BRANFORD, CT.


UNITED ALLOY STEEL CO. CANTON, OHIO


DOMINION IRON & STEEL CO. SYDNEY, NOVA SCOTIA


UNITED FURNACE CO. CANTON, OHIO

Manufacturers of Iron and Steel

Use

TONCAN METAL

In Their Own Buildings

These are the men who **know** Iron Ore products.

They **know** that TONCAN METAL resists corrosion—that its use is real economy.

As an experienced sheet metal man, you also know sheet metal from the practical point of view. You know that some sheet metal products last almost indefinitely, while others are comparatively short lived. But do you know **why?**

Our book "Corrosion—The Cause The Effect—The Remedy" will give you this information. It also contains many valuable tables and data. If you have not received your copy, write for it to-day.

THE PEDLAR PEOPLE, Ltd.
Canadian Distributors
OSHAWA - ONTARIO
The Stark Rolling Mill Co., Canton, O.
Sole Makers
A book of "Evidence" will be sent on request


LAKE SUPERIOR IRON & CHEMICAL CO. NEWBERRY, MICH.



Williams' "Agrippa" Tool Holders

FOR nearly half a century we have been designing and making drop-forgings and drop-forged tools. Our trade-marks, "Vulcan" and  and "Agrippa" are known throughout the world wherever machinery and tools are used; they represent our constant endeavor to maintain and improve quality—to put *Superior* into our product—to make it individual and worthy of the high standard long established for Williams' goods.

Williams' "Agrippa" Tool Holders are a case in point. They embody all the improvements in design, material and practice suggested by experiment with former models. No pains or expense that will add to their efficiency is spared in their manufacture. Many of their features are unique and make for economy and convenience. A full line in a wide range of sizes is carried for various classes of work, including

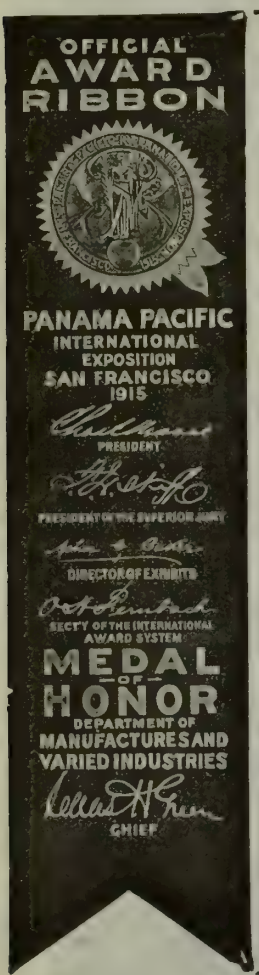
Turning	**Boring**	**Threading**
Planing	**Cutting-off**	**Knurling**
	Side Work	

These tools, as well as Lathe Dogs, Clamps, Caliper Gauges, etc., are all described in our Machinists' Tools Booklet—free on request.

J. H. Williams & Co. *"The Drop-Forging People"*

30 RICHARDS STREET, BROOKLYN, N.Y.

Tho A. G. Low Co., Ltd., 30 Pacific Ave., Saskatoon, Sask.---Agents for Manitoba, Saskatchewan, Alberta, and British Columbia



TRIMO TOOLS



Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.



TRIMO PIPE WRENCH WOOD HANDLE



TRIMO PIPE WRENCH STEEL HANDLE



TRIMO PIPE CUTTER



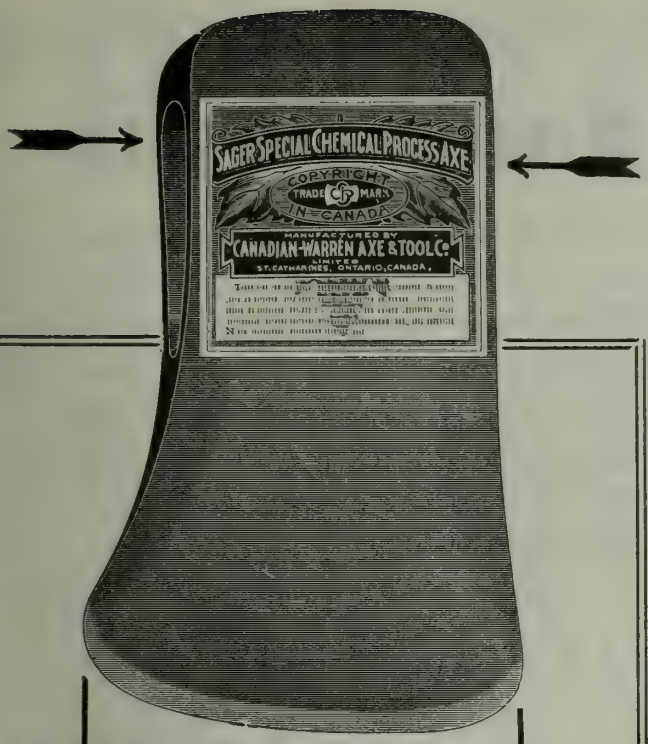
TRIMO MONKEY WRENCH



TRIMO CHAIN WRENCHES



WITH FLAT-LINK OR CABLE CHAIN



WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"
AND
"SOO LINE"
LOGGING
TOOLS?

GET THE HABIT.
(AND THE PROFIT)

Canadian Warren
Axe & Tool Co.
LIMITED
ST. CATHARINES, ONT.



Soo Line
Logging Tools

No effort is required in the selling of "Famous Five" files. One doesn't have to spend time explaining their merits.

Customers know they are standard tools before they come in to buy.

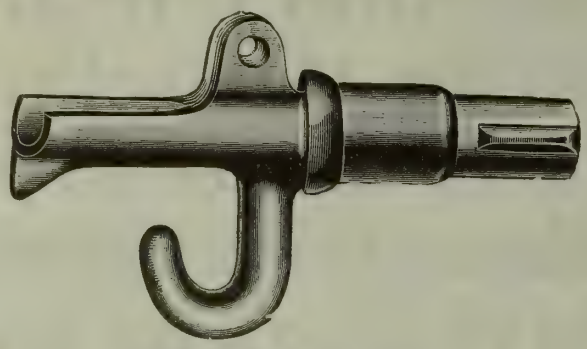
If you carry a reasonable stock of the various shapes and sizes you cannot help but make sales.

They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by





Sap Spouts

By all indications we are due to have an early Spring this year. Don't let **Maple Sugar Time** find you without the necessary stock of **Sap Spouts** to meet all demands. Reap the benefit of your far-sightedness by ordering now. We are in a position to supply the trade in any quantities.

The **Taylor-Forbes Sap Spout** is a decided improvement and convenience over the old wooden tap. Being a metal tap it will last longer and give better service without any possibility of splitting or breaking. Note the hook for hanging the pail upon—a time-saver indeed.

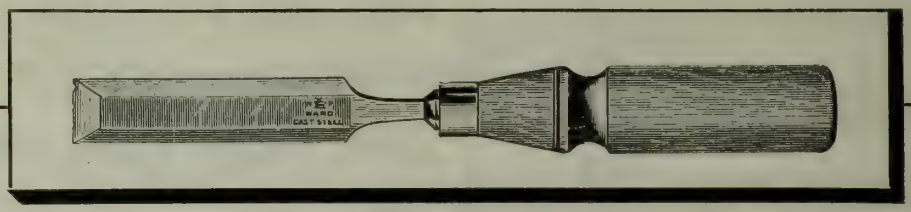
If your jobber hasn't them, write us direct.

Taylor-Forbes Company, Limited

Taylor-Forbes Co., 246 Craig St., Montreal.
H. G. Rogers, Ltd., 147 Prince William Street, St. John, N.B.
Canadian United Mfrs. Agency, London, Eng.

Head Office and Works:
Guelph, Ont.

Taylor-Forbes Co., Ltd., 1070 Homer Street, Vancouver.
H. F. Moulden & Son, Travelers' Building, Winnipeg.



ALWAYS IN DEMAND

WARD & PAYNE'S

CELEBRATED LIGHT EDGE TOOLS

Every user of Chisels, Gouges and other light edge tools has supreme confidence in Ward & Payne products. Known the world over for the excellence of their serviceable qualities.

Anvil Brand products have stood the test of a 100 years.

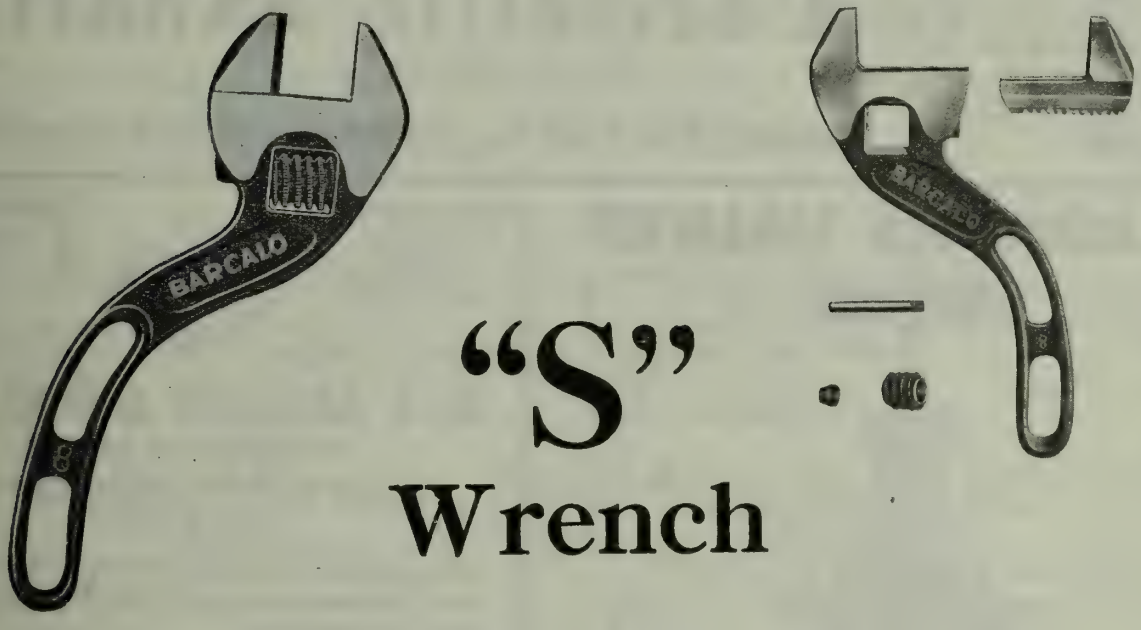
W P

Largest Makers of Light Edge Tools in the World.

WARD & PAYNE, SHEFFIELD
CABLES: WARD, SHEFFIELD

ALEXANDER GIBB, 3 St. Nicholas St., Montreal
SHERMAN F. AINSLIE, Spadina Avenue, Toronto
ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.

"BARCALO"



"S" Wrench

STRENGTH

A wrench is as strong as its weakest part.

The Barcalo "S" Wrench is a **Unit of strength** made up of few parts. It has a drop-forged, movable jaw —strong enough to stand the hardest strain. The adjustable pin, screw and knurl are made of high-grade materials and properly placed. Every bit of material, every operation necessary to turn out a Barcalo Wrench, passes through the most exacting inspection.

Where other wrenches will not work—in those tricky places so hard to get at—**A Barcalo Does the Trick.**

Made in 6, 8, 10, 12 and 14″ sizes.

We are so sure of our wrenches measuring up to all we claim for them that we back them to the limit. Dealers are selling Barcalo Wrenches at a good margin of profit and building up a fine line of business on Barcalo sales.

It's for your advantage to link up with the Barcalo organization. May we tell you why?

Get in touch with us to-day.

Every Wrench is guaranteed.

BARCALO MANUFACTURING COMPANY
BUFFALO, N.Y.

TORONTO—GEORGE H. SMITH, 14 Adelaide St. West. MONTREAL—GEORGE L. COHOON, 11 St. Sacrament St. WINNIPEG—D. PHILIP, 138 Portage Ave. East.

A Product that Appeals to Hardware Dealers

Bishopric Stucco Board

deserve a place in your store. It takes the place of boarding, sheathing paper, furring strips and laths for interior plaster—and is a perfect foundation for stucco or plaster walls. Tell your customers about it.

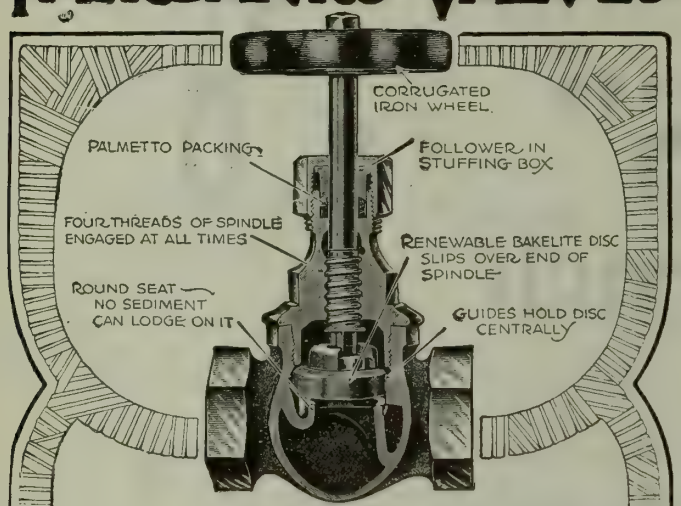
There's a lot of satisfaction and a lot of profit in handling such a good, dependable roofing as "PERMATITE." It is guaranteed waterproof and fire-resisting, and you can guarantee these qualities to every customer.

Permatite Roofing

is ready to put on—is easily applied—and is guaranteed for 5, 10 and 15 years, according to grade. Put in a reasonable stock of "PERMATITE"—you'll find it a ready seller.

Bishopric Wall Board Co., Limited, 529AB Bank Street, Ottawa

FAIRBANKS VALVES



Renewable Disc Valves

The only tool required is a wrench to remove the bonnet. The vise, hammer and cold chisel are all eliminated. Once sold always demanded by your trade.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa,
Toronto: Hamilton, Windsor, Winnipeg,
Saskatoon, Calgary Vancouver, Victoria.



Telegraphic Address: "GOBLETS, BIRMINGHAM"



Telephone: CENTRAL 5486

W. J. ANTHONY & SONS, Ltd.

ST. GEORGE'S WORKS
7 Unett Street, Birmingham
ENGLAND

Stampers and Piercers of every description of Electroplate wares for Manufacturers and Silversmiths.

Specialties—Tea Sets, Waiters, Comports, Cake Stands and Baskets, Rose Bowls, Cruets, Egg Frames with Cups, Entree Dishes, Fruit Baskets, Pierced Sweet Sands, Sardines, Fern Pots, also a good collection of Vases in various sizes.

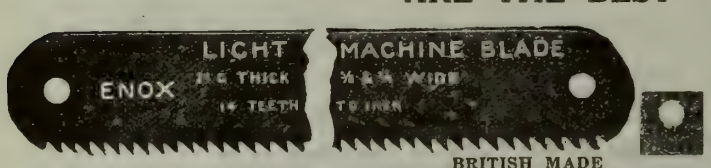
Enquiries invited





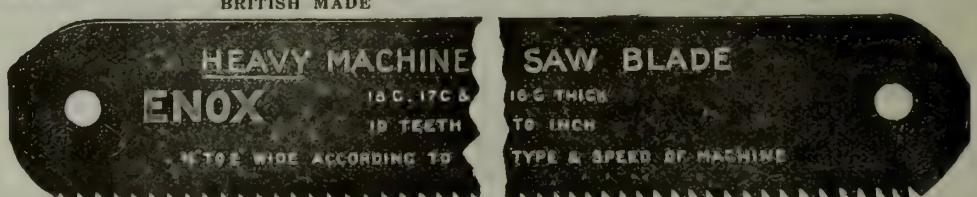
ENOX HACKSAW BLADES

ARE THE BEST



BRITISH MADE





AGENTS IN CANADIAN TOWNS WANTED

AN ENTIRELY BRITISH COMPANY

Liberal terms offered to firms willing to carry stocks and act as sole agents for the district.

SOLE MAKERS **FRY'S (LONDON) LIMITED, 46 Upper Thames St., London, E.C. 4, England. Works: Greenwich, S.E. 10**



D.S.S.

Doctor of Sick Systems

If it were customary to confer titles upon Hot Water Heat Generators this would be a most fitting one for the

KNICKERBOCKER AUTOMATIC HEAT GENERATOR

That's exactly the service it performs. Puts the poor, sluggish circulating, fuel wasting, Hot Water Heating System upon an economical, comfort producing basis.

There must be numerous Hot Water Systems in your locality that are not just **"up to scratch."** A radiator here does not heat well or a radiator there seems too small. On one system the piping may be wrongly installed with resultant slow circulation over the whole system; on another the boiler may be at fault—being underrated for the size of the system.

These and many other difficulties can be overcome by installing a **KNICKERBOCKER AUTOMATIC HEAT GENERATOR. It increases radiation 25% to 50%. Saves fuel and produces a better working system.** The only Automatic Hot Water Heat Generator operating on either a closed or open system.

Write for prices and particulars. Guaranteed and sold by

James Morrison Brass Mfg. Co., Ltd.

93-97 ADELAIDE STREET WEST, TORONTO

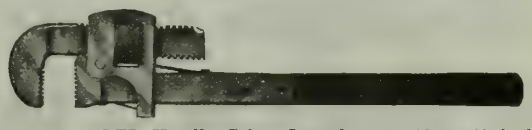
The "W & B" Line of Screw Wrenches

MADE IN CANADA

The only Pipe Wrenches made EXCLUSIVELY IN CANADA

"W & B" Wood Handle Grips, Length open 6 to 14 inches

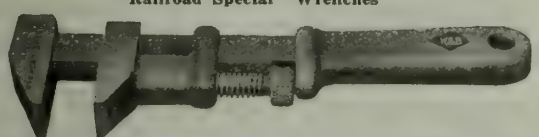




"W & B" STEEL Handle Grips, Length open 10 to 48 inches

"W & B" SCREW WRENCHES MADE IN CANADA

"Railroad Special" Wrenches

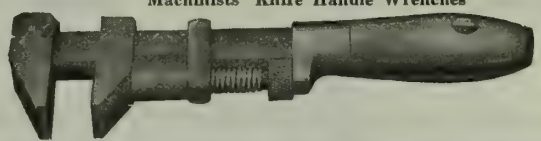


This is the strongest and best HEAVY DUTY Wrench made. Head and Bar Drop Forged in one piece from selected steel. Extra heavy jaws thoroughly case-hardened. Indestructible iron handle. FITTED WITH "W & B" EASY ACTING SCREW.

Adopt this established line as your standard CANADIAN MADE WRENCHES.

Complete information and catalog No. 90 on request.

Machinists' Knife Handle Wrenches



This is the best wrench of its type on the market. With the exception of the difference in the handle it is practically the same as the "Railroad Special" Wrench. FITTED WITH " W & B" EASY ACTING SCREW.



Regular Wrenches

Head and Bar Drop Forged in one piece. FITTED WITH " W & B" EASY ACTING SCREW and thoroughly seasoned handle.

The Whitman & Barnes Manufacturing Company

ST. CATHARINES **ESTABLISHED 64 YEARS** **ONTARIO**

E. Roy,
65½ St. Andre St., Montreal, Que.

C. C. Cartwright,
85 Water St., Winnipeg, Man.



4 Good Reasons ---READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

WANTED

Fall Orders for Hardware such as follows:

Snow Shovels,
Lanterns and Globes,
Weather Strip,
Axes, Mitts and Gloves

A good stock on hand, and orders promptly shipped.

Thos. Birkett & Son Co. Ltd.
Wholesale Hardware Merchants
Ottawa Ontario

Sidewalk
Ice Chopper

Made just like a chisel.



Sells On Sight

So different from the old style thin sheet steel chopper. It will pay you to put in a dozen or so anyway for while they cost more they last a lifetime. They sure are fast sellers. Write for catalogue of our tools.

The L. & I. J. White Co.
55 Columbia St., Buffalo, N.Y.
Canadian Agents:
HARDWARE AGENCIES :: MONTREAL, QUE.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
PEMBROKE - - - - - ONTARIO

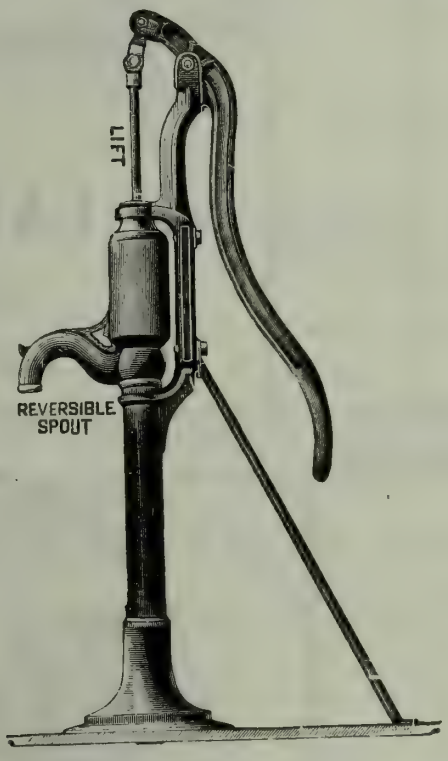


It's a Pink anyway you take it.

CANADA
FOUNDRIES & FORGINGS
LIMITED

Smart's Pumps







CISTERN PUMPS
SPRAYING PUMPS
FORCE PUMPS
WELL PUMPS
WELL FORCE PUMPS
IRON AND BRASS CYLINDERS
SINKS

Write for Complete Pump Catalogue

The JAMES SMART PLANT

Brockville, Ont.

CANE'S Clothes Pins



NOT
"Just Clothes Pins"

Cane's Star Brand Clothes Pins are better—they cost no more than "just clothes pins"—but there's a difference.

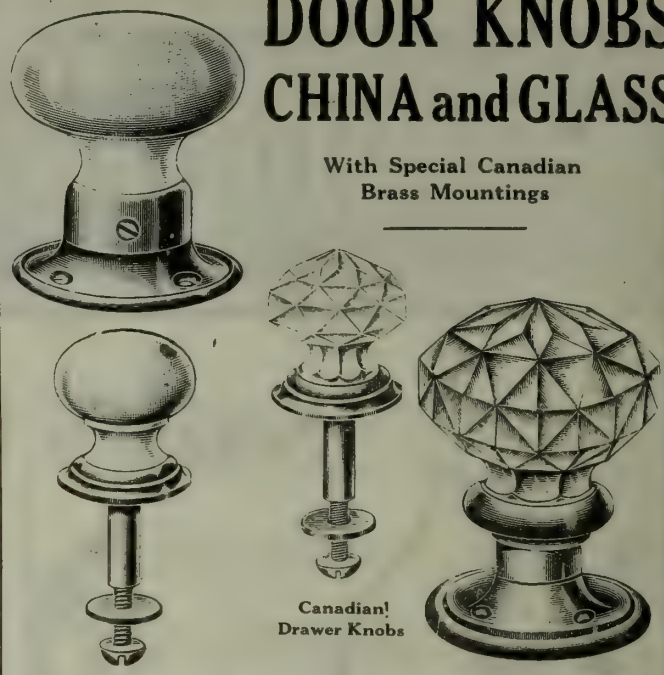
Star Brand are always right in shape, right in length and correct in count. They will not injure the clothes.

Your Jobber will be pleased to supply Star Brand Superior Clothes Pins at no extra cost.

The Wm. CANE & SONS Co., Limited
MANUFACTURERS
Newmarket Ontario

DOOR KNOBS
CHINA and GLASS

With Special Canadian Brass Mountings



Canadian Drawer Knobs

JAMES CARTLAND & SON
LIMITED
BIRMINGHAM
ENGLAND
Canadian Representative:
GEO. H. SMITH, 39 Adelaide St. W., TORONTO



FOR YOU, SIR

YOU—are interested in business growth.
YOU—feel that if the performance of the goods you sell backs up the guarantee of the manufacturer and your statement to your customers it is a big advantage to you.

WE—are prepared to prove to you that CLEVELAND GRINDSTONES will help you sell and satisfy more buyers in this line of goods than any other.

WE—have the products of 22 quarries from which to select, including the only ones producing **genuine** Berea and Huron stone.

The Cleveland Stone Co.
Union Bldg. - Cleveland, Ohio
BISSETT & WEBB, LIMITED., WINNIPEG, MAN.
Western Distributors



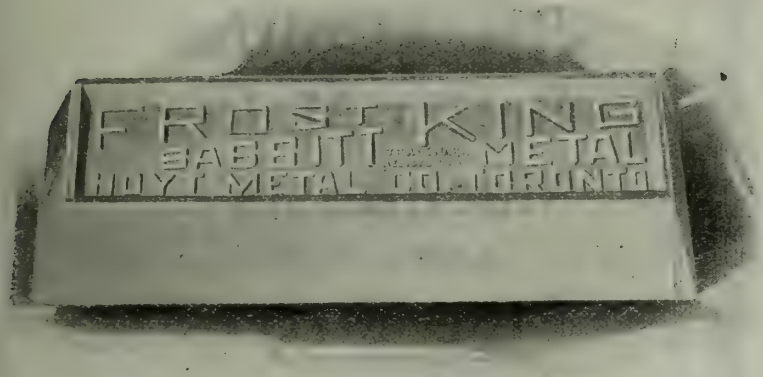
Show Her How to Mend It With Vol-Peek

Leaky pots, pans, kettles, etc., can be made good as new in two minutes with Vol-Peek, and the cost is only half a cent a mend.

Every housewife needs a package of Vol-Peek. We help your sales by consumer advertising. And Vol-Peek is a good money-maker.

H. NAGLE & CO., BOX 2024, MONTREAL

HOYT METALS



Provide a Big Field for Sales

We manufacture such a great variety of mixed metals that there is a wide range of opportunities at all times for sales. Wherever you may be located there are Factories, Machine Shops, Waterworks, Electrical Plants, Tinsmiths, Plumbers, etc., that are in need of **Hoyt Metals.**

Your customers will appreciate the excellence of our alloys. We use the greatest care both in the selection of our materials and in their manufacture.

Our motto: Prompt service, courtesy and a square deal to the trade at all times.

HOYT METAL COMPANY

TORONTO, CANADA

London, Eng. St. Louis, Mo.

New York, N.Y.

The EUREKA LINE Is An All Year Line

That Insures Steady Sales!

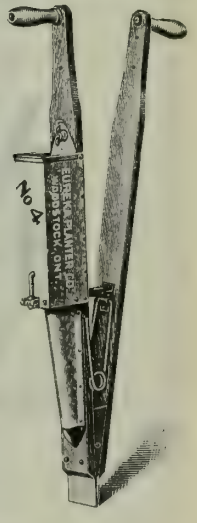


The many purposes for which good sprays are needed—(in the orchard — within farm buildings, cattle sheds, chicken houses, etc.) — make the Eureka line an all-year line for steady sales and profits.

Get busy and make a display of these lines. Secure some of the business that is going to your competitor.

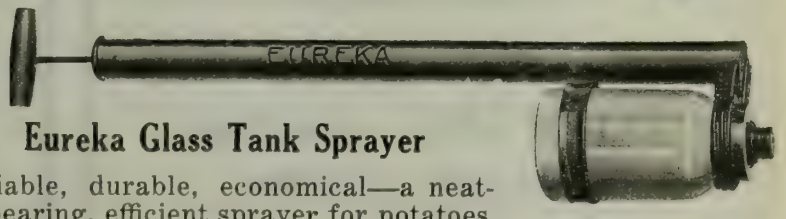
Eureka Corn Planter

In one and two-hand styles, adjustable seed guard, positive, accurate, well made, nicely finished, very durable.



Fountain Compressed Air Sprayer

No complex, intricate parts, positive and automatic in action, easily operated, easily controlled—a time-saver, labor-saver and solution-saver.



Eureka Glass Tank Sprayer

Reliable, durable, economical—a neat-appearing, efficient sprayer for potatoes, small shrubs, live stock or for disinfecting poultry houses.

The Eureka Planter Co.

LIMITED

Woodstock, Ontario

"HERCULES" SASH CORD

Has a reputation in the Canadian market, thoroughly established for the last eighteen years.

Compares in quality with the best imported brands, but is considerably lower in price.

Tests made by Strength of Materials Laboratory (University of Toronto) prove our claims as to quality.

All wholesale hardware dealers carry Hercules Sash Cord.

Manufactured in Canada

MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

Manufacturers OF WIRE

HEADQUARTERS FOR

Wire Bale Ties

LARGEST CAPACITY AND STOCK IN CANADA

Prompt Shipment

LAIDLAW BALE TIE COMPANY, Limited
HAMILTON, CANADA

Winnipeg Toronto Montreal
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More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

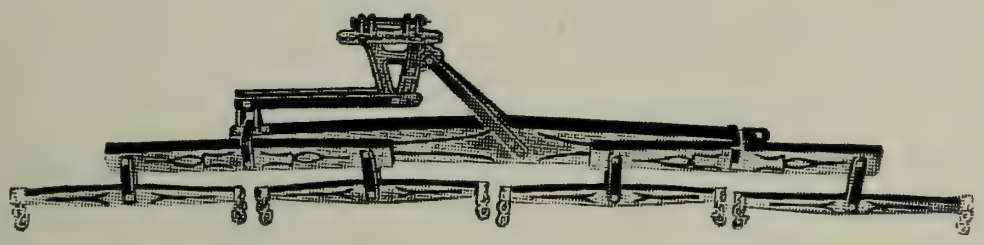
Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

The R. McDougall Co.
LIMITED
GALT, CANADA

These Westwo Jobbers Can Supply You

ANY Westwo product may be counted on to give the utmost service. It is guaranteed to be the best that most modern machinery and expert workmanship can produce. This fact that they are made well makes them look better and last longer than others manufactured where quality is not a first consideration.



Order From Your Jobbers

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D. Ackland & Son, Calgary

Wood Vallance & Adams, Limited, Calgary

Morrison, Blackwood Hardware Co., Moose Jaw

Tudhope-Anderson Co., Ltd., Winnipeg

Mackenzie Brothers, Winnipeg

Wood Vallance Limited, Winnipeg

Merrick-Anderson Co., Ltd., Winnipeg

Western Canada Hardware, Ltd., Lethbridge

D. G. Latta, Limited, Edmonton

West-Woods, Limited, Winnipeg



Get Your Share of this Year's Bigger Business

—get in line for the Sporting Ammunition sales that will come your way this year. There is bound to be a big increase in these sales after four dormant years.

Game is plentiful after little hunting.

Thousands of returned soldiers, accustomed to firearms, will take up recreative shooting.

Trap shooting will be revived in full force.

And, as usual,

Dominion Ammunition

will be demanded by the sportsmen of Canada, who have proved its dependability.

Stock up to-day on the big "D" lines—this ammunition that will guarantee you your share of the 1919 business in sporting.

Dominion Cartridge Co., Limited

Montreal, Canada

"Member Audit Bureau Circulations."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXI. TORONTO, JANUARY 11, 1919 No. 2

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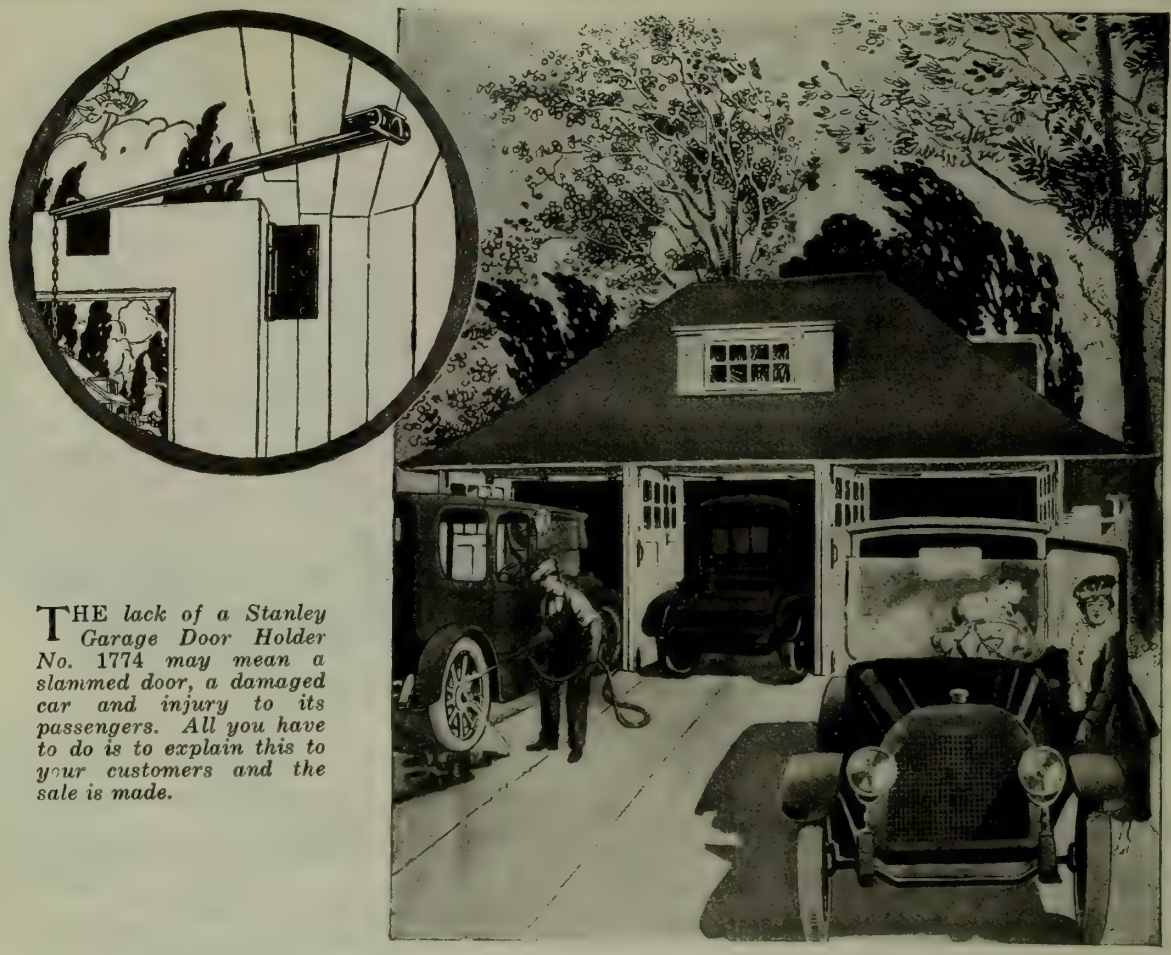
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THE *lack of a Stanley Garage Door Holder No.* 1774 *may mean a slammed door, a damaged car and injury to its passengers. All you have to do is to explain this to your customers and the sale is made.*

THE present year will witness heavy purchasing of new automobiles and the building of garages long held back by war restrictions, will proceed at a great rate.

Stanley Garage Hardware

will be in a very big demand this spring and we suggest that you carry a larger stock than usual. Stanley Garage Hardware comprises everything needed for the garage, carefully designed and made to meet the hardest service conditions perfectly.

Look over your stock of Stanley Garage Bolts, Butts, Hinges, Door Pulls, Latches and Door Holders and prepare now for an extra good season. We shall be pleased to send our latest catalog and full information on request.

New York **The Stanley Works** **Chicago**

NEW BRITAIN, CONN., U.S.A.

Manufacturers of Wrought Bronze and Wrought Steel Hinges and Butts of all kinds, including Stanley Ball Bearing Butts. Also Pulls, Brackets, Chest Handles, Peerless Storm Sash Hangers and Fasteners; Screen Window and Blind Trimmings; Twinrold Box Strapping, and Cold Rolled Strip Steel.

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 31 TORONTO, JANUARY 11, 1919. No. 2

Many Retailers Favor Standardization

Lots of Room For Curtailment of Unnecessary Lines Say Dealers—Up to Manufacturers to Take the Lead, Says Member of Galt Firm

VIEWS given to HARDWARE AND METAL by various retailers indicate that many of them are in favor of continuing the policy of standardization which was adopted during the war. In their opinion it makes for better and easier selling and they point out that from the manufacturers' standpoint it should lessen the cost of production.

"I think the policy of standardization that the stove manufacturers have undertaken is a mighty good policy and I sincerely hope that they may continue it," said J. C. Wanless, of Chatham, Ont. "I really believe it will enable us to sell at least as many goods with considerably less money invested. I believe many other lines can be worked along the same way, having in mind the paint proposition. It is a certain fact that our investments in ready mixed paints have been heavier than has been necessary and for our trade the manufacturers have wiped out a lot of unnecessary colors, showing to my mind rare judgment in their selection."

Up To Manufacturers

That standardization is a good thing for the retailer but that it will have to be carried out by the manufacturers as a unit to be a success, is the opinion of Messrs. John A. and "Dick" Fraser, the younger members of the Fraser Hardware Co. of Galt. One reason they gave for the necessity of the manufacturers taking the necessary action was that as long as there is the wide variety of articles there would be the demand, and if one firm did not carry a certain variety, another would, and then there was the competition.

"It is a most timely subject this and worthy of a full discussion, but to be a success it would have to have the unanimous support of the producer," said J. A. Fraser.

Too Many Patterns

"While it is a very big question it no doubt could be carried out very successfully to the benefit of both the retailer and manufacturer," said Richard Fraser. "For instance, there is positively no need for the great variety of cutlery and pocket knives. I was talking to an American traveller the other day who said that they had 1,400 odd lines of knives, but that they were reducing as a result of the war the number of lines by 75 per cent."

This one example of where standardization would be beneficial to both retailer and manufacturer reminded J. A. Fraser of the cutlery market and he remarked: "In this connection I might mention the new lines of cutlery brought out every year by the firms, instead of their standardizing their good lines. These are kept in open pattern and every year there's a new line added and it is advertised through the papers until there is a demand and the result is that in a few years a dealer has a shelf full of broken lines. This is a wonderful chance for standardization, as the cutlery market is now swamped with patterns."

Favors It Generally

T. A. Keating, manager of the Bond Hardware Co., of Guelph, Ont., expressed himself as being very much in favor of other lines of hardware as well as stoves.

"I have not handled stoves for some time," said W. F. Macpherson, of Prescott, secretary of the Ontario Retail Hardware & Stove Dealers' Association.

"Regarding other lines such as finishes on builders' hardware and number of designs manufactured there was much room for curtailment and I hope that the varieties for the future will be fewer. This also will apply to dropping of different colors of paint. I trust that the plan the paint makers had agreed to on that score will be carried out."

"There is no doubt in my mind that there have been, and are yet, too many styles and patterns of many lines manufactured, for instance stoves," said D. A. MacNab of MacNab Bros., Orillia, Ont., president of the Ontario Retail Hardware and Stove Dealers' Association. "Why all different styles and sizes? In paints, there have been too many shades and too many about the same color, and also many other lines. If the sizes were concentrated it would be a boon to dealers, as they could carry a larger stock of the goods and yet not be loaded up to the extent they are when it is necessary to carry the same thing in so many different forms. Standardize and concentrate."

Can They Continue

A wholesale hardware dealer discussing the situation, stated that there is no excuse whatever for a great number of the sizes and styles, yet he questioned whether after a short time the lines that have been eliminated will not only all be replaced, but others added.

"The manufacturers are to some extent to blame for this," he said. "In their efforts to outdo one another and offer the public something new, they have disregarded caution in many cases. As a result there were innumerable sizes and styles manufactured and the travellers talked retailers into stocking them. In many instances it was unquestionably poor business for the merchant. Half the styles, in many instances a quarter or one-fifth, or even less, would have been ample to take care of all their needs of his trade. Many retailers welcomed most warmly the cutting out of a lot of these goods. A great many merchants have, owing to opportunities offered by the scarcity of goods in the last two years, cleaned out stocks, which under ordinary conditions would have been very slow moving. Many of these merchants will not be so easily talked into buying a lot of unnecessary lines again. Notwithstanding this, it is very likely that within a comparatively short time manufacturers will begin to vie with one another in making something a little different and endeavoring to market it."

Stove manufacturers have already intimated that they are going to continue the policy of standardization they decided on some months ago. Many other manufacturers are considering working more or less along new lines. This may only be a temporary situation. If they find retail hardware dealers will handle new styles it is likely that sooner or later they may change their minds. As a retailer, how have you found standardization to work out? Does it make for better business and easier merchandising? Send in your views on the matter to the editor of HARDWARE AND METAL. It may help considerably in influencing the decision of manufacturers.

Says "Cash" Plan is Best For All

Manager of Alberta Hardware Firm Tells Results of Important Business Change Made Six Weeks Ago—Holding All Customers Because Firm Can Make Better Prices Than Competitors

ON December 2 the B. F. Morris Hardware Co., Ltd., of Leduc, Alberta, put its business on a "cash basis." The firm was asked for its comments after the plan had been tested out for a month and here is what H. D. Strong has to say:

"The new plan is working out to our entire satisfaction. We are also thoroughly convinced that November or December is the right time to put a business on a cash basis. At that time the farmer has money and is at no inconvenience to pay cash for his goods.

"Since going on a cash basis, our collections for past due accounts have been exceptionally good, as it provides a motive for our customers to get all accounts fixed up. We have had no trouble with any of our customers. We have had two or three instances of men who had to go without the goods on account of not having the money, but in each case they have returned and paid us cash for the goods. When turning on to a cash basis we immediately remarked our staple lines of goods in order to make it worth while for a customer to pay cash. If a man went to another store he invariably found that he could do better with us for cash and naturally came back to get the goods.

Let Customers Know

"About ten days before going on a cash basis we began preparing the general public for the change of methods, and forwarded to each of our customers a circular giving details. We also placarded our windows and the public places in town with large posters such as were reprinted in a recent issue of HARDWARE AND METAL. Inside of our store we have about thirty large cards nicely lettered bearing different wordings concerning our cash system.

"In conclusion we might say that we thoroughly believe that no hardware merchant in any country town can make a success of the hardware business on the credit plan. More especially where the competition is strong and consequently margins of profit very small."

The Circular

The following notice was sent out by the firm to its customers:

TO OUR CUSTOMERS

Leduc, Alberta, Nov. 23, 1918.

Since commencing business in Leduc we have been constantly on the lookout for a better way to serve you both with price and quality.

Under our present system of doing business we cannot possibly give better prices and still stay in business owing to the fact that too much money goes on the books, making unnecessary work and expense. The merchant who has from ten to twenty thousand dollars on his books must naturally use that much more money to run his business and, therefore, has interest to pay on that amount. Unless the merchant is exceptionally wealthy, this condition makes it impossible for him to buy for cash. We can buy better when we pay cash, and so will you be able to under our new money-saving plan.

There is a very important point at issue in the proposal made by the railways recently. The statement given below presents a most interesting sidelight on the situation. Other hardware firms and manufacturers may have had experiences with the railway companies which would not only make interesting reading, but would give the committee investigating some splendid facts upon which to work. If you have any information bearing on this matter send it to the Editor of HARDWARE AND METAL.

On and after December 2 no goods will be allowed to go out of our store unless they are settled for either by cash or a bankable note bearing interest. We will not keep any books; all will be treated alike.

Remember—When We Buy Better, You Buy Better

We are not doing this because we mistrust you, but in the best interest of yourselves and ourselves. Our prices will be reduced on practically every line of goods from five to twenty per cent., which will naturally make your dollar go further.

The prices will be marked plainly so that you can see them, and a visit to our store will quickly show you that it pays to deal with us on our new money-saving plan. We have given good prices in the past, but from now on they will be still better by the new method.

We thank you for your business in the past and hope that we may be favored with your future business, which we are sure will be to our mutual benefit.

Yours for business,

B. F. Morris Hardware Co., Ltd.

OPENING IN JAPAN FOR CANADIAN GOODS, ESPECIALLY IRON AND STEEL

CANADA'S opportunities for exportation of iron and steel products and automobiles, and practically all manufactured articles, to Japan, are outlined in a letter received by Industrial Commissioner Sclanders, Windsor, Ontario, from the Canadian Trade Commissioner, Yokohoma, Japan.

"Japan," he says, "is branching out widely into the industrial field, and is rapidly assuming the position of a competitor of the Canadian and American manufacturers. However, owing to a lack of ore Japan will be dependent upon North America for iron and steel, and this presents a great opportunity for Canada, if taken advantage of, immediately."

Regarding the automobile market in Japan, the Trade Commissioner says:

"If companies can ship good Canadian made automobiles to this country there is no better time to tackle the market than the present. On account of the sudden prosperity of this country during the war, wealthier classes are purchasing automobiles which, for the most part, are coming from America. There are probably more Buick cars here than any other and I certainly would be glad to see McLaughlin cars coming in also. Perhaps when the new plant at Walkerville is completed they will be able to do so."

In spite of the war, he says, Canada has greatly increased her business in Japan during the past few years.

PREDICTS GREAT FUTURE FOR IRON

In an address before the Staffordshire (England) Iron and Steel Institute G. Carrington, its president, spoke with enthusiasm and conviction of the great future which he predicted for iron. He dwelt upon the greater suitability of iron over steel for sheets, whether black, painted, or galvanized, as generally conceded, its life being fully five times that of steel. Even in present conditions, Mr. Carrington said, iron is ousting steel for railway and colliery work, ships' decks and hatches, and where there is exposure to severe weather or to acidic liquids. Then there are plates, girders and bars for bridge building and constructional and agricultural purposes, and particularly for ships, and Mr. Carrington expressed the conviction that, given the material at a reasonable price (not the same price as steel, because it will always command a better price for these purposes than steel), we shall in our time see the all-iron ship.

Are the Railways Playing "The Hog"?

Montreal Hardware Firm's Experiences Would Indicate That Companies Are Asking Manufacturers and Retailers to Adopt a Policy That They Are Not Following Out Themselves

THAT the proposal of the railway companies to make all shippers pay cash has another and a very interesting side is shown by the following letter. It would indicate that the railways, or at least one of them, while demanding cash from wholesalers and retailers, are not prepared to pay cash for goods purchased. As stated in former issues of HARDWARE AND METAL the railways planned to demand cash from all shippers on January 1. The proposition as outlined by them raised so many protests that a meeting was held in Toronto recently at which manufacturers and others made counter demands. These were outlined in HARDWARE AND METAL of December 28 and resulted in the plans of the railways being postponed until March 1. In the meantime a committee of manufacturers and other shippers will go into the whole question thoroughly and are expected to bring in recommendations that may result in some important modifications of the original proposal. These, it is expected, will be much less drastic as far as shippers are concerned.

Says It Is Unjust

The views of the James Walker Hardware Co., Limited, of Montreal, will be sent to the committee which is investigating the railway's proposal. Their letter follows:

HARDWARE AND METAL,

Dear Sirs,—I note that your journal has been touching upon the question of the railway demanding cash on freight shipments and it appears to me as being, without exception, the most one-sided, unjust proposition that I have come across in a long time. Contrast demands in connection therewith, with their own methods of financing, that they expect the public, through the commercial houses, to do all their financing for them. To-day the requisitions that are sent to the various manufacturing houses for quotations clearly state that you are to make your quotation on the basis of 2% 30 days or net four months.

Makes it Worse

To make conditions worse there is, from our own experience, a lack of coordination between the purchasing and treasury departments, with a result that instead of giving four months (for the railways have stopped discounting their invoices) the time is extended to six and seven months. The reason for this delay seems to be the difficulty of forwarding the invoices from the purchasing department for payment — whether this is intentional is beyond us to say, but I feel confident that all concerns doing business with the large railways will stand witness that such is the case.

Our own experience is, that when we correspond with the treasury department the reply is made that they have issued cheques for all invoices that have been vouchered through to them. We then take it up with the purchasing department, and they claim that they have vouchered everything or else ask for duplicates of invoices, thus gaining additional time.

Refused To Accept

One railway system became so bad in their payments that we not only stopped soliciting but refused to accept business from them. The two main railway systems have been notified by us (it surely took some nerve for a concern of our standing to do so) that our regular terms were 2% 30 days, net 60, and that all our quotations were made on that basis and that we could not consider their terms for one minute.

We would welcome concerted action on the part of all manufacturers and merchants whereby we could force railroads to be as businesslike as other concerns, and to stop demanding from us what they are unwilling to give themselves. We hope that your paper will take this up very vigorously and that further, some of the larger merchants and manufacturers will follow the lead of our concern and insist that reasonable terms be put into force or else quotations will not be made.

Yours very truly,
THE JAS. WALKER HRWE. CO., LTD.
F. Max Hill.

INCREASE BUSINESS 100 PER CENT. IN 1919 IS AIM OF WALKERVILLE FIRM

PREPARATIONS for the biggest year in their history are being made by the Walkerville Hardware Company, wholesale and retailers, Walkerville, Ont. With the return to normal conditions, and resumption of the manufacture of pleasure and passenger cars by the many industries located in the Border Cities, and the developments in the various housing schemes now under consideration by the City Council, Chamber of Commerce, Real Estate Board and the Government, a brisk business in all lines is anticipated.

Plan Big Increase

Agency for all the Goodyear Rubber Company's products in Western Ontario, west of London, is controlled by this company, and in keeping with their policy for the past four or five years, an attempt will be made to increase their business by one hundred per cent. during 1919. Where the aggregate sales of mill and factory supplies, truck, cord, automobile, bicycle tires and tubes, accessories, repair material, hose, belting, and Neolin products as well as high-power belting, in 1918 amounted to $125,000, business involving double this amount is expected during the coming twelve months.

Loss is Offset

Cancellation of war contracts has, to some extent, indirectly affected the sale of high power belting, but this loss is compensated in the increased demand for other rubber, and semi-rubber products, brought into demand with the corresponding increased output of automobiles and other domestic products.

Sales of stoves have been retarded by the open winter, and paints and brushes have been moving slowly also.

"We are exceedingly optimistic regarding the outlook for the hardware business in Canada and particularly in the Border Cities during the coming year," declared manager J. R. Coate, to HARDWARE AND METAL. "With the resumption of normal business conditions, the construction of homes to meet the housing shortage, there will be a consequent heavy demand for practically all lines of hardware, and we are preparing to meet it."

Got the Money For Accounts 9 Years Old

A new schedule of commissions has been announced by the credit collection department of the Border Cities' Retail Merchants' Association, which, since its establishment has accomplished splendid results. In future, accounts outstanding one year or less will be collected at a cost of ten per cent.; two-year accounts at 15 per cent., and over that time, 25 per cent.

At this week's meeting Secretary T. C. Ray, who is in charge of this department, distributed checks aggregating $621, representing accounts, which, in many cases, had been regarded as hopeless by the merchants who turned them over to the credit department. A number were from five to nine years old.

WAS FINED $50 FOR FALSE ADVERTISING

AN interesting case was decided in Toronto when Edward Tully, charged with using false advertising matter in connection with the sale of shaving sets, was convicted and fined $50 and costs or thirty days in jail. An advertising card in a window on Yonge St. announced that a $5 shaving set was on sale at 98 cents. The police got busy and in court it was claimed that the real worth of the set was 98 cents. Tully, it is claimed, admitted to the police that he bought the sets for $9 a dozen.

"The point is," said Magistrate Kingsford, "that the advertisement said this was a $5 set whereas it was only worth 98 cents. I fine Tully $50 and costs or thirty days."

Joseph Tully, a brother of the accused, selling the same outfit in another store, avoided a conviction by having the words "$5 Value" on his advertising card.

MAY BE BIG BUSINESS IN SPORTING GOODS THIS YEAR

"ORDERS with us for fishing rods must now be placed at least four months in advance," writes a British firm manufacturing these goods. "In consequence of the war our depleted staff cannot cope with the mass of orders we have in front of us." This is merely another indication of the business prospects for sporting goods. Manufacturers are expecting that, as a result of the outdoor life they have been leading, thousands of men will be more than ever interested in shooting, fishing nad other outdoor sports. This, they declare, means a big opportunity for hardware dealers. Many firms state that this winter they have sold more skates than ever before.

FIRST DROP MADE IN HIGH EXPLOSIVE PRICES

AS a result, it is stated, of raw materials being available at lower prices, a drop is announced this week in the prices of high explosives which are used extensively in mining operations. This is the first drop made in powder prices since the signing of the armistice and it is stated to HARDWARE AND METAL that no further change is expected for some time. The new prices are from one to two and a half cents a pound cheaper than formerly. The high velocity powders used for sporting purposes are not affected by the price change. It is stated that a big development is looked for in mining all over Canada and that the demands for high explosives will likely be very large.

STEEL MILLS TO FIGURE ON RAILWAY CONTRACTS

IT is reported this week that Canadian steel mills are about to figure on rather large tonnages for Government railway work. Such orders would be very acceptable just now as there is not a great volume of new business offering yet. A new list of prices for scrap material given out this week shows an all round reduction that will amount to an average of about thirty per cent. Reports from Montreal indicate a slight revival in the demand for machine tools, particularly from the railroad shops. According to the latest news from Pittsburgh, a decline in steel production is looked for there. Some experts believe this may run as high as 40 per cent. of the high mark recently attained. It is not thought that steel prices in Canada will be at once reduced to meet the cuts announced across the line. Many warehouses have stocks on hand that cost them much more than the present base prices. Holders of such stocks are running it off at prices very close to their actual cost figures. "Every price concession made now," says *Canadian Machinery*, "has a tendency to reduce the list of those waiting for lower levels before making purchase. This means that buyers and sellers are getting closer together."

MANY SALES CONFERENCES WERE HELD THIS WEEK

CONFERENCES attended by travelling salesmen, department heads, and buyers have been held by many firms this week. A rather important feature in which this year's conferences differ from those of former years is that there is little new merchandise, that is new styles or types, to be discussed. This is one of the important results of the general policy of standardization which went into effect as a war measure. The discussion of new lines was often an important feature at former annual sales conferences. This week, however, there was another feature that occupied just as prominent a place and occasioned just as much, perhaps more discussion and that was the outlook for business, trend of prices, question of delivery, export business and best methods of merchandising during the next six months. It is rather an important fact to note that the impression at the sales conferences was that business will be good. The road men will go out, it is stated, with a feeling of confidence and with every prospect for a good year.

BUSINESS PROFITS TAX YIELDS OVER $65,000,000

THE total amount of assessments made under the Business Profits War Tax Act to date is over $58,000,000, of which over $54,000,000 have been collected. It is estimated that by the end of the present fiscal year about $65,000,000 will be realized. This is more than double the estimate made in the budget speech in which the Business Profits War Tax Act was introduced.

MAY MAKE CHANGES IN FIRE INSURANCE RATES

IMPORTANT recommendations in regard to insurance rates and matter in connection with the regulation of the fire insurance business generally are expected to be made shortly by Mr. Justice Masten. He has returned from New York after conferring with a number of officials. Some time ago he was commissioned to make a full investigation into the fire insurance question and his report and recommendations will likely be presented to the Ontario

Government in time for any changes which it may be decided to make in the present legislation. The enormous losses which have been sustained by the fire companies has been a subject of much discussion and measures aimed to reduce these to a minimum may be undertaken.

WOULD ASK COMPANIES FOR DETAILED REPORTS

ON the ground that many companies are withholding from the public important details which individuals have a right to know a move is under way to have full reports made. In some quarters a plan is favored by which the statements submitted to the Government in connection with the business tax should be presented to the shareholders and to the public. The allegation is made that people may be paying higher prices for some products than are justified and also that the profits of some firms may be larger than are submitted, thus resulting in an injustice to shareholders.

TIN LOWER IN LONDON HARD TO GET LICENSES

WHILE the London tin market has been registering declines for some time past, it appears to be impossible to get license permission to import. This is the result of the Government's desire to have supplies further cleaned up on this side of the Atlantic. It therefore is necessary to adhere to the basis more closely as applying at present, for, if importers were able to get supplies forward from the London market they could quote on the basis of London price plus carriage and usual changes. It is just a bit uncertain when the restrictions will be lifted. In the meantime prices have held up fairly well and undoubtedly will not show stiff declines until import is permitted.

GARDEN TOOLS NEEDED IN DEVASTATED EUROPE

IT is expected that large purchases of garden tools for France, Belgium, Roumania and other European countries will be arranged for in Canada shortly. Already a number of inquiries have been received and it is expected that the special commissions representing the various Governments will complete the details of arranging for the necessary supplies before long. As a result of the German invasion in many of the best agricultural sections of the war zone practically not an implement of any kind suitable for farming or gardening remains. In order that the people may resume cultivation of the soil as quickly as possible and become more or less self-sustaining it will be necessary to provide them with tools and implements. Premier Borden, it is stated, and the Canadian Trade Commissioners have this matter in hand with a view of securing a share of the business for Canada.

TURPENTINE SUPPLIES GETTING LOW IN SOUTH

LATEST reports from the South in regard to turpentine are as follows: "Approximately 92½ per cent. of the turpentine crop had been marketed at the close of the year.

"Turpentine has been gathering strength for some days. Receipts are getting down to the lowest level known in many years for the last three months of the season and conditions altogether play in favor of a bull movement, stocks being strongly held. True, there is the old threat of a use of cheaper commodities that can be substituted for turpentine, but experience in former years has demonstrated that there is a considerable quantity of turpentine consumed in this country even when it gets between 65 and 70 cents."

Current Events in Photograph



POURING BLISTER COPPER FROM A BIG CONVERTER

The photo shows the molten metal being poured into a casting ladle after separation from the nickel. This is part of the process of refining that goes on at the huge new plant of the International Nickel Co. of Canada, Limited, at Port Colborne. Canada controls the nickel output of the world and the Port Colborne plant which has only been in operation a short time was the first refinery built in the Dominion.

EDITORIAL COMMENT

BRIEFS

GOOD business policy: buy wisely, pay promptly, sell prudently, collect systematically.

* * *

GOOD WILL is an option on opportunity. Maintaining good will is one of the surest means of building a steadily growing business.

* * *

ASSOCIATION with fault-finders is generally harmful to a business man. It often narrows his view and lessens his confidence in himself.

* * *

STOPPING an advertisement to save money is like stopping a clock to save time. Advertising is an insurance policy against forgetfulness—it compels people to think of you.

GOOD NEW YEAR RESOLUTIONS

IF you make the following a part of your business programme this year, you will tackle every problem with a vim, your mind will be free and you can look for a fair measure of success:

Don't fail to make collections promptly.

Don't fail to maintain your credit standing.

Don't fail to keep your business engagements promptly.

Don't fail to read your trade papers.

Don't fail to keep your name before the public.

Don't fail to keep a bright sign before your shop.

Don't fail to do as you advertise to do.

Don't fail to introduce new lines worth while.

SECOND HIGHEST ON RECORD

RETURNS just completed show that the loss by fire in the United States and Canada during 1918 reached the enormous sum of $317,014,385. With the exception of 1906, when the catastrophe at San Francisco brought the losses up to $459,710,000, 1918 is the highest year on record. The losses were greater than in 1917 by fifty millions. While this increase is very large it is to some extent due to the higher values prevailing. The whole question is a most important one for merchants and manufacturers as well as for the general public. Every fire loss and all insurance that has to be paid directly, affects every individual pocket. This is not generally realized. Nor is the importance of stopping this enormous annual waste appreciated. Drastic action by the Fire Underwriters and more stringent legislation before long will, it is expected, do much to check this huge unnecessary loss.

NOT SO SLOW AFTER ALL

BRITISH manufacturers who have been working to their utmost capacity for over four years on war products are turning to peace production with a rapidity that is causing those who are inclined to regard John Bull as slow going to sit up and rub their eyes. Here are just a few of the reorganizations already well under way:

Three munition firms at Leicester, Ilkeston, and Nottingham are taking up the manufacture of hosiery needles, which in pre-war days were practically entirely imported from Germany, and they hope to turn out a million, and later on two millions a week. Three Loughborough firms are devoting themselves entirely to the manufacture of hosiery bearded needles, heretofore imported from Germany. A Leicester firm which before the war was engaged in importing typewriters and selling and repairing them, now proposes to manufacture them. Another firm in the same town which formerly made vulcanite pressings for magnetos will now make fountain pens, which were imported from America before the war. A third Leicester munition firm is laying out plant for producing hose-suspender fittings, which in pre-war days were almost wholly imported from Germany.

In the munitions area of Hebburn-on-Tyne a firm previously engaged in the manufacture of areoplanes is turning over to the manufacture of heavy toys and furniture, giving employment to 500 people. A Newcastle-upon-Tyne firm from producing aeroplanes is turning over to household furniture making, and will give work to 500 people. Another firm in the same town is changing from guns to the building of locomotives, a new industry, which will find employment for 5,000 people. A firm at Burnley which was manufacturing fuses is turning over to the manufacturer of electric fittings. At Leigh, in Lancashire, a firm is going to produce presses for brickmaking, and it is estimated it will employ about 1,000 persons. A Sheffield firm is turning over from the manufacture of shells to files and springs, and expects to employ 1,000 persons. At Leeds one firm will cease to make steel pressing for mines and copper

bands for shells and make dairy utensils, while another which was engaged in assembling aeroplanes will devote its buildings to the making of iron valves as an adjunct to their brass valves department. One Birmingham firm is changing from the production of fuse components and aeroplane parts to the manufacture of motor accessories.

These are merely a few instances and show that John Bull is not only out to get a great deal of the trade the Huns lost, but to extend his markets in all parts of the world.

RESULTS OF THE FLU

WHILE everyone has been aware of the seriousness of the influenza epidemic and the wide area swept by the scourge, the actual figures bring home the enormous losses as nothing else can. Up to January 1, more than 150,000 deaths had occurred in the United States and Canada. These resulted in insurance claims approximating $75,000,000. Some of the companies have been so busy filing and tabulating death claims from pneumonia that only approximate figures could be given by officials. The losses to some insurance companies have been the greatest in recent years. The loss to business men in Canada has been very great also, not alone from the general disorganization of business, but by the removal of hundreds of promising young men and women whose careers were just commencing.

FOLLOWERS OF THE FAITHFUL HOUND

OUR democratic cousins across the line, are tireless in organizing all kinds of "Exalted Societies" for all manner of purposes. The latest of these is a national Association to be known by the grandiloquent title "The Exalted Society of Order Hounds." The society is to draw its membership from the order salesmen of all branches of commerce and industry. It is of a semi-secret and fraternal nature, and is formed with the intention of developing scientific selling methods and higher ideals in the lives of its members.

With that somewhat strange complexity of character that makes the sturdily democratic plain John Smith of the daytime yearn to be grand high potentate of something or other in his moments of leisure, the society has not only chosen the non-conventional name given above, but have designated their lodges as Kennels, etc., and their officers as: Senior Watch Dog, Junior Watch Dog, Official Growler and Big Barker.

There is a certain uniqueness about the nomenclature, but the ideals of the society are sound and good. Good luck to the apostles of the faithful hound.

WHAT OTHER EDITORS SAY

TOO much caution in the matter of replenishing stocks for the first quarter of the new year is certain to result in loss of profits. It requires no clairvoyance to predict a continuance of present prices for six months at least. The hardware retailer, therefore, who has the foresight to purchase wisely and who does not let himself become panicky under the influence of calamity howlers will be in a position to take care of his trade and to extend his business. The customers of the dealer who is not able to supply their demand because he has not kept up his stocks, will naturally gravitate toward the hardware store of the wise merchant who has an ample assortment of goods to satisfy their needs.—"American Artisan and Hardware Record."

AMERICAN copper producers are quoting a lower rate for shipment abroad than to home consumers of copper. As copper is a raw material of many important industries home manufacturers of copper goods are placed at a disadvantage in competing in the world markets. That is a danger of syndicate selling during the reconstruction period which should be averted.—Toronto *Globe*.

LOCAL drygoods men have decided to close their stores at 9 o'clock Saturday evenings for the balance of the winter. We think this is a move which might well be followed by all places of business in town. The habit of keeping open until 10 and 11 and often later, while in some cases a convenience is often a temptation for people to postpone shopping until the hour is unusually late. The public might just as well do its shopping early and our business people get home to have a needed rest. We would suggest that local business men try the plan for three months at least.—Goderich *Star*.

HARDWARE journals announce a decline in the price of rope, which will be a sinister piece of news for ex-Kaiser Bill when he hears it.—Toronto *Star*.

WHEN Henry Ford adopts a minimum wage of $6 a day for his employees, when a great Canadian store decides to give its employees an entire Saturday to themselves during the summer months, when a large American concern voluntarily agrees to adopt the six-hour day without reduction of wages, can it be said that the world is working toward a less frantic and more harmonious system of existence? At least we can point to these humanitarian tendencies and realize that they will be the things more talked about and more advertised than any other things in the home circles of the workers. And the manufacturers and other employers will not find it such unpleasant reading, if they can realize what a great satisfaction must come through extending positive benefits to a large class of people.—London *Advertiser*.

THE mail order man won't sell the farmer 2 cents' worth of goods on one day's credit no matter how badly the farmer may need the goods or how little ready cash he has to pay for them. If the farmer's house burns down the mail order man is not going to build another home. He will take what cash he can get the farmer to send him and there his interest in the farmer ends. If the farmer has no money to pay for what he needs, the mail order man will find others to help swell the stream of dollars which is building up his great fortune and helping build up the great city in which he lives.—Walkerton *Telescope*.

EVENTS IN THE TRADE

Business Changes

Belgrave, Ont.—J. A. Geddes has purchased the hardware business of Duncan McCallum.

Fort Saskatchewan, Sask.—P. D. Gordon is retiring from the firm of Gordon & Dubuc hardware and the partnership has been dissolved.

Moose Jaw, Sask.—Helliwell & Carter have sold their hardware business to A. J. Silcox.

Obituary

The death occurred at Dutton, Ont., of F. J. Small, hardware.

Walter K. Greenwood, B.A. Sc., aged 37, engineer of the electric and power plants at Orillia, Ont., died of pneumonia, which followed influenza.

The death occurred at Ribstone, Alberta, of P. O. Lawrence, hardware.

Sgt.-Major Walker, formerly accountant with the Steel Company of Canada at Hamilton, Ont., died at the Lake Edward Sanatorium, St. Agathe, Quebec. After enlisting in 1914 he went to England in 1915 but owing to ill health was invalided home. Burial was made at Hepworth, Ont.

Joseph L. Carleton, for many years a valued member of the staff of Foster, Robertson & Smith, Ltd., St. John, N.B., died after a short illness with pneumonia.

Hugh F. Murphy, foreman of the wire mill in the James Pender & Company works, St. John, N.B., died recently.

W. A. Dixon, a member of the staff of W. H. Thorne & Co., Ltd., St John, N.B., before he enlisted in the 26th battalion, who was invalided home a short time ago, died of pneumonia while in British Columbia.

Personals

W. H. Parker, of the Wood Hardware Co., was in Winnipeg during the week on business.

John McClary, of the McClary Mfg. Co., London, celebrated his 90th birthday on January 2.

W. H. Gurney, of the Gurney Glove Co., was elected mayor of Wingham in the election contest of this week.

E. J. Horsman, formerly with Wood, Vallance, has joined the traveling staff of Merrick-Anderson Co., Winnipeg.

W. H. Bartlett and Emerson Knowles, of the St. Mary's Hardware Company, St. Mary's, Ont., who have been ill with the influenza, are much improved.

A. H. Fraser, of Brown, Fraser Co., Ltd., Vancouver, has left for the East, where he will call on manufacturers. He will be away about two months.

John Douglas, hardware, was honored in the recent elections by being returned as reeve of Wroxeter, Ont., for the second time by acclamation.

James Armstrong, of the Armstrong & Robinson Foundry, Orangeville, Ont., was taken seriously ill while on his way to Hamilton and had to return.

J. A. Connor, of Toronto, formerly of London, Ont., for some time division manager of the Canadian Consolidated Rubber Co., Limited, has been appointed manager for Ontario for the Dominion Rubber System (Ontario), Limited.

John J. Foote, assistant vice-president of the McClary Manufacturing Company, of London, Ont., is leaving for Winnipeg, where he will be "Western Executive" for the firm and have supervision of that territory.

W. F. Kelly, Ontario sales manager for the Canadian Tungsten Lamp Co., and the Ontario Lantern and Lamp Co., Hamilton, Ont., left on Wednesday for Winnipeg and Vancouver. He will cover the territory of Frank Down, Winnipeg and Western sales manager of the company, who has been called to England owing to the serious illness of his mother.

Trade Notes

The H. Lambert Company, hardware, has been registered at Montreal.

The J. H. Ashdown Hardware Co. have been holding their salesmen's convention during the past week.

Buller & Brebner, Holstein. Ont., will shortly rebuild broom and handle factory destroyed by fire.

The Western Ontario Electric Co., London, Ont., has purchased the Canadian Electric and Mfg. Co., Ltd.

The Canadian Wood Products Company, Toronto, will erect immediately a $40,000 factory to replace portions of its plant destroyed by fire some weeks ago.

The Flexible Metallic Packing Company, capital $25,000, has completed arrangements to locate in the Border Cities and is now negotiating for a site.

Many inquiries relative to Canadian tariff on articles manufactured in the United States are being received by Dr. J. A. Smith, customs collector. He believes the commercial outlook for the Border Cities, as well as for all Canada, is particularly bright for 1919.

D. M. Poirier & Co., Waterloo, Quebec, tinsmith and plumbing, have dissolved and the business will be continued by Charles F. Poirier.

John Nichol, manager of the Massey-Harris Co.'s branch at Swift Current, Sask., has been transferred to Saskatoon as manager.

The annual conference of the salesmen of the Imperial Oil Company, Eastern Ontario Division, was held on Wednesday, Thursday and Friday of this week in Toronto. The Western Ontario salesmen met in Hamilton on Tuesday, Wednesday and Thursday.

Montreal News

Jas. G. Lewis, vice-president of Lewis Bros., Ltd., has been indisposed for a few days.

Raymond A. Catlin, of Corbin Cabinet Lock Co., New Britain, Conn., was in Montreal this week.

A. T. Black, manager of the Martin-Senour Co., was confined temporarily to the house this week.

O. B. North, representing O. B. North and Co., Ltd., of New Haven, Conn., was in Montreal this week.

F. O. Barber, representing P. F. Corbin, New Britain, Conn., was a Montreal visitor early in the week.

R. W. Pain, sales representative for the American Ring Co., Waterbury, Conn., was a Montreal caller this week.

Jack Bennett, of the retail hardware firm of Bennett Bros., 371 St. Antoine St., Montreal, has just returned from his honeymoon.

H. Fraser, representing Direct Agencies, Ltd., St. Johns, Nfld., and agent there for the Thos. Davidson Mfg. Co., was this week in Montreal.

The sales representatives of Lewis Bros., Limited, Montreal, this week met in convention at the Queen's Hotel under the direction of their sales manager, John A. Fraser.

Jos. Dowling, president of the Canadian Wholesale Hardware Association and manager of Caverhill, Learmont and Co., has been ill for a few days, but is expected back this week.

GOES TO MONTREAL

D. L. Scott has been appointed as manager of the Montreal branch of the Canada Metal Co., Ltd. Mr. Scott comes from the Toronto field, where he has been connected with the sales staff. This company expect soon to move into new and larger quarters in Outremont, in the immediate future.

Municipal Honors

J. M. Dobbie, of the hardware firm of A. G. Dobbie & Co., Brockville, Ont., was elected as councillor.

E. F. Martindale, of the firm of Martindale & Co., Alliston, Ont., hardware, was elected as a member of the town council.

Captain John McKinley, who was elected as one of the aldermen for the Centre Ward in Ottawa is a son of John McKinley, of the firm of McKinley and Northwood, plumbers and hardware.

W. H. Manning, hardwareman of Coldwater, Ont., was elected reeve.

At Stratford, Ont., C. R. Myers, of the firm of J R Myers & Co., hardware, was elected as alderman.

E. F. Earl, tinsmith and stoves, was elected as mayor at Milton, Ont.

Incorporations

Burlington Steel Company, Limited, capital $1,000,000, head office Hamilton, Ont., has been granted a provincial charter and plans to manufacture and deal in iron, steel and copper goods, hardware, tools and implements.

Burns & Roberts, Limited, capital $40,000, head office Toronto, Ont., plan to carry on the business of brokers and dealers in metals and metal goods.

Hartley Foundries, Limited, capital $100,000, head office Brantford, Ont., plans to manufacture and deal in hardware, brass, iron, steel and wood articles.

New Brunswick Notes

James Robinson, of Millerton, is building a lumber mill with a capacity of 60,000 feet daily at Newcastle, N.B.

M. E. Agar has been appointed chairman of the newly constituted committee of the St. John Board of Trade on labor problems.

Peter Campbell, of P. Campbell & Co., St. John, and Mrs. Campbell recently celebrated the fiftieth anniversary of their wedding.

W. S. Fisher, of Emerson & Fisher, St. John, who is an authority on art as well as hardware, has been elected president of the St. John Art Club.

Business men in Charlottetown, P.E.I., are considering the formation of aerial transportation company to provide connection between the Island and the mainland. The project is to carry passengers and mails at first and heavier traffic later as the system would develop.

Building in St. John was very slack during 1918, the total value of permits issued being $351,320. A great increase in building operations, with the natural result on the building hardware demand, is expected when conditions return to something more like normal.

W. H. Thorne & Co., Ltd., St. John, will close their stores at one o'clock on Saturdays, during January, February and March. The hardware merchants were the first to introduce the summer half holiday for retail stores in St. John, many years ago.

John Thornton, manager for the Consumers' Cordage Co., Ltd., has been elected as one of the five commissioners who form the city council of St. John and during his term will devote his entire time to civic affairs.

The new plant of T. McAvity & Sons, Ltd., which has been devoted to shell making, has ceased operations. It is the intention of the company to remove other branches of their business from the older premises to the new plant, but plans for this have not yet been fully worked out.

A handsome gold watch was presented to William F. Knoll, superintendent of James Pender & Co., Ltd., St. John, by the staff recently. The watch was accompanied by an address of appreciation.

The Retail Merchants' Association of St. John has adopted a resolution pledging the support of the merchants in the sale of Thrift Stamps, both as a patriotic duty and for the purpose of encouraging thrift among their customers.

Commercial travelers residing in Fredericton have organized a social club and intend to open a club room which will be at the disposal of visiting commercial men.

J. A. McAvity and W. S. Fisher are among the speakers who will address a public meeting in St. John under the auspices of the Board of Trade in the interests of a peace programme of civic development.

Major Ronald A. McAvity, of T. McAvity & Sons, Ltd., St. John, has returned from the front. He went overseas with the first contingent as an infantry officer, was transferred to staff duties and afterwards secured his transfer to the air force.

Lance Sergeant W. A. Alward, employed with James Penders & Co., Ltd., St. John, before enlisting, has been awarded the military medal for services at the front.

William Bishop, formerly employed with W. A. Steiper, St. John, is reported suffering from gunshot wounds in the head and hand, received in the closing days of the fighting on the Western front.

The International Shipbuilding Company of Rosebank, Newcastle, N.B., which has been engaged in shipbuilding, machine and foundry business, is being wound up by the courts. J. A. Grant, of St. John, and A. A. Davidson, of Newcastle, have been appointed liquidators.

On the eve of his departure for England in the interests of the newly organized Canadian Avro Company, Ltd., S. E. Elkin, managing director of the Maritime Nail Work, Ltd., St. John, received a fine case of pipes from the bond men of the city in recognition of his services as chairman of the St. John district Victory Loan committee.

Will Help Trappers

Canadian trappers are provided with a market for their furs, and manufacturers in the United States are given a new source of supply under an order just issued by the United States War Trade Board. It permits the granting of general import licenses to firms agreeing to report the receipts of furs from sources other than Canada and to hold them subject to the disposition of the board.

Border Firms Going After Italian Trade

Taking advantage of the many trade inquiries from Italian manufacturers and wholesalers, the Wilt Twist Drill Company, Walkerville, Ont., are preparing a catalogue and price list, in Italian, and will send it to all Canadian Trade Commissioners, Boards of Trade, and prominent manufacturers and wholesalers in Italy. An Italian interpreter secured from the Italian embassy in Detroit is engaged in the work.

It is probable that manufacturers located in the Border Cities of Ford, Walkerville, Windsor, Sandwich and Ojibway, will co-operate through the Manufacturers' Section of the Chamber of Commerce in the publication of one large catalogue or a number of separate ones to be published in Italian, and circulated in Italy, as a means of taking advantage of the opportunity for export trade, particularly in manufactured metal products that exists in that country.

War Contractors Ask Settlement of Claims

More than 200 war material manufacturers from all parts of the United States and Canada in an all-day session at Cleveland organized the Association of Manufacturers of War Materials, and will ask Congress to enact legislation which will permit payment by the Government of obligations arising from informal contracts entered into under the stress of war conditions.

Unless speedy discharge of these obligations, aggregating over $1,500,000,000, is made possible, serious disturbance of the country's industrial conditions was predicted.

The manufacturers adopted a resolution recommending the immediate passage of the Dent Bill with necessary amendments to meet the situation; asking Secretary of War Baker to take steps immediately to check the claims of sub-contractors, and urging immediate payment of such amounts as "may clearly appear to be due."

The contractors unanimously opposed the plan of Senator Hitchcock, legalizing the contracts in question, but placing adjustment of the obligations in the hands of a "non-interested commission." They contend the Hitchcock method would interminably delay instalment of their claims.

Regina News

John S. Bates, who returned from overseas recently, has resumed his position as salesman with Armstrong, Smyth & Dowswell.

Peart Bros. have leased their block on the corner of South Railway and Rose street, to Champ Bros., to be remodeled for hotel accommodation.

Frederick Ham, of Armstrong, Smyth & Dowswell, while on holidays at his home in Portage la Prairie, was stricken with influenza and will not be able to work for some time.

Are You Giving Your Advertisements Really Careful Preparation?

THE most enterprising and progressive business men of to-day are advertisers, says the "Free Press," of Forest, Ont.

It's the successful business men that most communities want, for they not only benefit themselves, but contribute largely towards the general prosperity of the place in which they live.

To-day the mail-order houses are more on the alert than ever. They are taking advantage of every opportunity to lure the town and country trade their way, and to a large extent meeting with success.

To offset this the local merchant must be wide awake and equally active in his efforts to induce the people to buy at home. With this point in view he should grasp every opportunity in his reach. He should be as accommodating and obliging as is in his power. The mail-order houses, with their cleverly gotten up catalogues, make it easy to buy—why shouldn't the home merchant make it easy?

And no advertiser need expect results unless he is prepared to carry out his part of the contract. He must take pains in putting his advertisements together. Time spent in writing a good "ad." is not wasted, but it's just here where many a local merchant falls. The tendency is to sling the "ad." together any old way and even to forget to back it up. There is much of education in advertising to be done along this line.

Big business houses pay large salaries to advertising managers. These men realize that newspaper space costs money and spare no pains in the preparation of the copy. If they did their work like some town merchants they'd be fired the first day.

Just keep this thought in mind when writing your next "ad." and consider how it will look when it appears.

Six Day Special Sale Held by Firm at Galt

The Fraser Hardware Co., of Galt, Ont., plans to continue and possibly extend its policy of special sales in 1919. The firm states that these proved most successful last year. This week the firm held a six-day sale from January 6 to 11 and reports it was a big business booster. In the local paper on Saturday in a three-quarter page advertisement the firm announced its sale featuring galvanized ware at old-time prices. One idea of the sale is to dispose of a lot of stock to make room for new purchases and to make a quick turnover, real bargains are offered. In the advertisement practically every article featured in the sale was illustrated and the prices in odd figures stood out prominently. Here are a few samples of the bargains offered: Wash tubs, $1.39, $1.59 and $1.79; wash boilers, $1.69 and $1.89; galvanized garbage cans, $1.29, $1.50 and $1.89; pails from 49c to 99c; Perfection heaters, $5.95 and $6.75; nickel-plated tea kettles, $1.97; Jubilee washing machines, $6.49 and many others.

URGE CANCELLATION OF ORDER-IN-COUNCIL

Retail merchants of the Border Cities of Ford, Walkerville, Windsor, Sandwich and Ojibway, are greatly concerned over the action of the Government in amending Order 2461 under dates of November 10 and 20 making it illegal for anyone to "conspire, combine, agree or arrange with any other person . . . to prevent, limit or lessen the manufacture or production of any necessity of life or to enhance or maintain the price thereon." At an executive session of the Border Retail Merchants' Association this enactment, regarded locally as an example of discrimination against the retailer, wholesaler and manufacturer, and as a product of class legislation, was fully discussed and it was unanimously decided to forward a strong protest to Ottawa, urging its cancellation.

CHALLENGING HUDSON BAY CO.?

Considerable interest has been aroused in Northern Alberta by the following newspaper report:

"Capt. L. L. Lane, who recently completed a long trip through Northern Alberta, announced in Seattle that the Lamson & Howard Co., of Boston, will establish a number of trading posts in the north. They will endeavor to compete with the long established Hudson's Bay Co. Supplies will be shipped to Herschel Island during the coming spring."

FOUNDRY COMPANY REORGANIZED

Reports from Port Huron state that the Romeo Foundry Company has been reorganized and capitalized at $1,250,000 and will continue business under the name of the Holmes Foundry Company. This firm is affiliated with the Holmes Foundry Company of Sarnia, Ont., having the same officers and management. It is stated that the firm has large orders on hand from the General Motors Company. The firm's business has been exclusively the casting of automobile trucks and tractor parts. Land was purchased in Sarnia some time ago with a view of locating a branch factory there and it is rumored this may be proceeded with shortly.

OFF RESTRICTED LIST

The United States War Trade Board has removed garden seeds from the export conservation list. The ruling is now in effect.

GIVEN ACCLAMATION

Honor has been bestowed on a Kingston hardware man in the person of Frederick Simmons, a member of the firm of Simmons Bros., who was elected as alderman by acclomotion for Cataraqui ward, which he has represented in the City Council for the past two years. Mr. Simmons has served on the board of works and the fire and light committee, and has at all times proven himself a most able representative for the people.

BUYS KINGSTON BUSINESS

A change has been made in one of the leading hardware stores here. George Botsford, who for the past four years has conducted the hardware business of Botsford & Nicol, at the corner of Princess and Wellington street, has been compelled to retire on account of ill health. The business has been purchased by a young Kingstonian, W. H. Cockburn, who has been employed as a clerk in this store for many years. He started in the business under the late John Corbett.

TOOK NO ACTION

In the presentment of the grand jury at the Fall Assizes in Toronto this week attention was drawn to the ease with which revolvers could be imported by private individuals from the United States and the illegitimate trade in small arms carried on by second-hand dealers. No action was taken in the matter.

NOW IS A GOOD TIME TO GET AFTER ACCOUNTS

Don't let your accounts lag. There is no better time than the present to get in any money that may be owing to you. All the cash you can put into new stock and into your business makes it just that much better. A nice way of reminding customers who owe bills that a settlement would be appreciated is that taken by Dan Shannon, hardware dealer at Marmora, Ont., who on the front page of the home paper this week has the following:

"As we are starting in a new year with a good stock on hand to supply all our customers' wants, and in order to keep this stock up to the standard, we take this as the proper time to ask all our customers to come in and settle all 1918 accounts during the next thirty days."

DAN. SHANNON,
Marmora's General Hardware Store.

PRICE OF RADIATORS CUT

A cut of 25 per cent. in price of radiators, boilers, and other staples of its manufacture is announced in Chicago by the American Radiator Co. In an announcement to the trade Vice-President Busch said he hopes the reduction will assist builders to resume the full volume of their operations. Mr. Busch said the war sent their prices up about 45 per cent.

From the Executive of the Ontario Retail Hardware and Stove Dealers' Association

To the Hardware Dealers of Ontario:

Dear Sirs:—

The executive of this association desire to extend to you and your staff their best wishes for a Happy and Prosperous New Year.

During the past four years we have been living under the dark shadow of the world's greatest war—many of us with loved ones in the battle lines, consequently filling our hearts with a constant anxiety and suspense, but now the shadow is lifted. Right has triumphed over might, and the freedom of all liberty-loving nations for which our soldiers fought so gloriously, stands assured.

Many have made the supreme sacrifice, and we must always keep their memory sacred as having given their best for their country's good.

During the years of war, we as business men have had many problems to work out in the conduct of our business which, we in a large measure have met in a fair win-the-war spirit, and have also given freely of our means and time to war work here at home.

With the advent of peace, other problems now present themselves, problems which we must be prepared to solve in an intelligent way or suffer losses in consequence.

With this in mind, in the preparation of programme for the annual convention of this association, we have invited some of the brightest and best informed men in Canada to speak to us on outlook for the immediate future. These talks will better equip any hardware dealer with knowledge to cope with his difficulties as they arise.

Other highly qualified speakers will treat of subjects of interest to every merchant, such as business methods, advertising and window dressing, cash versus credit, etc. There will also be a large number of first class exhibits at the convention, over thirty manufacturers having already applied for space for exhibits.

We would invite and urge every hardware man in Ontario to lay his plans to spend full three days at the convention. The information provided, the contact with business men and the other features provided in the programme, will keep the memory of the 1919 Convention, bright in the minds of all those who attend, for many months to come.

We trust that you will join us in Hamilton, February 18, 20, and take part in what we believe will be the brightest and most helpful convention since our organization.

With best wishes for your prosperity in the coming year,

Sincerely yours,

Executive of Ontario Retail Hardware and Stove Dealers' Association.

D. A. Macnab, president.
W. F. Macpherson, secretary.

Competitive Advertising Will Be Accepted By Windsor Paper

ANNOUNCEMENT was made by Clarence Lanspeary, of the advertising committee of the Border Cities Retail Merchants' Association, at the regular meeting this week, that the Border Cities "Star," Windsor, had decided to follow the policy of the Windsor "Record," which it succeeded, and accept advertising from Detroit merchants.

When the subject of a new paper in Windsor to compete with the "Record" finally reached a concrete basis during the summer of 1918, representative merchants of Windsor waited upon W. F. Herman, proprietor of the Saskatoon "Star" and the Regina "Post," and interested him in the project. Advertising contracts providing for the use of approximately $50,000 worth of space to be used in six months by Canadian retailers were secured by a special committee of the association, and on the understanding that Windsor merchants would support a new paper, Mr. Herman consented to open negotiations.

Bought the Paper

After unsuccessfully attempting to secure a franchise, Mr. Herman finally purchased the "Record" from John M McKay at the large figure of $150,000. He took possession September 1, 1918.

Newspaper publishers and advertisers throughout Canada and the United States watched with interest the experiment of a group of small communities, located on the border, with the assistance of the local newspaper excluding Detroit advertising, entering into competition with larger stores in close proximity that could, in many cases sell various lines of merchandise at a much lower figure than the same goods could be purchased in Canada.

Did Not Support It

The advertising rate was increased from 25 cents per inch to 50 cents, and this advance, although they themselves unanimously admit that a much larger circulation, a much better paper, and increased operating expenses, and the purchase of new equipment justified such action, the merchants, in the majority of cases did not use the space they had contracted for, and the paper lost money, with the result that its columns will now be open to competitive Detroit advertising.

Discussing the situation, Clarence H. Smith, president of the association, declared:

"Gentlemen, there is little use discussing the matter. Mr. Herman has definitely made up his mind. Frankly, we have had our opportunity, we lost it and now we must pay the penalty. Mr. Herman has lost money here and we could not in fairness ask him to delay his decision and give us another chance as every day lost means considerable money to him."



Starrett Book in Its Fourth Edition

The fourth edition of "The Starrett Book for Machinists' Apprentices," published by the L. S. Starrett Co., of Athol, Mass., has just been issued. The book, now in its thirty-fifth thousand, is a well illustrated volume of 176 pages, bound in red Athol leather and designed to answer in an authoritative manner questions as to how to do the every day work of the average machine shop. The different classes of work are taken up separately, the most common errors pointed out and the correct practice indicated. Much attention is given to proper use and care of tools, reading of micrometers and verniers, bench work, lathes and lathe tools, grinding, belts, gears, etc. The book is essentially for apprentices rather than the expert machinist though the latter will find much of interest and value, and is intended to provide the answers to the many questions usually asked of the foreman or superintendent. Distribution is being made exclusively through the hardware dealers handling the Starrett line of tools, the price being 50 cents per copy. The briefest examination of the volume will convince the ambitious apprentice or machinist of its value in his everyday work.

Catalogue No. 3, just issued by Soren Bros., tinware manufacturers, 545-549 King St., West, Toronto, Ont., contains 144 pages of most attractively illustrated matter. The listings include pieced tinware, japanned ware, galvanized ware, sheet iron ware, miscellaneous ware and enamelled ware. Copies of the catalogue will be sent to readers of HARDWARE AND METAL, who are interested.

THE CLERKS DEPARTMENT

SOME TIPS FROM WISE OLD ROBERT DOLLAR

The Career of the Foremost Business Man on the Pacific —Canada the Scene of Many Early Struggles

"AVOID the easy, lazy job. Shun the position that calls for little or no exertion, that does not put your powers to the test, that does not keep you constantly on tiptoe in an effort to fill it well—better, in fact, than it was ever filled before. Don't run away from difficulties, from hard work, from hard knocks, if need be. Hammering hardens and strengthens a young man. It tests his mettle. It develops him. It teaches him self-reliance, self-confidence, grit. It drums out cowardice or timidness and makes him unafraid to stand up and fight until he learns how to win out."

Our speaker is Robert Dollar, the foremost business man on the Pacific, creator and owner of the famous Dollar Steamship Lines, a penniless lumberjack who became a "lumber king"; the man who has done more than any other human being to promote friendship and commerce between the yellow races and the United States, and whose reputation for integrity and ability is such that he was recently commissioned by the United States Government to arrange a thirty-million-dollar shipbuilding contract with the Chinese Government, and was made the depository for receiving these millions without even being asked by either nation to put up a bond!

How came Robert Dollar to attain such conspicuous success in business and such a superlative reputation for ability and integrity? The answer to this and other questions is given by B. C. Forbes in the "American Magazine":

"Tell me how you did it!" I exhorted.

"You are very familiar with my whole career," he countered. "I'm not so fond of talking as I am of acting. You know how I went about it—and surely no boy ever had a poorer start or less encouraging experiences as a youth than I had."

"Will you tell me," I asked, "how you are exercising foresight *now*?"

"Well," he replied, "every long-headed business man is not only doing everything he can to help in winning the war, but he is figuring upon after-the-war conditions and opportunities. Great Britain has no fewer than *thirty-seven* organizations getting ready to cope with after-the-war problems of every conceivable kind. Every nation in Europe is getting ready. We are the only nation that is lagging. We are doing practically *nothing* yet.

"Our own company, for one thing, is spending several hundreds of thousands of dollars in building new docks and other shipping facilities at one port alone in the Orient. We are also making extensive preparations at other Far Eastern points. Some of these facilities may not be actually needed for years, and they strike certain people as foolish, as a waste of money. True, the half-mile of docks we are constructing at one place may seem unnecessary at this stage of world development; but we are laying broad foundations for the future. We *know* they will be needed; as a national asset, we *know* they will become immensely valuable, for a correct reading of the history of the human race enables us to see what is coming. Always the nation that has the greatest fleet of ships has commanded first place in the world. And always the centre of commerce moves westward. It is destined next to pass to the Pacific. America will have the greatest number of merchant ships ever possessed by any nation. Trade must be found for them. The greatest field in the whole world for commercial development is China, with its population equalling one third of the world's total inhabitants. The nations on the Pacific, notably America, China and Japan, are to become leading nations hereafter. That is why our company is laying plans for expansion at both sides of the Pacific.

A Site in Shanghai

"Years ago the American Government possessed a large concession site in Shanghai; but it did not have enough far-seeing business gumption to hold on to it, and two years ago had to pay three hundred thousand dollars for what they formerly had for nothing. The British looked ahead, and retained a beautiful site of fifty acres for their consulate right in the heart of this growing commercial city. This is an illustration of foresight.

"The young man in any walk of life shouldn't find it hard to cultivate the forward-looking habit. I don't see how he can avoid developing it if he enjoys his work and concentrates his mind on it.

"Hindsight, properly utilized, promotes foresight; that is, a careful study of past causes and effects is likely to throw at least some light on future possibilities and probabilities. But before deciding on action, fortify and enlighten yourself with all procurable facts, and post yourself on probabilities, trends, undercurrents, et cetera. Be sure your facts are facts. Having got them straight—and *all* you can get of them—and having surveyed the whole outlook as discerningly as you can, then decide and act.

"And when you act, act wholeheartedly. Don't be timid. Don't tread gingerly. Have confidence; have self-reliance; have courage; have nerve; have faith. Don't let obstacles or hardships worry you—a goodly share of difficulties and hardships have the same effect upon the right kind of young man as blows have upon a piece of steel that is being tempered. Setbacks train you to fight better. The 'Black Friday' panic of 1873 bankrupted me just after I had made my first start in business, when twenty-eight, and I well recall an older man then saying to me, by way of consolation, 'Happy and lucky is the man who fails when he is young.' I can better appreciate the wisdom of his words to-day than I did then. Age and experience, you know, teach one many homely lessons."

Emigrated to Quebec

Born in Scotland in 1844, Dollar was reared in a humble abode above the office of a lumber yard where his father worked; but his mother's death set his father to drinking; unemployment followed; Robert was taken from school at twelve and put to work in a machine shop at sixty cents a week, and emigration to Quebec was decided upon when the lad was fourteen. After filling various rough jobs, the young, hard-up immigrant was engaged as "chore boy" for a lumber camp in uncivilized territory a hundred or more miles above Ottawa. His chief duties were assisting the cook, and when the food was not up to the mark—which was often!—the uncouth lumber jacks not infrequently revenged themselves upon the helpless cook boy. He was made cook two years later.

The semi-savage life of the lumber camp had almost completely rubbed off the superficial schooling he had received in Scotland; but the conviction overtook him, when he was nineteen, that if he was to make headway in the world he must start educating himself. One day after finishing his work he was practicing how to write and figure on a piece of birch bark—the only writing "paper" he could obtain—when in popped the manager and the treasurer of the company. "What are you up to? Is that all you've got to do?" they asked as he tried to conceal his writing materials. On inspecting the cook-house and finding everything shipshape, they questioned him less gruffly, and then left. His industry was rewarded by promotion the following year to the position of clerk to the foreman, although the clerking had all to be done nightly after a full day's lumbering.

This life, which he continued for years, latterly as a foreman, taught him resourcefulness, self-reliance, doggedness, frugality. As foreman of a large camp he had to set broken legs, pull teeth, stitch and dress bad cuts, prescribe for the sick and cure "night blind," a malady which struck victims, stone-blind nightly from sunset to sunrise, and which was caused by a constant, unvaried diet, month after month, of fat salt pork, flour and peas—nothing else. (The favorite cure was to

eat a piece of cheese or drink milk for five or six days, when such medicines could, by hook or crook, be procured.) He had to know how to keep under control a gang of none-too-gentle huskies; how to build new waterways and make untried rivers navigable for logs—he was the first to bring logs over the Chaudiere Falls and past the city of Ottawa; how to sleep when necessary on frozen ground without freezing to death.

Awaiting Opportunity's Knock

All this time he read and studied, taking with him each year a library of standard works. Also, he saved almost every penny he earned, and was owner, jointly with his brother, of an unmortgaged farm before his wages had risen above twenty-six dollars a month.

This stern training fitted him to seize Opportunity. Opportunity came to him—or, rather, he went after it—in the form of new territory which the Canadian Government opened north of Toronto. He had capital enough to form a partnership to purchase timber on virgin farms. They cut thousands of logs, borrowed money to carry them until the following summer in the hope of securing big prices, branched out bravely, had rapidly growing visions of cleaning up a modest fortune, when—crash! Jay Gould and other gladiatorial speculators were caught in the notorious gambling frenzy which exploded when gold fell with a sensational bang on "Black Friday," as it ever was called. Financial wreckage strewed the United States and Canada. Robert Dollar lost his all, and found debts of twenty-five hundred dollars hanging round his neck.

While struggling as a wage-earner to repay his creditors, a struggle which took three years, he married, "And from this time," he says, "my success in life began, as I was fortunate in getting a good helpmate who counseled me, spurred me, tended me, and aided me." Before long he had started eight camps in the Muskoka district. But this did not satisfy his ambition or his pioneering instincts. He invaded an island in the Georgian Bay, near Parry Sound, where giant logs were obtainable. This camp was accessible only in the summer months, as the whole zone was frozen over all through a long winter. The camp ran short of fodder, and Captain Dollar personally undertook to convey supplies over sixty miles of treacherous ice.

"We started off over the ice," he says, "with four teams of horses and four loads of feed. We soon came upon wide cracks which we had to bridge over with planks which we had taken the precaution to carry with us. Before night a terrific snowstorm and hurricane came without handclap of warning. It was so violent that one team was swept off its feet. We formed a hollow square with the loads, and men and horses huddled together in the centre. But nobody believed we could survive the night in this exposed place. My chart showed we were far out of sight of land, but indicated a small island or rock about a mile directly to windward, and, armed with an axe, I started to find it, in the hope that we could obtain some degree of shelter.

"Before I had gone a quarter of a mile I was driven back by the wind. But I couldn't find the teams in the blinding storm. As it was impossible to stand still, I lay down and yelled with all my might on the chance that the men might hear me. I began to choke. Rising, I was driven along at the mercy of the wind—which had shifted, thus mystifying me. One moment I would be spinning and falling over slippery ice, the next I would be floundering in water. The bones of my hand were broken by the ax handle; my clothes began to freeze as stiff as iron; I fell repeatedly, and knew my strength was giving out. One particularly vicious gust knocked me over, and my head hit the ice so hard that I was stunned.

"Snow driven against my face revived me. But I felt I was doomed and that I might as well curl up and die. Soon, however, I felt a little rested, and I determined to try once more. Raising myself on my elbow, I saw with astonishment and delight land not fifty feet from me. It was barren, inhospitable and uninhabited, but it seemed Paradise to me. I survived the night, which was away below zero—and so had the men, by using a load of hay to keep a fire going.

"But all our provisions were lost, except bran mash without salt. The men refused to proceed farther; but somehow I managed to persuade then to persevere—they knew they could not find their way back without me. After other adventures we at last found the camp. By this time the ice showed signs of breaking up, so I ordered the men to return at once with the teams before it should be too late. They point-blank refused to go with an Indian guide. I was ill and sore all over, scarce able to move a muscle. But to avert disaster, I consented to have them get me out of bed and into a sled. On the return journey nothing more serious happened than the horses falling through the ice into the water several times. Of course it took me several months to get over the effects of my experiences."

The Reward of Pluck

Fortune could not long refuse to smile on a man with such grit, with such qualities of leadership, with such heroic determination, with such enterprise. His business grew, he looked further afield. Why not export lumber to Britain? To send consignments all the way from western Canada across the ocean was a task then beset with difficulties. But he would blaze the trail.

So rapidly did his operations extend that he foresaw he must move to a centre where there could be harvested a wealth of giant trees suitable for export trade. After journeying to various districts and examining prospects with his own eyes, he bought large tracts of government lands in Michigan at $1.25 an acre, and was soon despatching a lumber-laden ship every month to England as well as supplying America with millions of feet of lumber a year, which was manufactured at the new mills at Dollarville, Michigan.

At forty, the immigrant who at eighteen could neither write nor figure with facility, had become a lumber king! But he sat on no gilded throne of ease. From his unbroken diary, which he has kept for fifty years, we learn that in one year, 1887, he traveled 31,141 miles—29,100 by water, 1,050 by rail and 991 by horses, or more than enough to circle the earth. In addition, he covered hundreds of miles on foot, often through forests.

"I began to survey the world's potentialities," said Captain Dollar, speaking of this stage of his career. "and, looking to the future, I analyzed that the vastest undeveloped market for lumber was the Orient, particularly China. Before making a final decision I went twice to China.

"How could this trade best be handled?' I next asked myself. I was inland. Moreover, Michigan's supplies of big lumber were nearing exhaustion. Clearly, San Francisco was the natural, the ideal location; besides, California had rich supplies of redwood. So I moved there in the late eighties. We found by and by that it was easier to get lumber, and to get customers, than it was to get vessels.

"I investigated. I discovered that ships were making abnormal profits at the high freight rates charged. There was obviously only one thing to do—acquire ships. My first ship paid for itself within the first year. We did not merely carry over to China and Japan our own cargoes of lumber, but industriously sought return freight, going after it wherever it was to be found.

"The creation of commerce between the States and the Far East then became one of my major aims. I visited China eighteen times and made it my business to form as many friendly connections as possible between the two nations. We found both the Chinese and the Japanese most dependable people to do business with—in fact, we have never been swindled out of a single cent in all our dealings with these peoples, a thing I wish I could say about our own and other white nationalities. Of course the most exacting care had to be taken on our part to live up to the very letter—to every dot of an 'i' and stroke of a 't'—of all our agreements."

A Wise Scotchman's Advice

"Let no young man seek a soft snap. Glass cases develop frail plants. Avoid the easy, lazy job. Shun the position that calls for little or no exertion, that does not keep you constantly on tiptoe in an effort to fill it well—better, in fact, than it was ever filled before. Don't run away from difficulties, from hard work, from hard knocks if need be. Hammering hardens and strengthens a young man. It tests his mettle. It develops him. It teaches him self-reliance, self-confidence, grit. It drums out cowardice or timidness, and makes him unafraid to stand up and fight until he learns how to win out.

"By 'real job' I don't mean a big, responsible position. It was a real 'job' felling trees and floating logs down difficult rivers and over rapids—I more than once almost lost my life and once had three of my men drown right in front of my eyes. The truth is that most jobs can be made 'real jobs' if they are filled by a real fellow, who wants to put all he can *into* it, not merely to get all he can *out* of it.

"The growth in this country's business has been so much greater than the growth in population that there are, relatively, a greater number of big jobs to fill than there used to be. To-day the only way to get men is to make them.

"In China, at Shanghai, Hankow and Tientsin, we are feeding, clothing, and educating in the Y.M.C.A.'s boys from twelve to fourteen, and are keeping them in school for five years. On Saturdays, when there is no school, they work in the office, learning American ways of doing business.

"Heretofore, the average American youth has not taken kindly to going abroad to fill openings, but the millions who are going overseas, and seeing something of other countries for the first time, will have their outlook on life broadened. They are likely to develop vision, to realize the importance of international commerce and the opportunities it offers.

"Here is a problem calling for foresight. The country should be educated to know that we will need foreign trade. We should lose no time in sending parties of our very ablest and most influential merchants and manufacturers to every country that we do business with. All chambers of commerce throughout the country should have committees of real live men to co-operate in this work in every part of the world. This is a national task in which all classes are equally interested. The British and other nations have business houses and coaling stations in all principal seaports of the world, backed up by branch banks. American houses and banks are conspicuous only by their absence. This should be remedied if we are to avoid trouble. It is up to us to have all plans ready when the emergency arises, as it surely will, so that we can tide our nation through a situation almost as full of danger as the war itself.

"Here is the most momentous opportunity ever known for the exercising of this quality which we have been discussing—foresight."

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

"SAFEGE RAZORS

The Geneva Cutlery Co., Geneva, N.Y., is manufacturing a razor with a guard known as the "Genco Safege."

The blade of the GENCO Safege is made, it is stated, from the same steel and forged and ground by the same methods employed in the firm's other lines.

The guard of the GENCO Safege, it is claimed, is simple and yet effective and not only insures shaving with safety even aboard ship or on a moving train, but because of its peculiar position as it lays against the blade, guides the razor to the correct position for perfect shaving results.

The absence of corners and small parts, it is stated, makes thorough cleaning of the razor a simple matter, and also makes this cleaning possible when running water is not always available, since the guard may be readily detached and both parts thoroughly wiped dry and clean.

The razor, it is stated, is stropped in the same manner as the standard type of razors, and easily kept in good condition. In extreme cases where a regular strop is not available, it can be prepared, it is claimed, for satisfactory use by stropping upon the palm of the hand.

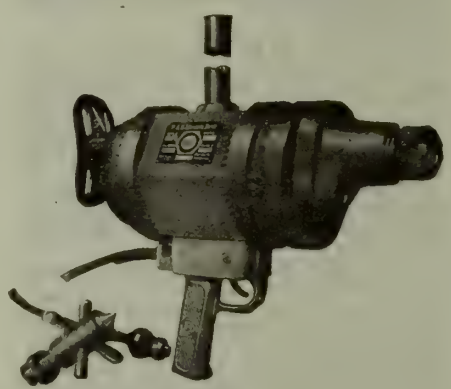


Safege Razors

PORTABLE DRILL

The Black & Decker Manufacturing Company, 105 S. Calvert St., Baltimore, have added a new size portable electric drill to their line. This drill has, it is stated, a capacity of ⅞ of an inch in steel, weighs only twenty-seven pounds and is equipped with a removable No. 2 Morse Taper Socket to take taper shank drill up to ⅞ inch diameter. The drill, it is stated, has the pistol grip and trigger switch featured in the firm's other sizes of drills.

The drill measures 5¾ in. by 17 in. long and has, it is stated, an offset spindle 2⅝ in. from the centre of the spindle to the edge of the frame and is also equipped with a light weight, high-powered, series compensated motor which, it is claimed, delivers a maximum output of more than ½ h.p. A feature of the drill, it is stated, is its great adaptability, especially for work that is inaccessible to any but a portable drill.



Portable Drill

CARBONOID

"Carbonoid," manufactured by the Weldum Products Company, Indianapolis, is, it is claimed, a foe to soot in chimneys. Carbonoid, it is stated, is a granulated compound which when placed directly on a bed of red hot coals will remove and consume all soot in furnace, stove, range, boiler flues, chimney or pipes. It is also claimed that by doing this Carbonoid results in a big saving in coal consumption and maximum heating efficiency. It is also claimed that carbonoid will quickly extinguish any chimney fires.



Carbonoid

TRUCKLINE

The "Powersteel" truckline manufactured by the Broderick & Bascom Rope Company, of 805 N. Main St., St. Louis, Mo., is made, it is stated, of half-inch yellow strand powersteel wire rope. The breaking strength, it is claimed, is twelve tons and the truckline, it is stated, while eighteen feet in length will coil up flat and takes up but little room.



Truckline

LINE GRIP

Dreadnought Line Grip No. 3, manufactured by the Coleman Fare Box Company, Limited, 1191 Bathurst St., Toronto, Ont., is used, it is stated, on express wagons, freight lorries, moving vans and similar vehicles. It is stated that it is a self-tying and automatic untying device and is invaluable in loading and unloading.



Dreadnought Grip

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

NEW price lists to hand on carpenters' tools show many lines which have undergone revision to higher levels. Planes, bevels, chisels, centre punches, plumbs and levels, steel squares, and tack hammers are among those which have moved upward. It will be noted, too, that a differential has been established between smooth bottom and corrugated bottom planes, the latter now selling at an advance over corresponding numbers in the former.

Quotations on Canada plate, coke tin plates and terne plates have been revised to lower levels, and the hope is expressed that supplies will soon be available in desired quantities. Black and galvanized sheets are holding steadily at declines recently recorded. Both jobbers and manufacturers report that tonnage now coming or promised for next few weeks will give them good assortment and place stocks in very fair shape.

Wrought pipe has shown a weaker tendency and new prices are now being worked out which will provide for a slight decline. The new scale of quotations is in line with recent declines named on raw materials. Malleable fittings and cast fittings have also reached lower levels this week, pound goods and discounts being altered slightly. Prices on boiler tubes have not yet been changed, although it was mentioned last week that these were under revision downwards.

Bar iron, bar steel and kindred lines show a slight revision in values this week. Declines of from ¼c to ½c per pound, determined by size of orders placed, are to be noted, practically the entire schedule of iron and steel bars being influenced by the move in basic lines.

Turpentine rules with a very firm undertone, Southern markets showing advances practically every day, with indications that the peak has not yet been reached. These conditions will be reflected here in time. A little greater activity is reported in this line, and another two or three weeks will see a very good movement in progress.

Asbestos sheathing is down 1½c per pound, and a decline of about 10 per cent. in the cheaper grades of brooms has been recorded. High-class broom corn is very scarce, and the better quality brooms reflect this in steadily maintained quotations.

Carpet sweepers have undergone a decline from recent advances, the revision generally amounting to $3 per dozen on those with nickeled fittings, and $2 per dozen on those japanned. Vacuum sweepers have been reduced proportionately. Present prices are being guaranteed by the manufacturers against decline to June 1, 1919.

Grindstones have advanced 25c, and a 5 to 10 per cent. advance is shown at some points in some lines of washing machines. Chicken leg bands have recorded advances, while one style of poultry netting has declined slightly. Lead pipe and waste are down 1c per pound; roofing caps are higher.

MONTREAL MARKETS

MONTREAL, Jan. 9.—Price changes are important. These comprise slight reductions for pipe fittings, Canada plate, sheets, wire solder, lead waste, and also for ingot tin, antimony and spelter. A very decided weakness characterizes the old material market, and heavy slumps will not be surprising. Many lines are steady, and the outlook is for a fairly well maintained basis for many of the staple lines.

Hardware markets are still quiet after the holiday lull, but the travellers are again out and are looking for a revival of normal business. Mail orders have been excellent, one large jobber stated to HARDWARE AND METAL, and it is expected that satisfactory conditions will obtain very soon.

New Sandpaper and Emery Cloth Prices

Montreal.

SANDPAPER, ETC. — Considerable change was made in the price of sandpaper recently and the makers have simplified the list prices and these indicate a slight reduction. No. 0 is now priced at $7.50 per ream; ½, $7.95; 1, $9; 1½, $10.50; 2, $12.15; 2½, $13.95, and 3, $15.90. The discount on these prices is 12½ per cent. Emery paper of B & A make is 15 per cent. advance on list, and emery cloth 30 per cent. advance. The new list on Star sandpaper is as follows: No. 0, $6.75; ½, $7.20; 1, $8.10; 1½, $9.15; 2, $10.35; 2½, $11.70, and No. 3, $13.20. The same discount applies, viz., 12½ per cent.

Rope Now Steady On New Prices

Montreal.

ROPE.—While rope has steadied down for the time being, it may be anticipated that further developments will come. The recent heavy reductions were brought about through operators being anxious for big orders, and some took exceptionally heavy losses, one rope man stating to HARDWARE AND METAL that a manufacturer across the border took a loss of $600,000 and was expecting to take a much greater one. New developments are looked for in some quarters and these may result in an

advance, rather than in a decline. British manila basis is still 24c per pound; pure manila 28½c, and sisal 25½c.

Both Oil and Gasoline Steady

Montreal.

OIL, GASOLINE.—There is a steady movement of coal oil on the basis of 19c per gallon for Royalite, and of 22c per gallon for Palacine and Electroline. Gasoline is steady and rather quieter and the basis is held at 34c per gallon for motor grade.

Stove Business Sought; Wares Are Steady

Montreal

STOVES AND WARES.—The travellers are now out on the road again and are expecting to book stoves for early shipment. The guarantee of the makers as to prices will make it easy for the dealers to secure their wants with a confident outlook regarding their sale to the consumer. Wares of various kinds are firmly held and the activity in these lines is not great, but is seasonable.

Nails Are Steady; Wire Unchanged

Montreal.

WIRE AND NAILS.—A base price of $6.25 per 100 pounds obtains for smooth steel wire. There is but small movement of this. Nails are steady and wire is selling on the unchanged basis of $5.50 per 100 pounds and cut at $5.85. The market is quiet.

Fittings Down Some; Pipe to be Revised

Montreal.

PIPE AND FITTINGS.—A slight decline has been made in the price of pipe fittings. This is about 2½ per cent., and the new discounts and net prices will be found in the current quotations.

While there is no definite change as yet, a slight revision may be looked for in the price of wrought iron pipe. The change will represent a decline, it is expected, but indications are that this will not be very heavy.

Canada Plates Less; Plates Revised

Montreal.

SHEETS AND PLATES. — Lower prices for Canada plate are quoted this week. Ordinary in 52 sheet boxes are quoted at $9 per box, and the same grade in 60 sheet boxes are quoted at $9.10. These will gradually be available in larger lots.

Black sheets are revised again, although the prices of last week are not discounted further. Slight revisions downward are also made for galvanized sheets, as will be seen below. Prices here are rather of a nominal nature.

BLACK SHEETS—			Per 100 lbs.
10 gauge	$7 50	$8 50	10 00
12 gauge	7 60	8 50	10 00
10 gauge	$7 50	$8 50	11 50
12 gauge	7 60	8 50	11 00
14 gauge	7 35	7 75	8 20
16 gauge	7 45	7 75	8 25
18-20 gauge	7 75	7 80	8 30
22-24 gauge	7 85	7 90	8 35
26 gauge	7 90	7 95	8 40
28 gauge	8 00	8 05	8 50
GALVANIZED SHEETS—			
10¾ oz.		$ 9 50	$11 00
28 gauge		10 90	10 65
26 gauge			10 35
22 and 24 gauge			10 15
20 gauge			9 95
18 gauge			9 95
16 gauge			9 80

NOTE—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Steel and Iron On Steady Basis

Montreal.

STEEL AND IRON.—Now that the roads in country districts are better a considerable demand for steel and iron exists among the country merchants and supplies going forward, while not heavy, are fairly constant. The undertone is quite steady and prices are held unchanged.

Common bar iron, per 100 lbs.	$4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	12 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 22

NEW PRICES ON TOOLS; REACH HIGHER LEVELS

Elsewhere in this issue mention is made of an advance in several lines of Stanley Rule & Level Co. goods. HARDWARE AND METAL has been successful in securing list with lines most vitally affected and the new prices established are reproduced herewith. Generally speaking, the advance may be said to approximate 10 per cent. over former figures. Lines not mentioned remain unchanged.

Bevels—No. 18 x 6 in., $9 doz.; 8 in., $11.55; 10 in., $12.55; No. 25 x 6, $5.60; 8 in., $6.35; 10 in., $6.60; 12 in., $7.35; 14 in., $7.90.

Plumbs and Levels—No. 00, $11.40 doz.; No. 0, $12.70; No. 03, $20.35; No. 2, $18.15; No. 3, $22.25; No. 5, $29.20; No. 7½, $26.85; No. 8, $31.05; No. 13, $28.95; No. 15, $34.75; No. 19, $36.85; No. 25, $39.90; No. 30, $31.30; No. 35, $27.25; No. 45½, $42.10; No. 48, $43.50; No. 50, $37.60; No. 102, $5.85; No. 104, $8.55; No. 104½, $14.35; No. 111, $57.90; No. 93 x 24 in., $3.60 each; 30 in., $4.15; No. 96 x 24 in., $7.40; 30 in., $8.45; No. 1093 x 12 in., $2.30; 18 in., $2.85; 24 in., $3.35.

A slight readjustment in metal levels has also been effected, this showing in a change in quoting each instead of by the dozen.

Planes—No. 3, $3.80; No. 3C, $4.05; No. 4, $4.10; No. 4C, $4.45; No. 4½, $4.75; No. 4½C, $5.10; No. 5, $4.75; No. 5C, $5.10; No. 5½, $5.30; No. 5½C, $5.70; No. 6, $6.05; No. 6C, $6.55; No. 7, $6.90; No. 7C, $7.45; No. 8, $8.25; No. 8C, $8.90; No. 9½, $1.95; No. 10, $6.05; No. 10½, $5.00; No. 12, $4.60; No. 12½, $6.25; No. 15, $2.15; No. 18, $2.40; No. 10, $2.55; No. 22, $2.60; No. 24, $2.70; No. 26, $2.80; No. 27½, $3.25; No. 28, $3.55; No. 31, $3.85; No. 32, $4.10; No. 35, $3.20; No. 36, $3.60; No. 40, $2.05; No. 40½, $2.80; No. 45, $13.85; No. 55, $27.40; No. 60½, $2.05; No. 65, $2.65; No. 65½, $2.20; No. 75, 61c; No. 78, $3.15; No. 100, 46c; No. 101, 37c; No. 102, 70c; No. 110, 99c; No. 112, $4.05; No. 113, $6.95; No. 130, $1.45; No. 131, $2.35; No. 140, $2.55; No. 190, $2.75; No. 191, $2.60; No. 192, $2.45; No. 220, $1.45; No. 603, $4.30; No. 603C, $4.60; No. 604, $4.60; No. 604C, $4.95; No. 604½, $5.30; No. 604½C, $5.70; No. 605, $5.30; No. 605C, $5.70; No. 605½, $5.75; No. 605½C, $6.20; No. 606, $6.70; No. 606C, $7.20; No. 607, $7.70; No. 607C, $8.30; No. 608, $9.10; No. 608C $9.80 each. No. 57, $8.10; No. 61, $2.20; No. 62, $5.85; No. 63, $2.55; No. 64, $4.85; No. 71, $4.25; No. 71½, $3.35; No. 72, $4.45; No. 74, $10.25; No. 85, $4.75; No. 90, $4.15; No. 92, $4.15; No. 93, $5; No. 94, $5.75; No. 95, $2.20; No. 97, $4.10; No. 98, $2.05; No. 99, $2.05; No. 143, $7.70; No. 146, $4.15; No. 147, $4.40; No. 148, $4.70; No. 171, $6.15; No. 196, $7.70; No. 203, $1.40; No. 212, $3.20; No. 239, $4.45; No. 278, $3.35; No. 289, $3.95; No. 444, $12.80; No. 602, $4.35 each net.

Plane Irons—Bailey or Stanley Bench—1¼ in., 37c; 1⅝ in., 45c; 1¾ in., 50c; 2 in., 52c; 2⅛ in., 59c; 2¼ in., 60c; 2⅜ in., 62c; 2⅝ in., 66c each single. 1¼ in., 66c; 1⅝ in., 75c; 1¾ in., 79c; 2 in., 90c; 2⅛ in., 96c; 2¼ in., 98c; 2⅜ in., $1.03; 2⅝ in., $1.07 each double.

Block plane irons are up proportionately to the bench plane irons enumerated.

Squares, Mitre and Try—No. 12 x 2 in., $4.40; 4 in., $5.35; 6 in., $6.95; 8 in., $7.75; 10 in., $10.20; 12 in., $12.05. No. 20 x 3 in., $4.35; 4½ in., $4.95; 6 in., $6.60; 7½ in., $7.20; 8 in., $7.45; 9 in., $9.25; 10 in., $10; 12 in., $12.25; 15 in., $15.45; 18 in., $20.80 per doz.

Centre Punches—No. 10, $1.90 per dozen.

Chisels, Firmer Bevel Edge—No. 20 x ⅛ in., $11.90; ¼ in., $12.40; ⅜ in., $13.35; ½ in., $13.55; ⅝ in., $14.35; ¾ in., $14.80; ⅞ in., $15.85; 1 in., $16.30; 1¼ in., $17.75; 1½ in., $19.75; 1¾ in., $22.05; 2 in., $24.80 per dozen.

Butt Chisels, Bevel Edge—No. 50 x ⅛ in., $10.15; ¼ in., $10.50; ⅜ in., $11.40; ½ in., $11.85; ⅝ in., $12.10; ¾ in., $12.60; ⅞ in., $13.45; 1 in., $13.65; 1¼ in., $15.15; 1½ in., $17.10; 1¾ in., $18.35; 2 in., $20.50 per dozen.

In Sets—No. 110, $8.05; No. 120, $7.75; No. 210, $11.05; No. 220, $10.65; No. 310, $15.80; No. 320, $15.15; No. 501, $8.90; No. 601, $13.25; No. 701, $17.60 per set net.

Tack Hammers—No. 2, $1.65; No. 3, $1.80; No. 4, $3.60 per dozen.

Nail Sets, Assorted—$1.75 per dozen.

Steel Squares—No. 3, $25.15; No. 3B, $31.15; No. 3M, $30.30; No. 10, $17.20; No. 12, $19.20; No. 14, $22.50; No. 18, $22.50; No. 100, $27.80; No. 100B, $33.80; No. 100C, $38.10; No. 100K, $32.95; No. F-2, $13.25; No. F-4, $14.55; No. R-3, $30.27; No. R-3B, $36.30; No. R-3N, $35.45; No. R-100, $34.15; No. R-100B, $40.15; No. R-100C, $44.45; No. R-100N, $39.30.

Lead Lines Easy; Also Solder

Montreal.

LEAD PRODUCTS.—With ingot lead a star performer in recent declines made, lead products are naturally on the easy side. Waste pipe is quoted at 14-15c per pound. Wire solder is easier, being quoted down from ¾c to 2c per pound. It is probable that further revisions may be made of a lowering character in the immediate future.

Lead pipe, lb.	$0 14 – $0 15
Lead pipe (cut lengths)	0 15
Lead waste pipe, lb.	0 14 – 0 15
Lead traps and bends	Net list.
Lead wool, lb.	0 14
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	0 12¾
Lead sheets, 4 to 8 lbs., a. ft.	0 11½
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c. lb. extra.	
Solder, guaranteed, lb.	0 47
Solder, strictly, lb.	0 40
Solder, commercial, lb.	0 36¾
Solder, wiping, lb.	0 36¾
Solder wire (8 gauge)—	
40-60	0 47¼
45-55	0 51
50-50	0 55
Zinc sheets, casks	
Do., broken lots	

Note—The above prices for solder are for full boxes of 100 lbs. Jobbers will charge several cents more for small lots.

Tin Down 2-3c; Spelter; Antimony Less

Montreal.

INGOT METALS.—There has not been so much changing of price this week, although lead is weak still and tin somewhat lower. Markets are quiet and spelter, antimony and copper are all easy.

COPPER.—A good deal of price-cutting seems to have been conducted on this line where any real business is offered; 25c to 27c per pound covers the market.

TIN.—This may be said of tin, that, while the London market is registering declines of considerable proportions, the position here is confined to the stocks on hand. Licenses will not be granted for import until the stocks here are lower. Prices are ruling at about 75c per pound.

SPELTER.—An easier tendency has developed. The market is quiet and price basis is now 9½c per pound.

LEAD.—No change of price has been made this week, but the undertone is weak. Some think the bottom has been about reached. Price, 9-9½c per pound.

ANTIMONY.—A lower price obtains for antimony and 10c per pound is quoted. There is little movement.

ALUMINUM.—Nominal prices of 43-45c per pound are quoted here and there is little doing.

Declines May Come For Old Material

Montreal.

OLD MATERIAL.—So unsteady and weak is the market for old material that it is probable considerable declines may be made in dealers' buying prices in the immediate future. Quotations even now are nominal, and as the large holders of stocks have little outlet for what they are carrying, it is questionable if they will continue to quote definitely. The undertone is decidedly soft.

Dealers' Buying Prices:		
Tea lead		0 05½
Heavy lead pipe		0 07¼
Yellow brass		0 18
Red brass		0 21½
Light brass		0 08
Scrap zinc		0 06¼
Heavy copper	0 22	0 23
Wrought iron, No. 1, per gr. ton	22 00	23 00
No. 1 machinery cast	35 00	36 00
Heavy melting steel	22 00	23 00
Pipe scrap	18 00	20 00
Stove plate, per ton	23 00	24 00
No. 2 busheling	12 00	12 50
Old rubbers, boots and shoes	0 08	0 08½
Overshoes, lumbermen's rubber boots		0 06
Bicycle tires	0 04½	0 05
Automobile tires	0 04¾	0 05

TORONTO MARKETS

TORONTO, Jan. 9.—Higher prices have been named on several lines of carpenters' tools including planes, plane irons, plumbs and levels, bevels, chisels and mitre and try squares along with others items. Lead pipe and waste pipe are down 1c per pound, while sap spouts are up $1.50 per M. Malleable fittings have been revised downward and wrought pipe is also being changed to lower levels. Bar iron, bar steel and kindred lines have come down slightly this week. Asbestos sheathing is down 1½c per pound.

Business is starting off well. Jobbers report a very fair amount of sorting business coming to hand and already spring orders are moving forward to the trade. The outlook generally is considered good.

Higher Prices on Carpenters' Tools

Toronto.

CARPENTERS' TOOLS.—New price lists have been issued by the Stanley Rule & Level Co. covering their products and these show on many lines advances approximating 10 per cent. Included in the list are bevels, plumbs and levels, planes, plane irons, mitre and try squares, centre punches, firmer chisels, butt chisels, tack hammers, nail sets and steel squares. The new prices on these lines appear in a panel elsewhere in this issue.

Export Demand For Garden Tools

Toronto.

GARDEN TOOLS.—Indications seem to point to a heavy export demand for garden tools this year. It is reported that the governments of France and Belgium are taking steps to provide those unable to buy or secure garden tools with these items. Another factor which may be expected to develop in these lines is business from Roumania. Altogether the outlook seems to be for a heavy volume of overseas business, which will provide a firm undertone to the market and preclude any possibility of an accumulation of supplies.

Hand Saws May be Revised; Sap Spouts Up

Toronto.

HAND SAWS, SAP SPOUTS.—There is a possibility that prices on the cheaper grades of hand saws may be revised to slightly higher levels than those now prevailing. Crucible steel, the real basis, is very scarce and hard to get and at the present selling prices, manufacturers intimate that some lines of their saws do not carry a really profitable margin.

An advance of $1.50 per M has been made in the Eureka sap spouts, bringing prices to-day up to $16.50 per M. A very good volume of orders has already been booked and indications are that there will be a heavy movement of these.

Asbestos Sheathing Down; Roofings

Toronto.

ASBESTOS SHEATHING, ROOFING—Lower prices have been named in some quarters on asbestos sheathing, present quotations being 13½c per pound or a decline of 1½c per pound.

Manufacturers of roofing intimate they are now booking orders against decline to May 1, 1919. Business already at hand is very satisfactory and the outlook is considered very bright. A firm market seems to be the outlook for some little time.

Cheaper Grades Brooms Easier

Toronto.

BROOMS. — The cheaper or lower grades of brooms have come in for a revision downward in price. Manufacturers intimate that there has been a surplus of low grade broom corn this year and that is a factor which has influenced prices to lower levels. The best grades of broms show no change in price, there being a big shortage of desirable broom corn and the market on these is considered very firm. The new prices on the lower grade brooms are about 10 per cent. below former levels.

Booking Orders For Rope Good

Toronto.

CORDAGE, TWINES. — Indications are that at the new price levels established booking business on rope has come along splendidly. The trade seems to be quite satisfied that present basis on rope is a good buy and volume of orders coming to hand is very satisfactory. The hemp market has firmed up again and this will be reflected in rope. Present range of quotations follows: Pure manila, 28½c per pound base; British manila 24c; New Zealand hemp, 24c; sisal, 25½c.

No new development in twines is reported as yet, routine business passing and outlook generally considered good.

Stoves Promise Well; Wares Active

Toronto.

STOVES, WARES. — Manufacturers are quite satisfied with outlook on stoves and ranges for 1919 and whereas there is only a fair amount of business offering at present this is a seasonable condition. Booking business on oil and gas stoves has been good and a heavy trade during the coming summer is anticipated.

Travellers from the various sheet metal and enamelware firms are already on their routes and the volume of business already coming to hand augurs well for the new year. The volume of busi-

ness so far turned in has been remarkably good as well as unexpected, indicating that the trade is in a good healthy position and confident as to what may be expected to develop during the present year.

No News in Regard to Nails

Toronto.

NAILS, WIRE.—No news is available in regard to nails. The market is holding steadily with only a comparatively small movement under way at present. Prices are based as follows, per 100 pounds: Wire, $5.50; cut, $5.85.

Smooth steel wire is quiet without any quotable change being reported, figures being determined from a basis of $6.25 per 100 pounds.

Little Movement in Oils and Gasoline

Toronto.

OILS, GASOLINE. — For the first time in many months a somewhat quiet feeling prevails in regard to oils and gasoline. The fact that retailers are very largely engaged in taking stock and only buying when necessary is thought to be the contributing factor in present lull. Prices have been well maintained, coal oil selling at from 18½c to 21½c per gallon and gasoline unchanged at 33c per gallon.

Revised Prices on Bars; Lower

Toronto.

IRON AND STEEL.—Revised prices have been issued on iron and steel bars and these provide for a scale of figures showing a slight decline on practically every item in the list. The lower figures shown generally obtain on quantity orders and the higher quotations are made on small shipments. The new basis of prices follows herewith—it will be noted they are from 25c to 50c below former quotations:

TORONTO—	Per 100 lbs.	
Common bar iron	$4 75	$5 00
Common bar steel	5 00	5 25
Refined iron	5 15	5 40
Angle base	5 25	5 50
Horseshoe iron	5 00	5 25
Tire steel	5 20	5 45
Mild steel	5 00	5 25
Norway iron	11 00	13 00
Toe caulk steel	5 75	6 00
Sleigh shoe steel	5 00	5 25
Band steel, No. 10	5 25	5 50
Do., No. 12	5 50	5 75
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 22	0 30

Corrugated Sheets Hold Unchanged

Toronto.

CORRUGATED SHEETS. — An unchanged and firm position is being maintained on corrugated sheets this week. There is a fair amount of business passing and the outlook in this respect seems to be very good. Manufacturers are preparing for a splendid volume of orders. Eavetrough and conductor pipe record no change in price and whereas trade just now is a little quiet this is a seasonable condition.

TORONTO—	Per 100 Sq. Feet.	
Corrugated Sheets—	Gal'zed	Painted
No. 28 gauge	$9 00	$7 50
No. 26 gauge	10 00	8 50
No. 24 gauge	15 00	11 25
No. 22 gauge	18 00	14 00
No. 20 gauge	21 00	17 50
No. 18 gauge	27 00	21 00

Discount, 7½ per cent.

Tonnage Coming Considered Good

Toronto.

SHEETS, PLATES.—The tonnage already coming to hand on galvanized and black sheets is considered good and manufacturers and jobbers are quite satisfied that supplies will come along very well from now forward. Prices have ruled at unchanged levels and are quite firm at present basis, which is reproduced below. Orders coming to hand are only fair, but greater activity is looked for in the next few weeks.

CARPET SWEEPERS DECLINE

Lower prices have been recorded on Bissell carpet sweepers and vacuum sweepers this week. The decline generally provides for a $3.00 per dozen decrease in carpet sweepers with nickel-plated trimmings and a $2.00 decrease in those that are japanned. Vacuum sweepers are down $8.00, $10 00, and $12.00 per dozen. Prices now ruling are reproduced herewith and it will be noted quotations are f.o.b. factory, Niagara Fal's, Ont Prices guaranteed by manufacturers against their own decline to June 30, 1919. Also stocked by jobbers. The list follows, all prices quoted being per dozen: Carpet Sweepers—American Queen, Nickeled Fittings, Cyco Ball Bearing, $48.00; Club, Jap'd., Cyco Bearing, $102.00; Champion, Nickeled Fittings, $40.00; Champion, Japanned Fittings, $34.00; Grand, Nic., Cyco B.B., $61.00; Grand, Jap., Cyco B.B., $55.00; Grand Rapids, Nic., Cyco B.B., $45.00; Grand Rapids, Jap., Cyco B.B., $39.00; Parlor Queen, Nic., Cyco B.B., $51.00; Princess, Nic., Cyco B.B., $46.00; Standard, Nickeled Fittings, $42.00; Standard, Japanned Fittings, $36.00; Universal, Nic., Cyco Bearing, $43.00; Universal, Japanned, Cyco Bearing, $37.00. Vacuum Sweepers—Grand Rapids, Nic., $98 00; Household, Japanned, $88.00; Superba, Nic., $114.00.

BLACK SHEETS—	Per 100 lbs.		
10 gauge		$7 50	$8 50
12 gauge	$6 85	7 35	8 35
14 gauge	6 90	7 20	7 90
16 gauge	7 00	7 25	8 00
18-20 gauge		7 30	7 80
22-24 gauge		7 35	7 85
26 gauge		7 40	7 90
28 gauge		7 50	8 00
3/16-inch plate			7 40
¼-inch boiler plate			7 00

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—		
10¾ oz.	$9 30	$9 75
U.S. 28	9 00	9 25
U.S. 26	8 70	8 95
22 and 24	8 55	8 80
18 and 20	8 40	8 65
16	8 25	8 50
12 and 14 gauge	8 15	8 40

Second row of figures subject to rebate of 25c per 100 lbs. in some quarters for orders amounting to one-half ton or more.

Decline in Boiler Tubes Not Here Yet

Toronto.

BOILER TUBES.—It was indicated in last week's issue that lower prices had been reached on boiler tubes, but these are not yet effective. Supplies coming to hand have been bought on a high basis, and it may be a little while yet before a lower selling level will be attained. Stocks are now in very good shape, recent shipments improving the situation materially. Quotations range as follows:

Boiler Tubes—	Per 100 feet	
Toronto—	Cold drawn	Lapweld
1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Wrought Pipe Lower; Fittings Too

Toronto.

WROUGHT PIPE, FITTINGS. — A lower basis of quotations is being worked out on wrought pipe according to advices now available, though just what these will be is not yet known. Price lists are in the hands of the printer, but these changes will, it is thought, work out along basis made in basic materials in the United States markets.

New prices established on malleable fittings show a slight reduction, the present quotations being as follows: Malleable and cast bushings, 20 per cent.; unions, 35 per cent.; plugs, 15 per cent.; Class B fittings, black, 26c per pound; Class C, black, 18c; Class B, galvanized, 37c.; Class C, galvanized, 26c.

Lead Pipe and Waste Comes Down 1c

Toronto.

LEAD AND ZINC PRODUCTS.—In line with conditions outlined in HARDWARE AND METAL last week, lower prices have been named on lead pipe and lead waste. The decline amounts to 1c per pound, to-day's figures being 13c and 14c per pound respectively. Lead sheets are somewhat easier in some quarters, too, selling down to 11½c per pound. No change in lead traps and bends has been made.

Solder has held steady and unchanged this week. The demand is fair and supplies ample to take care of requirements. Quotations follow:

Lead pipe, lb.		$0 13
Lead waste pipe, lb.		0 14
Lead traps and bends		Net list
Lead wool, lb.		0 14
Lead sheets, 4 to 6 lbs., sqr. ft., in rolls, lb.	0 11½	0 12½
Cut sheets, ½ to ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 40	0 45
Solder, strictly, lb.	0 38	0 43
Solder, commercial, lb.	0 38	0 39
Solder, wiping, lb.	0 31½	0 45
Solder, wire, lb.	0 47¼	0 54
Zinc sheets, lb.		0 26

Old Materials May be Revised

Toronto.

OLD MATERIALS. — Some changes seem to be under discussion in regard to old materials and an early announce-

ment as to what these may be can be expected. Trade just now is quiet and quotations shown herewith are really only nominal.

Dealers' Buying Prices—		
Tea lead	$0 05¼	....
Heavy lead pipe	....	0 08
Yellow brass	0 12	0 13
Red brass	....	0 21
Light brass	....	0 09½
Heavy zinc	0 05½	0 06
Heavy copper	0 22	0 23
Stove plate, per ton	....	25 00
Old cast iron, per ton	....	30 00
Overshoes, trimmed Arctics	....	0 06½
Auto tires	0 04½	....
Bicycle tires	0 03½	....

	Per gross ton.	
No. 1 railroad wrought	26 00	27 00
No. 2 railroad wrought	15 00	16 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	....	16 00

Metal Markets Show Little Change

Toronto.

INGOT METALS. — There is very little interest manifest in the various metals and little trading is in progress. It is hard to say what the market is or whether there really is a market just now. It will probably take some little time for what may be called a real market to develop.

COPPER.—No new developments have been reported locally. The metal is quiet and interest lacking. Quotations hold unchanged at around 30c per pound.

TIN.—Advices indicate that the London market is up £14 this week, but whether this will have any effect on prices here is doubtful. Quotations range from 70c to 80c per pound locally.

SPELTER.—Perhaps the most active metal is spelter, but even this could be better. Supplies are only fair, but equal to demands. The price holds around 9½c per pound.

LEAD.—Lots of it and no place to sell it. That is really the situation on lead and until things upon up in the spring little activity is expected. Prices are down around 8¼c to 8½c per pound.

ALUMINUM. — There have been no new items of interest develop this week, the market being dull and prices holding at nominal figure of 50c per pound.

ANTIMONY.—Even at 10c per pound, the local price, there is no activity in this metal and little interest seems to attach to it. Users are few and demand consequently limited.

LONDON MARKETS

LONDON, Ont., Jan. 9.—Numerous price changes have been recorded this week, and not a few provide for advances to higher levels. Some lines of carpenters' tools have moved up, and it will be noted that in planes a differential has been named for smooth bottom and corrugated bottom, the latter now selling at an advance over the former. Churns have gone up, and other lines following the upward trend are chicken leg bands, roofing caps, gimlet bits and wire hat and coat hooks. A new list and discount has been issued on sand paper which works out at little change from old list. Bar iron has registered a decline.

Trade for the new year has started off well, comparing very favorably with the same period of last year. Jobbers have completed stock-taking and retail merchants are hard at it.

New List Discount Named on Sandpaper

London, Ont.

SAND PAPER, EMERY CLOTH.—New lists have been established on sand paper from which a discount now prevails. This provides for a readjustment or evening up of values, the new net prices showing slight declines from recent advances recorded. The present lists as shown below are subject to a discount of 12½ per cent. It will be noted that the price on emery cloth has also been adjusted and new net figures show a slight decline from levels recently reached. To the list on emery cloth 30 per cent is added to arrive at net prices. Lists and net prices on sand paper and emery cloth follow:

	List Per Ream	Net Price Per Quire
Sand Paper—B. & A.		
Nos. 000 to 0	$ 7 50	$0 36
No. ½	7 95	0 39
No. 1	9 00	0 44
No. 1½	10 50	0 50
No. 2	12 15	0 58
No. 2½	13 95	0 67
No. 3	15 90	0 77

	List Per Ream	Net Price Per Quire
Star Brand—		
Nos. 000 to 0	$ 6 75	$0 33
No. 1½	7 20	0 36
No. 1	8 10	0 40
No. 1½	9 15	0 45
No. 2	10 35	0 50
No. 2½	11 70	0 56
No. 3	13 20	0 64

List prices subject to a discount of 12½%.

	List Per Ream	Net Price Per Quire
Emery Cloth—B. & A.		
No. 000 to 0	$30 00	$2 15
No. ½	31 20	2 25
No. 1	32 75	2 35
No. 1½	34 30	2 50
No. 2	36 50	2 65
No. 2½	39 40	2 80
No. 3	42 50	3 05

To list prices add 30%.

Planes Go To Higher Levels

London, Ont.

PLANES.—Several lines of Stanley goods have undergone revision. One of the most important is that affecting planes. It will be noted that a differential has been established between smooth and corrugated bottom planes, the corrugated bottom selling at an advance over the other. The new prices are shown as follows: Smooth bottom No. 3, $3.80; No. 4, $4.10; No. 4½, $4.75; No. 5, $4.75; No. 5½, $5.10; No 6, $6.05; No. 7, $6.90; No. 8, $8.25. Corrugated bottom, No. 3C, $4.05; No. 4C, $4.45; No. 4½C, $5.10; No. 5C, $5.10; No. 5½C, $5.70; No. 6C, $6.55; No. 7C, $7.45; No. 8C, $8.90 each.

Churns Advance To Higher Levels

London, Ont.

CHURNS.—Higher price levels have been established on Dazey churns this week. It is indicated that higher priced raw materials, along with constantly mounting production costs have been factors in this increase. The new quotations now in effect are as follows: No. 30, glass, $22 per dozen; No. 40, glass, $28.75; No. 400, metal, $6.25 each; No. 600, metal, $7.25 each; No. 1000, metal, $12 each.

Leg Bands Record Advance; Oyster Shell

London, Ont.

LEG BANDS, OYSTER SHELL.—An advance has been recorded on aluminum chicken leg bands. The new price established on these being 55c per 100. A very fair sale of oyster shell is reported and prices are being steadily maintained at unchanged figures as follows: Canadian $1.35 per 100 pounds; American $1.50 per 100 pounds.

Bar Iron Easier; Nails Unchanged

London, Ont.

BAR IRON, NAILS.—An easier tone has been noted in bar iron and the price to-day provides for a substantial decline from former levels. The new base established is $4.10 per 100 pounds. There have been no new developments to record in nails. The movement is light, the demand just now being limited, but the market is well maintained, wire being quoted at $5.50 per 100 pounds base and cut at $5.85.

Roofing Caps Up; Rope Prices Hold

London, Ont.

ROOFING CAPS, ROPE.—Tin roofing caps have reached higher levels, quotations being made to the trade to-day being $11.50 per 100 pounds in full sacks; small lots are invoiced out at 12½c per pound. There has been no further change in the rope market, prices holding at declines recorded last week. The hemp market has firmed up again and that dealers figure rope is a good buy to-day is indicated by the freedom with which orders have been placed at the present basis of 28½c per pound for pure manila; 24c for British manila and New Zealand hemp, and 25½c for sisal.

Booking on Spring Goods Continues

London, Ont.

SPRING GOODS. — Indications are that those dealers not already covered are placing orders for various spring goods which they will soon require. Prices are well maintained on these goods, poultry netting, Canadian, being quoted at a discount of 15 per cent. from list. Screen wire cloth is steady, in 100-foot rolls the price remaining at $3.25 per 100 sq. ft., and in 50 ft. rolls $3.30. Harvest tools and garden cultivators are quoted at 17½ per cent. discount from list, and spades and shovels at 25 and 25% off list, unchanged discounts. The outlook for all these lines is considered good and great activity is expected to develop in the next few months.

Hat and Coat Hooks Up; Gimlet Bits, Too

London, Ont.

COAT HOOKS. GIMLET BITS.—A new price has been named on coppered wire hat and coat hooks which provides for an advance, the present quotation for 3-inch being $1.10 per gross. Gimlet bits are also higher, the new figures on the American, in assorted sizes, being $1.25 per dozen.

English Cutlery Coming; Heaters Move

London, Ont.

CUTLERY, HEATERS.—Latest advices from the jobbers indicate that they are in receipt of some shipments of Joseph Rodgers and Sons' pocket cutlery. It is intimated that no change in present price is anticipated. A better movement of oil heaters is again noticeable. In fact the past season seems to have been a record breaker. Prices have been firmly maintained at following levels: New Perfection, No. 525, list, $7 each; No. 530, $8.25 each; No. 630, $10.25 each. Less 25 per cent. McClary No. 860, n.p., $4.75 each, net; No. 860, enamel, $5.50, each, net.

White Lead in Oil, Glass, Putty Unchanged

London, Ont.

WHITE LEAD, GLASS, PUTTY.—There has been no change recorded in white lead in oil this week, pure being quoted at $17.80 per 100 pounds in ton lots and in smaller quantities, $18.15. Glass has held steadily, single and double diamond being unchanged at 25 per cent. discount from list in full boxes with cut lights selling at 10 per cent. Little movement in putty is recorded and there has been no indication of any immediate change from following prices: Standard, in 100 pound drums, $6.75 per 100 pounds; in 25 pound drums, $7; pure in 100 pound drums $8.75; in 25 pound drums, $9.

Linseed Oil Steady; Turpentine, Too

London, Ont.

LINSEED OIL, TURPENTINE.—The market on linseed oil has been pretty quiet for some little time past, and the absence of activity is the main reason for steady market. The seed market has shown some variation but not enough to stir up interest in revising prices, which range as follows, per gallon: 1 to 2 bb'ls, raw, $1.70, boiled, $1.73; 3 to 5 bbls, raw, $1.69, boiled, $1.72; 6 to 9 bbls. raw, $1.69, boiled, $1.70. Less bbls. add 10c gal. Turpentine is gaining strength at southern points, which may be reflected here. Just now there is little moving and supplies are ample for requirements. Quotations hold at following conditions per gallon: 1 bbl. lots, $1 10; 2 to 4 bbl. lots, $1.09; 5 gal. lots, $1.20.

WINNIPEG MARKETS

WINNIPEG, Jan. 9—Price changes during the past week are not so numerous but are important. Reductions have occurred in some lines and advances in others. Among the lines to move up in prices appear unmounted grindstones and some lines of washing machines, while declines are recorded in rope, poultry netting and linseed oil. Markets in general are holding steadily, although moderate reductions are to be expected as raw material becomes more plentiful, while the increased output of many of the mills will also be instrumental in lowering costs gradually.

Business in general is reported as fairly quiet, all jobbers and retailers being in the midst of stocktaking.

Further Declines Recorded in Rope

Winnipeg.

ROPE.—Following last week's reduction in rope of 2c per pound, HARDWARE AND METAL also predicted further reductions. These are confirmed in new prices just announced by the manufacturers which show a reduction in pure manila and British manila, while sisal and lath yarn remain unchanged. To-day's market prices are given herewith: Pure manila rope, 30c lb. base; sisal rope, 26¼c base; British manila, African hemp and New Zealand hemp, 28¼c base; lath yarn, 26¼c base.

Grindstones Move Up 25 Cents

Winnipeg.

GRINDSTONES.—Prices on unmounted grindstones which have remained firm for some time past have been revised owing to the recent increased freight rates. New prices just announced are 25c per 100 pounds over former quotations, which makes to-day's selling price $3.50 per 100 pounds.

Poultry Netting Records Decline

Winnipeg.

POULTRY NETTING.—Banner poultry netting prices have been revised during the week, and show a downward trend. The manufacturers who have been loaded up with Government orders are now getting raw material in larger quantities and will, no doubt, be able to supply all demands. Prices now ruling are given below: Beaver Poultry Netting: 24 inch, $4.75; 36 inch, $6.10; 48 inch, $7.25; 60 inch, $8.50; 72 inch, $9.75 per roll.

Eavetrough, Conductor Pipe Hold; Easier

Winnipeg.

EAVETROUGH, CONDUCTOR PIPE. —Prices on eavetrough and conductor pipe remain steady on the local market, although a slight decline is recorded in the eastern markets and an easier feeling is in evidence. Prices now ruling are as follows:

Eavetrough: 8 inch, $6 85; 10 inch, $7.60; 12 inch, $8.95 per 100 feet.

Conductor Pipe: 2 inch, $8; 3 inch, $9.65; 4 inch, $12.75 per 100 feet.

Washing Machines Up 5 to 10 Per Cent.

Winnipeg.

WASHING MACHINES. — Increased freight rates as well as higher prices ruling on material have been the factors resulting in increased prices on several lines of washing machines which move up from 5 to 10% over former quotations. Among those affected this week are the following machines, together with to-day's ruling prices: Dowsewll, $6.35 each; Canadian, $6.60 each; Seafoam Power, $32 each; Seafoam Electric, $68.75. Prices on other lines remain firm.

Wrought Pipe Holds; Easier Tendency

Winnipeg.

WROUGHT PIPE. — Prices on wrought iron pipe continue to hold at unchanged levels on the local market, although an easier tone is manifesting itself. Stocks are reported as somewhat broken owing to the manufacturers being unable to secure skelp to manufacture certain sizes. However, better deliveries are looked for, in fact already reported and the situation is expected to show steady improvement. Prices rul-

ing to-day are as follows, though a change to lower levels would not come as any surprise:

Wrought Iron Pipe—	Per 100 feet. Black	Galvanized
¼-inch	$6 00	$8 35
⅜-inch	6 05	8 45
½-inch	7 85	9 60
¾-inch	9 95	12 30
1-inch	14 70	18 20
1¼-inch	20 00	24 70
1½-inch	23 75	29 35
2-inch	32 00	39 50
2½-inch	51 25	63 15
3-inch	66 20	82 60
3½-inch	86 85	
4-inch	103 00	
4½-inch	118 50	
5-inch	138 00	
6-inch	179 00	

Clothes Wringers Remain Unchanged

Winnipeg.

CLOTHES WRINGERS. — Wringer prices also hold firm but a revision is to be expected in the near future. To-day's ruling prices on a few lines are herewith confirmed as follows: Eze wringers, $62.55 dozen; Reliance, $73.70 dozen; Emperor, $105.90 dozen; Royal Canadian, $57.95 dozen.

Linseed Oil Down Another 10 Cents

Winnipeg.

LINSEED OIL. — Further drops in flax seed prices have been reflected in the price of linseed oil. Declines in oil amount to another 10c per gallon. Stocks are reported as light with only a small demand. Prices now ruling are given herewith: Raw linseed oil, $2 gallon; boiled linseed oil, $2.03 gallon, in single barrel lots.

Turpentine Holds Without Change

Winnipeg.

TURPENTINE. — Turpentine prices are reported as holding firm at former quotations; however, as stocks are below normal and the supply from the south questionable the tendencies are to higher levels. Prices in the meantime remain firm at the following figures: Barrels, $1.25 gallon; ½ barrels, $1.28 gallon; 5 gallon lots, $1.30 gallon; 1 gallon lots, $1.30 gallon; plus the usual extras for containers.

PITTSBURGH MARKETS

PITTSBURGH, Pa., January 9.—The whole pig iron market has now come down the $3 a ton originally suggested in the price reduction programme the American Iron and Steel Institute committee had prepared for submission to the War Industries Board at the meeting of December 11, but which the Board refused to hear read, as it had decided to discontinue price fixing after December 31. The steel producers adopted the suggested reductions in steel prices very promptly, but the merchant blast furnaces held off. There have been very few sales simply because there has been very little demand, but enough sales have occurred to show that any furnace expecting to sell must accept at least $3 a ton less than the Government prices formerly ruling.

The reduced prices are as follows: Bessemer, $32.20; basic, $30; No. 2 foundry (1.75 to 2.25 per cent silicon), $31; malleable, $31.50; forge, $30. Under Government control all prices were f.o.b. furnace except that during the fourth quarter of 1918 Tennessee and Virginia furnaces were allowed to charge delivered prices equal to base price plus freight from Birmingham to point of delivery, while eastern Pennsylvania furnaces were allowed, similarly, to use Pittsburgh as a basis. This gave the furnaces involved somewhat higher than base prices f.o.b. their furnaces. Now, however, various questions will arise. In open market conditions pig iron prices are not uniform at furnace as some districts develop lower or higher prices than others. Eastern Pennsylvania furnaces cannot stay on a Pittsburgh basis as that would make prices too high, while again, their prices normally rule somewhat higher at furnace than is valley iron at furnace. Southern iron, of course, must be at less than northern at furnace or it will not sell in sufficient volume since to engage the capacity of southern furnaces much iron must be sold in the north with heavier freights than must be paid on northern iron to delivered points. Birmingham prices prices used to rule about $3.25 below valley prices. Now Birmingham and valley are both quoting $31 at furnace on foundry iron, and Birmingham iron must come down still more, while besides that, the Birmingham furnaces are not nearly as well sold up as the northern furnaces. Eventually all these things will have to be straightened out, and this will make it difficult to maintain pig iron prices. Competition will more readily develop in pig iron than in steel since steel prices are easier to maintain because practically all steel prices are based on Pittsburgh, plus freight.

As to adjusting prices under pig iron contracts, each case will probably be considered individually. Nearly all buyers of pig iron who have contracts at Government prices are requesting that the $3 concession be made, and while furnaces have said a good bit about contracts being contracts and enforceable at law, the probability is that in most cases the furnaces will eventually recede and make the concession. They suggest that an important consideration will be whether the customer would be put at a disadvantage by reason of competition in his finished products if required to pay the contract price.

Steel Demand Light

Demand for steel products generally is very light. As to new buying and enquiry there is practically none, while specifications on contracts are light. There is, of course a large tonnage of contract tonnage on books, but it does not mean actual business unless the buyers specify or give actual shipping orders. The mills are of course ready, as a rule, to accept orders under the contracts at the recently reduced prices instead of at full contract prices, but that does not bring much business. For a time the mills made claims that they would hold buyers to contract prices despite the open market reductions, but no one took that talk very seriously. What was expected, perhaps, was that shipments through December would be invoiced at the old prices, but in some cases at least the concession was made to apply even to shipments between December 12, the date when some steel mills announced the reduced prices, and December 31.

The New Steel Contract

There is much more discussion than adoption of the new form of contract for the sale of finished steel products approved by the board of directors of the American Iron and Steel Institute and recommended for adoption by the trade. The feature of the new form is the provision for "liquidated damages," to be paid by the mill if it fails to ship on time and by the buyer if he fails to specify on time, the "liquidated damages" to be the difference between contract price and market price at time of failure, but in no case to be less than five per cent. of the contract price. The statement has been printed in two trade papers that the new contract is "already in use by leading steel producers," but that is not correct unless the phrase "in use" be interpreted quite liberally. It is certain that regular contracting is not being done with the new form, and it is very doubtful whether a single steel producing company has yet had contracts printed with its name thereon. The form that is used for discussion is a form printed by the institute, with no particular steel company name printed.

Generally speaking the steel producers favor adoption of the new contract form, but they are looking for leadership. Usually leadership is furnished by the United States Steel Corporation, but it seems there still needs to be discussion between the corporation officials in New York and the heads of the subsidiary companies, which make the actual sales, before a unanimous opinion is developed.

If this new contract form were adopted the result of course would be to limit very greatly the amount of forward buying and forward selling, as neither party would be willing to commit himself so far ahead when the contract had to be lived up to. Hitherto at one time buyers would fail to specify, while at another time mills would fall behind in deliveries. Buyers overbought and mills oversold.

Trade Prospects

The entire trade, buyers and sellers alike, are in accord that it is unlikely there will be much market activity for some time to come, say for three months at least. While it is sometimes con-

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WEEKLY PAINT DEPARTMENT

Boosting Sales by a Demonstration

January Business Can Be Largely Increased and Foundation Laid For Future Trade —Plans Followed Out By One Dealer Successfully

A DEMONSTRATOR in any special exhibit of merchandise is one whose time should be mainly devoted to educating the public buying in the various methods and uses to which that merchandise may be put.

A demonstration should furnish the opportunity of standing face to face with a customer on more intimate terms than can usually be gained across the counter. It affords the opportunity of explaining in detail the value, merits and uses of any line of goods. It can be used as an educational force to exhibit some line of goods with which the customer is not familiar. Or it can be used to show new uses for an old line of goods, and which the consuming public has not fallen into the habit of using them for.

To Teach Public

A January Paint Demonstration should be designed to teach the public that certain paint and varnish specialties can be used within doors during the winter months as well as at any other season.

In one sense a demonstration should be conducted in the spirit of a classroom, to which all are free to come and learn; while it may attract either through curiosity or through personal interest, it must teach something worth while. It must impress upon those who view it, ideas that they will carry away, ponder over, and put into practical use with the line exhibited.

The spoken word, and more personal contact promoted by a demonstration, can scarcely be superseded by any other form of advertising.

A demonstration carried on within the store obviates much of the necessity of a clerk taking up valuable time to "talk" up a line. The demonstrator is paid to talk and demonstrate and take that burden from the clerk's shoulders.

Will Get Results

Then too, there is a lot of educational psychology involved in properly staging a demonstration. If it is properly applied, it brings home the bacon; if improperly applied, results may be disappointing.

Now, don't be afraid of that word—"psychology." It is simply a high brow term applied to the organized study of the workings of the human mind.

We are all at this study every day. If you work your demonstration in sympathy with the action of the average human mind and its desires, you can cash in on your efforts. If you don't—well, you don't.

So let's get a little closer to the brass tacks of applying these general terms to plain everyday business.

Can a paint demonstration be made to pay in January? It can; as has been proved.

But as we have said, its success depends on the method and manner in which it is conducted.

Cut Out the Frills

Do not attempt to rig up an over-elaborate display. Eliminate all the frills. Make it a tangible, realistic exhibition of what your goods will do in the day in and day out service that they are intended to render the consumer. Choose a simple, homely method of showing what your goods can be made to do. Make it so that it will appeal to high and low, rich and poor alike. Camouflaging with elaborate unnecessaries has a tendency to make the customer look for a nigger on the fence. Avoid this by all means.

Just as a plain, wholesome home-cooked dinner, and plenty of it, appeals to every human appetite, and warms up the cockles of the heart, so will a plain demonstration of paints or paint specialties on the everyday articles of home use loosen up the purse strings of the householder. There is a better and stronger appeal in it than any fanciful elaborate get-up.

A well-known paint department carried these ideas out successfully in January and boomed their winter sales beyond expectation.

Held the Crowd

But first, a word about the demonstrator. A young woman was chosen who had never attempted such work before, though she had had previous experience in selling behind the counter. Her most valuable asset was that she possessed a practical everyday knowledge of domestic science which had been gained in the adminstration of a home of her own. This enabled her to bring to bear a fresh, enthusiastic viewpoint in her work that engaged the attention of all whom her exhibit attracted.

The selection of a professional demonstrator had been avoided with these reasons in mind, and the wisdom of the choice worked out more successfully than anticipated. This woman's freedom from the cut and dried rigamarole of the professional led her into channels that only an experienced housekeeper could find. She added to her explanations little domestic suggestions and precautions that appealed especially to the women. A little coaching in the use of the specialties used for demonstration soon got her into the swing of things, and her natural talent, together with her practical home experience, did the rest.

As the first demonstration was largely an unproven effort and experiment, naturally expense was avoided as much as possible; this turned out to be one of the secrets of its success.



Moore's Paints

READY MIXED

Produce Customer Satisfaction

The customer finds them just the paints for the job at hand; covering a great amount of surface, easy to apply and presenting a good appearance long after other paints have faded away.

They're the paints that bring the customer back for more

Moore's Mixed Paints are manufactured primarily to please the customer, and are sold to you at a price to allow for a generous margin of profit.

An ideal paint for the customer to use and the dealer to sell, that's Moore's.

Our splendid agency proposition will interest you. Write us for information.

BENJAMIN MOORE & CO., Ltd.
WEST TORONTO - - ONTARIO

BOOSTING SALES BY A DEMONSTRATION

Continued from page 50.

A space immediately in front of the main entrance of the store was cleared out, and a platform of packing cases arranged and draped, so that the articles to be demonstrated could be reached easily while the demonstrator stood on the floor.

Not Cluttered Up

This platform was not cluttered up with pyramids of cans, brushes, etc., but was left entirely to the article being worked on, and the few tools and cans used in the work.

Sufficient floor space was left about the platform, so that both demonstrator and those looking on could move freely about. A few simple arrangements of paint specialties and color cards were made on tables at the back and sides of this space so that these could be referred to handily when required. Everything was arranged in order, so that attention could be centred on the demonstrator and the work in hand. There were no counters, railings or other bars to the intimacy of a customer if he or she were so inclined.

There was no attempt to make the usual "before" and "after" exhibits, commonly found in paint showings; it was held that there is a feeling on the part of the public that the extreme in both these instances is usually shown up and does not portray just average conditions. The progress of the work on the article in hand was thought to be sufficient in this respect.

Not Asked to Sell.

The demonstrator was freed from any handicap of making direct sales so far as possible. She was given an order pad to take such orders as could not be avoided, or steered towards other clerks. As soon as the order was complete, she then turned her customer and the order over to a regular member of the staff, who completed the sale, made change or wrapped parcels as might be required. This clerk was also given the credit for the sale. By doing this, much friction in regard to credit of sales is avoided, and which sometimes arises between demonstrators and clerks, where the demonstrator carries out the whole transaction. It also leaves the demonstrator free to interview and explain her lines to the maximum number of enquirers and listeners and avoids having her run through other departments to the annoyance of the regular staff. Regular staffs, as you know, have inclinations towards jealousy, which it is very desirable to avoid for the success of the demonstration.

What to demonstrate and what to demonstrate on were the most seriously considered questions, and the methods chosen in this instance were considered the biggest factors in the success of the exhibit. It was decided that concentration on some one line would maintain the effort towards simplicity. At the same time, it avoided confusion likely to arise in attempting to handle too many lines. Varnish stains were chosen because of the wide variety of uses to which they could be put on furniture, woodwork, wickerwork, picture frames, floors, etc. It was calculated that they would appeal more strongly to the householder for indoor use, and so it worked out.

Took the Chairs

Again keeping in mind the desire for simplicity, and the purpose to exhibit something that even the veriest novice could appreciate and handle, it was decided to utilize first all articles in the store on which a varnish stain might be applied. The store and office chairs were first requisitioned into use. There was no scurrying around in second-hand shops and junk heaps for dilapidated furniture. Articles that were in everyday use were taken up, refinished, and placed back into their customary service. In two or three days the demonstrator was able to point out object lessons all through the store. This method served the dual purpose of putting the office furniture in better shape, brightening it up, and showing what could be done to improve articles of average use.

When the available stock of furniture in the store ran out, a neighboring dry goods store furnished sufficient chairs and other articles to work on. The dry goods merchant had no reason to object, and in fact, his staff assisted somewhat in bringing attention to the demonstration. After this stock of available furniture ran out, the proprietor of the hardware store and his clerks found sufficient material of everyday use at their homes, and which served the purpose desired.

A few articles, such as a child's iron bedstead, a water tank, a bathroom cabinet, picture frames, etc., were given a coat of suitable household enamel. These were scattered through the demonstration as thought advisable, but the main effort remained with varnish stains.

Now, what were the results? Not a few of the merchants of the town, seeing the practical application of such a simple means of brightening up store furniture, bought varnish stains and improved the appearance of their fixtures. One manufacturer who happened in while the bookkeeper's stool was undergoing its transformation, decided that the wornout furniture and woodwork in his offices could stand similar treatment to advantage, so he bought. It was noticed that women folks took most interest in the exhibit when the common, ordinary, everyday chair was on hand. The nature and number of enquiries made by women showed how easily a simple showing, staged in this way, brought to mind the condition of everyday furniture at home and pointed out a simple means of improving the condition of these for service. Not a few attics were ransacked, and many discarded pieces of furniture were haled back into service.

The bright, suggestive conversation of the demonstrator led inquirers to seek ideas along many other lines. So that while varnish stains were played up almost exclusively, it was a means of leading to sales in other specialties for indoor use.

Was Well Satisfied

Did it pay? Well, the proprietor of this store says he is certainly going to try it again. Not only did actual sales increase during the continuance of this demonstration, but it was found that it fostered a habit of indoor painting that produced permanent results. Long after the exhibit was removed, customers were asking for varnish stains. The store furniture always stood handy as a ready reference for the clerks. It is what the eye sees that carries conviction, and the results of this effort carried a conviction that perhaps a whole lot of other expensive advertising could not convey.

This particular demonstration lasted three weeks, but the demonstrator's job lasted a good deal longer. Its success convinced this man that if a January demonstration could be made to pay with paints and varnishes, why not show up other goods that were subject to seasonable buying habits, and create a demand for them in off seasons? Oil burning cook stoves, fireless cookers, kitchen cabinets, waxes, fire extinguishers for the home were each given a turn in the same simple manner.

It will not be surprising to see before long the establishment of a permanent demonstration booth in this store to offset the fixed seasonable buying habits of the consuming public in paints as well as other lines.

Is Good Business

After all, much of the seasonable selling conditions that exist with many lines of goods are based on habits that have little or no reasonable foundation. Is it foolish to attempt to disturb these habits? It is not; it is business to do so. Not so very long ago ice cream was thought to be only a summer delicacy. Take away ice cream from the larger present day candy stores and ice cream salons during the winter and it would seriously cripple such business.

Many other lines have disturbed the previous buying habits of the public, to their own advantage. Getting them out of these ruts is one form of creating a demand, and creating a demand in season and out is business—the special business of advertising. A demonstration is one of the practical methods of advertising in this direction; and when it can be made to pay, why not go to it? Fix up a paint demonstration for the last two weeks of January and try it out.

ARGENTINE FLAX CROP

Preliminary estimates of the Argentine flaxseed crop show the following totals of acreage for the various provinces during the agricultural year, 1918-19: Buenos Aires, 614,425; Cordoba, 753,668; Santa Fe, 1,304,711; Pampa, 66,718; Entre Rios, 642,471; others, 37,066. The total acreage is 3,419,059. The flaxseed area for the year shows an increase of 185,328 acres.

Paint Firms After Export Business

Important Plans Discussed at Annual Meeting in Montreal—Co-operative Advertising May be Undertaken—Containers to be Available in Ample Time For Spring

AT the annual meeting of the Canadian Paint, Oil and Varnish Association held in Montreal on Tuesday, a number of important matters were fully considered and the discussion following was most enthusiastically taken up by those attending. That the association means to anticipate a share of overseas business that will be obtainable if it is sought, was developed when the question of appointing a special representative to visit France and Belgium was introduced. Steps were taken to approach the federal Government at once, for it was thought best to work in harmony with them in any plans that might be arranged. As a result a committee was appointed to take this matter in hand and results will depend upon the report that the committee is able to return to the association at a meeting to be held later.

Co-operative Advertising

In the United States a very large interest has been evinced in a scheme of nation-wide publicity regarding the use of paint and other kindred materials. Already it is understood that some $500,000 has been apportioned for this work and the scheme suggested called for the expenditure each year of about $100,000 in co-operative publicity work. After going into matters more fully however, it was decided to spend more money, and it is possible that a much larger appropriation will be expended annually for several years. The details of the scheme, while not available at the moment, include a wide campaign of advertising to cover the whole country from coast to coast, and the idea will be to co-operate and further the spirit of the Government's conservation scheme which was taken up during the progress of the war.

Just what the Canadian paint makers will do is not definite at this time, but it is expected that the scheme will take definite form in the near future and that a campaign fund will be raised.

Prices to Hold

It is a significant fact that all prices are left without change for the present, and this bears out the tendencies of the markets as indicated in the columns of HARDWARE AND METAL for several weeks. While a few raw materials have declined somewhat in price this does not mean that deliveries have so improved on the various materials as to enable the paint maker to make up his orders on the lower-priced raw supplies. Some lines have been very hard to secure and transportation has been slow. Linseed oil has declined quite a little but this is but one of the lines of consequence entering into the manufacture of paint. It is generally stated by the paint men that they do not anticipate any change probably for several months unless it might be of a slight nature on an odd line of goods. The regular lines would be steady, and in all probability, unchanged.



GEORGE HENDERSON

Of Brandram, Henderson, Ltd., who was re-elected as president of the Canadian Paint, Oil and Varnish Association.

Containers Available

HARDWARE AND METAL is informed that supplies of tin cans as required by the paint makers will very probably be available in sufficient quantities to take care of spring business. Some of the manufacturers are more hopeful than others, and one big firm stated that the prospect was most encouraging for such supplies as they would need over the coming months. Plate mills have had a lot of business to overtake but it would seem that the manufacturers are speeding up production in such a manner as to prevent actual disappointment on the part of their customers. It is also likely that the tin can, so necessary for this product, will be used mostly, if not altogether, the favorable turn in the war development making it unnecessary to use the substitute cans that had been arranged for.

Officers for 1919

The election of officers for the current year resulted in the return of George Henderson as president, Walter Ramsay vice-president, L. F. Monypenny second vice-president, and Messrs. D. Christie and A. C. Pendray as directors. George M. Edwards was re-elected as secretary.

The reports received by HARDWARE AND METAL indicate the outlook as a most encouraging one for the present year. An informal gathering of a social nature was held on Tuesday night, President George Henderson presiding.

Reginald H. Monk to Manage Chemical Plant

Reginald H. Monk, for many years connected with paint circles, has joined McArthur-Irwin, Ltd., Montreal, as manager of their newly-acquired chemical plant in Outremont.

Mr. Monk has served in the paint trade for nearly twenty years. Beginning his engagement with S. O. Cowper Coles as an electro-chemist in London, Eng., in 1901, he continued with them until 1904, at which time he left for Calcutta, India, where he was assistant manager for Turner, Morrison and Co. of Liverpool, manufacturers of paints and kindred lines. In 1906 he became chemist for Lewis Berger & Co., London, Eng., and was with them until 1907.

Coming to Canada in 1907 Mr. Monk joined the staff of Brandram-Henderson, Ltd., and was made assistant manager of its Wellington St. branch, Montreal. In 1912 he was appointed to the managership of the lead works division of Brandram-Henderson, Ltd., and this office he continued until January, 1918, being called at this time to the position of assistant general manager of this company. He also was a director of Brandram-Henderson Co. of B.C., Ltd.

He assumes his new duties immediately.

ELECTED NEW OFFICERS

At the first meeting of the Winnipeg Paint Club held this year the following officers were elected for 1919:

President—W. J. Bland, Canada Paint Co.

Vice-President—J. Drewe, Winnipeg Paint & Glass Co.

Directors—J. M. Lynch, Merrick-Anderson Co.; P. Jomini, Wood-Vallance Co.

Secretary-Treasurer—J. Leonard Paul, Brandram-Henderson, Ltd.

A general license, valid until March 1, 1919, has been issued to permit the importation into the United Kingdom of any quantity of gum copal and gum kauri. Importers are still under the obligation, however, of procuring permits to purchase.

Says That General Conditions in Canada Guarantee Continued Prosperity

Stocks Low, Prices High, and Money Plentiful Means Continued Business Activity, is the View of W. S. Fallis, of Montreal

"ON the threshold of the new year the outlook for 1919 is definitely favorable, and justifies reasonable optimism," W. S. Fallis, managing director of the Sherwin-Williams Co. of Canada, Limited, stated to HARDWARE AND METAL.

"It is true that there are many industrial problems to be solved; problems which are of as much importance in their financial aspects as are the political adjustments of the coming peace in the field of international affairs. Notwithstanding this the broad, general lines of the course of trade, during the next twelve months, appear to be definitely drawn on the side of continued activity.

Will Be Gradual

"Prices may decline somewhat from the highest recent levels, but this decline will be neither general nor rapid. We must remember that vast as the total of the world's war production has been, it has, in a very strict sense, been a specialized production of war machinery and supplies, for war purposes, and that which has not been already consumed will be either scrapped or worked over, to help meet the demands of the reconstruction period.

"Men who have actual first-hand knowledge of conditions in Europe, are quite positive in their opinion that European buying, particularly of raw materials, will continue to be a great factor in maintaining the present price levels on this continent for some time to come.

Absorb Production

"The war restrictions on the use of metals, etc., for other than military purposes, have been so drastically in operation abroad for the past three years, and in a lesser degree, for a shorter period, on this side of the water, that the ordinary normal demands, stifled for such a time, will absorb the capacity of production for a very long period.

"These demands for raw materials, for made goods, for labor, and for capital, will be very great and very insistent, and the alert business man will make arrangements for his stocks with this fact in view.

"The country is prosperous, money is plentiful, and the people, just relieved from the shadow of the great war, are in a confident and generous mood; stocks, raw and made, are low and prices are high. Surely these are all definite guarantees of a continued and prosperous business activity."

WALKERVILLE FIRM PREPARING FOR A RECORD BUSINESS

C. L. Forgey, of Berry Bros., Walkerville, Ont., gave to HARDWARE AND METAL, his view of the outlook for 1919 as follows:

"We are making preparation for the biggest boom in business that we have ever had. As for varnishes, stains, and enamels there will be no change in these materials as far as we are concerned, and we can see no reason why business will not continue and improve as it goes along. There has been so much money saved by people who never saved before, that there is bound to be a good business for everybody. That is one result of the war, it has taught people to save, and this will enable them to buy homes, pianos, automobiles and all of the luxuries that are longed for by the laboring people.

Export Prospects

"As for export prospects, we expect a great increase in this department as it will now be possible to get ships, especially from those countries from which we have been cut off for the duration of the war. We think that all merchants should now clean up and advertise and let it be known that they have the goods. If everybody will do just this, prosperity will reach us earlier than if we sit back and wait for it to come."

SEES ERA OF PROSPERITY FOR ALL LINES OF BUSINESS

Royal Cluxton, manager of the Canada Paint Co., Limited, Montreal, says: "We hold nothing but the most optimistic views of the future prosperity, not only in the paint and varnish trade, but also for all lines of business in the Dominion of Canada, and I firmly believe that we are about to enter into an era of prosperity never before known or realized on this continent."

DU PONT EXPORT CO. FORMED

NEW YORK.—The organization of the E. I. du Pont de Nemours Export Company, which was incorporated to take over the du Pont Company's foreign business, has been completed.

Tentative plans for further expansion have been made and the following officers have been elected: F. W. Pickard, president; Walter S. Gavan, vice-president and director of sales; F. D. Brown, treasurer; Alexis I. du Pont, secretary.

The directors are F. W. Pickard, W. S. Gavan, F. D. Brown, F. C. Peters, C. L. Petze, J. A. Burckel and J. E. Hatt.

Headquarters will be established in New York by W. S. Gavan, who will be active head of the organization. An office will also be maintained in San Francisco. A large expansion in the du Pont company's foreign business is looked for with the ending of the war, and the new corporation has been organized to aid in the handling of this business.

BRONZE POWDER WORKS SOLD

NEW YORK.—Frank X. Anglin, assistant sales director for A. Mitchell Palmer, Enemy Alien Property Custodian, sold 2,500 shares of the stock of the Bronze Powder Works Company at public auction at the company's factory in Elizabeth, N.J., last Saturday.

William C. Cabell of Passaic, representing a syndicate of New York business men, bought the block of stock for $217,500 after brisk bidding.

Among those who tried to get the stock were Burton A. Howe of Grand Rapids, Mich., and Max Grifenhagen, formerly sheriff of New York County. It was announced that the purchasers would have a controlling interest in the bronze powder factory, and also two seats in the Board of Directors. Half of the purchase price was paid down upon acceptance of the bid.

GLASS FIRMS IN PATENT BATTLE

PITTSBURGH, Pa.—Suit was entered in the United States Court here by the Pittsburgh Plate Glass Co. against the American Window Glass Co. for alleged infringement of the Spinasse patent No. 1,208,851, relating to what is known as the cold bait process of drawing window glass cylinders. Over 90 per cent. of machine-made window glass, it is said, is made with this bait. Few patents in glass history have been more severely contested, three applications having been made, all for the same method, by H. G. Slingluff, of the Pittsburgh Plate Glass Co.; John A. Swett, for the American Window Glass Co., and by Arthur Spinasse, an independent inventor, to whom the patent was eventually granted after being appealed. The Pittsburgh Plate Glass Co. purchased the patent from Spinasse.

GERMAN DYE PATENTS TO BE "AMERICANIZED"

WASHINGTON, D.C.—Final disposition of the valuable enemy-owned or controlled dye patents in the United States is a matter which is interesting many. These patents are estimated to be valued at between $50,000,000 and $250,000,000. A Mitchell Palmer, custodian of alien enemy property, now holds them in trust.

The Federal Trade Commission has been simply flooded with applications for the use of these patents. Some of those making the applications, it is understood, have expressed the fear that, when peace is finally declared, they will be returned to their owners. Officials in the office of Mr. Palmer oppose any return to Germany of these patents. It is said that legislation may be needed to settle this whole dyestuff matter when peace is finally signed.

QUALITY
TRADE ELASTICA MARK.
PRODUCTS

QUALITY
TRADE ELASTICA MARK.
PRODUCTS

THE NEW HIGH QUALITY LINE OF

Paints AND Varnishes

That offers the dealer the greatest opportunity for increased business during the coming year.

This new line bears the well known and already famous trade name

TRADE ELASTICA MARK.

The ELASTICA line is now complete in every detail, every product bearing this trade-mark is of the same Superior Quality that has earned for ELASTICA VARNISHES the enviable reputation they have enjoyed for many years.

BE PREPARED WITH A FULL STOCK OF ELASTICA PRODUCTS

to meet the increased demand for High Quality Paints and Varnishes that is sure to come during the year 1919.

Write us at once for prices and full particulars. Do it NOW.

QUALITY
TRADE ELASTICA MARK.
PRODUCTS

QUALITY
TRADE ELASTICA MARK.
PRODUCTS

INTERNATIONAL VARNISH CO. LIMITED.

Vancouver Halifax TORONTO Montreal Winnipeg

Imperial Oil Company's Plan is Based on Dollars and Cents

BECAUSE it is regarded, in the stern language of dollars and cents, as good business, the Imperial Oil Company has adopted a program of co-ordinating the interests of the concern and its employees which goes much further in its benefits to labor than anything which has heretofore been attempted in this country; it involves the principles which have already been worked out by the Standard Oil Company in the United States. Joint committees of employees and executives for administration, automatic life insurance, old age pensions, sick benefits and athletic and social clubs are some of the features being inaugurated, not with any ulterior motive in relation to wage standards or in any spirit of paternalism but because the company has from careful investigations satisfied itself that to reiterate, it is good business.

In view of the unsettled conditions prevailing in the world labor markets, and the prospect that workers' demands may be difficult to meet if production is to be kept on a sound economic basis, Canadian employers generally will watch with interest the results of the working out of the Imperial Oil ideas which have been elaborated to HARDWARE AND METAL by Rev. Dr. Strachan, assistant to Pres. Hon. W. J. Hanna, who has been working on the program recently announced at Sarnia for some fifteen months. Dr. Strachan emphasizes that the company regards the proposition as a business one purely and simply, based upon statistics and actuarial conclusions.

The Replacement of Labor

The principal idea upon which the new relationship is based is to give recognition to what may be termed the vested right of the employee in an institution which he has served for a period of years and involves the problem to which students of sociology are giving much attention—to what is labor entitled in addition to wages? It is, of course, anticipated that this recognition of the vested interest of labor will result in a continuity of relationship in which the employee will benefit from the value of his experience and the company will gain advantages from that same experience. The cost of replacing an employee and the loss entailed in training him to a state of efficiency has been carefully considered in this connection.

No Strings on the Men

The company has endeavored to make it plain to the employees that there is no desire to tie strings to them. Take the insurance scheme, for example. All employees are automatically insured, no matter what the state of their health and there is no fee whatever. Nor is it necessary for the employee to remain with the institution to continue the policy. If leaving he may take it with him, but in that event will, of course, have to continue payment of the premiums himself.

With the sick benefit plan there are additional advantages as compared with the Workmen's Compensation Act. The employee is protected not only while at work but for 24 hours per day, 365 days of the year. Further, the company is prepared to look after the dependents of any employee fatally hurt until insurance payments are adjusted and this insurance will be above and in addition to anything which may be paid under the Workmen's Compensation Act.

In the pension scheme all employees are automatically enrolled. At the age of sixty-five there will be available for each employee in monthly instalments a sum representing annually 2 per cent. per year on a ten-year wage average; in other words, an employee of 20 years' standing would receive 40 per cent. of the average wage of the last ten years of service. This will be paid to the employee for the rest of his life and he will be at liberty to leave the company and seek other service—so long as he does not join a competitive institution.

In regard to these funds the finances are maintained on a sound basis, the funds being set aside from year to year so that there is a guarantee provided no matter what might be the developments in relation to the company's business in the future.

Human Efficiency

In addition to the benefits which the company foresees in the saving in training of new men by encouraging the loyalty of employees, the higher standard of efficiency possible for healthy people is taken into consideration. The company will have medical men to look after all employees. Likewise when a new employee is taken on he will be subjected to a medical examination. This is not with the desire of taking on only men of a certain standard but to judge the physical ability of the individual to undertake the work required of him. It is the idea to fit a man to the work he is best able to perform and, of course, applicants not physically fit for the position which they are seeking will be advised to this effect.

Not only health of body but health of mind is aimed at and in this connection community social centres are to be established in connection with each of the company's plants. A suitable building will be erected for the use of the employee, his wife and family and there will also be grounds for outdoor recreation.

The Housing Problem

The housing problem is another which has been faced by the company. At the present time about a hundred homes—self-contained houses, up-to-date in every particular—are in course of construction and these will be rented at a nominal figure which will enable the company to carry the charges.

Administration Committee

Fundamentally in regard to the relations of capital and labor the arrangement made for administration by a joint committee of employees and executives is perhaps even more important than the innovations cited. At Sarnia where the new era has opened, the committee is composed of fifteen workers and fifteen foremen and higher officials of the company; these form a general body which is divided into four groups representing different departments. This committee will rule on matters of policy and will have the right to initiate plans concerning recreation, sanitation, education or other matters bearing upon the welfare of the employees. This committee will also have the right to deal with such questions as wages and hours of employment, etc.

According to Dr. Strachan the object is to give every employee the feeling that he has the same rights in the institution as the highest executive. Any worker can take a grievance to the committee of his department and his case can be appealed through the general committee right up to the president of the company if necessary.

The program as outlined has been put into effect in connection with the company's Sarnia plant and its inauguration at other branches will follow. Dr. Strachan is now in Vancouver in connection with the organization there.

VARNISH ADDS DASH TO WEDDING

CHICAGO.—Varnish added piquancy to a wedding recently. At first the varnish seemed an obstacle, but not for long. It made the wedding just a little different.

Lieut. John M. Dayton of DeKalb, Ill., and Miss Jean Clark, duly provided with a marriage license, dropped in upon the Police Magistrate of Oak Park to be made one. There was a slight pungent odor and a shininess to the floor and they paused as some one shouted: "Look out for the varnish!"

Then someone suggested the roof as a fitting place for the altar. Everyone went up. It happened to be over the fire station and the firemen rang the bell and otherwise cut up. Everybody for blocks around turned out and produced confetti and it was a big wedding.

If it hadn't been for the varnish it would have been just one of those casual hitches.



Quality First

In the long run quality is the deciding factor among most varnish buyers.

The high quality and uniform dependability of Berry Brothers' varnishes and their allied products, is widely recognized among all classes of buyers and consumers.

Varnishes, Enamels and Stains bearing Berry Brothers' label need no selling arguments—because it is known to be a guarantee that any product sold under it, is true to description and the best that can be produced for the uses intended.

PARTIAL LIST OF DISTRIBUTORS OF BERRY BROTHERS' PRODUCTS

Hudson's Bay Co. - - -	Calgary, Alta.	Wood, Vallance & Co., Ltd. -	Winnipeg, Man.
J. H. Ashdown Hdwe. Co. - -	Calgary, Alta.	Hunter, Henderson Paint Co. -	Vancouver, B.C.
Sanderson, Pearcy Co., Ltd -	Toronto, Ont.	Dartnell, Ltd. - - -	Montreal, Que.
Frank A. Gillis Co. - - -	Halifax, N.S.	Lariviere, Inc. - - -	Montreal, Que.
Marier & Tremblay - - -	Quebec, Que.	L. Levasseur Co., Ltd. - -	Montreal, Que.
Revillon, Ltd. - - -	Edmonton, Alta.	L. H. Gaudry & Co. - - -	Quebec, Que.
Wood, Vallance & Adams - -	Calgary, Alta.	Moose Jaw Hdwe., Ltd. -	Moose Jaw, Sask.

BERRY BROTHERS INC
World's Largest Makers
Varnishes Paint Specialties

WALKERVILLE, ONT. (726)

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, January 9.—A slight revision has been made in the price of linseed oil by one firm but this is not a decline from the basis of last week. Turpentine is steady and quiet, and this applies as well to putty and white lead in oil. In view of the fact that pig lead has lowered considerably it is just probable some change may be made in white lead in oil, though no action was anticipated at the meeting of paint men this week. The outlook is encouraging.

Flaxseed is Firm; Linseed Oil Held

Montreal.

LINSEED OIL.—The spread of quotations this week is less, but there is no lower price basis for either raw or boiled oil. Crushers report a very firm market for flaxseed, and future options are particularly firm. There is a very good supply of oil and of seed here for crushing as required, and it is expected that prices will hold much as they are for the present.

LINSEED OIL

Raw, Imp. Gallon—		
1 to 4 bbls.	$1 57	.....
5 to 9 bbls.	1 56	.....
10 to 25 bbls.	1 55	.....
Boiled, Imp. Gallon—		
1 to 4 bbls.	1 59½	$1 60
5 to 9 bbls.	1 58½	1 59
10 to 25 bbls.	1 57½	1 58

Turpentine Steady On Light Selling

Montreal.

TURPENTINE. — There is little change in turpentine excepting that in one quarter there has been a little lowering of the basis. This is, however, still within the price basis of last week. Supplies are fair in some quarters but demand is light. The outlook is that prices will be maintained on a fairly high basis.

Turpentine.	Per Imp. Gal.	
1 to 4 barrels	$1 05	$1 13
Small lots	1 17	1 24

(Packages extra)

Steady and Quiet Rules Putty

Montreal.

PUTTY.—The market is steady and the demand for putty light. Supplies are ample to meet the trade's needs and price basis is without any change whatever.

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases.	7 15	7 40	7 75

Pure linseed oil putty, $2 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

No Change in White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—Although there was a discussion this week of the price basis for various paint lines no change was decided upon for white lead in oil. The basis is still $17 per 100 pounds for five-ton lots of standard lead; $17.50 for 100 pounds for ton lots, and in small lots $17.85. Pig lead is weaker, but some expect that the bottom has been reached already. It is not clear just what the effect may be on white lead in oil, but the situation should soon clarify itself.

More Spring Orders For Mixed Paint

Montreal.

MIXED PAINT.—A large paint maker stated to HARDWARE AND METAL that orders were again coming in for paint to be forwarded early in the spring. Much booking business was taken before the holidays and those dealers not protected are now placing for their requirements. Prices are steady and the undertone is quite unchanged on shelf lines.

TORONTO

TORONTO, January 9.—Lower linseed oil is again reported in some quarters this week. The market on turpentine is very firm and primary points record a steadily upward tendency. This has not yet been reflected in local prices to the trade but may be at a not too distant date. Varnishes are reported as very firm, being scarce and hard to get, and no immediate prospect of an improvement in receipts. Travellers now out are cleaning up on spring orders and volume of orders coming to hand represents a very satisfactory total.

Linseed Oil Range Of Prices Widens

Toronto.

LINSEED OIL.—A somewhat wider range of prices is noticeable in respect to linseed oil this week, some factors quoting prices which represent a reduction from levels shown last week. The market on seed is considered remarkably steady and firm, and shows little variation, up one day slightly and down another, with only a comparatively small change for some time past. Future seed is holding up splendidly, May prices being up to point higher than cash quotations. Deliveries of seed have been very good and indications seem to point to supplies being available as wanted for heavy demands that will apply on a spring business. Range of quotations this week follows.

Linseed Oil—	Raw Imp. gal.	
1 to 2 barrels, gal.	$1.59	$1.70
3 to 5 barrels, gal.	1.58	1.69
	Boiled Imp. gal.	
1 to 2 barrels, gal.	$1.61½	$1.73
3 to 5 barrels, gal.	1.60½	1.72

Add 10c gallon in smaller quantities.

Varnishes Holding At High Levels

Toronto.

VARNISHES.—There is little sign that a let up in conditions which have brought about the present state of high prices and scarcity of supplies has yet been modified as they affect varnishes. Gums are becoming scarcer all the time and even were shipping immediately released, which it won't be, it would take at least two to three months to secure supplies. It seems possible that with America a fairly close market that European interest may absorb some spot stocks, and as a further depletion in gums occurs with no immediate prospect of replacement, it is possible some further slight advances in varnishes may be reported.

Turpentine Shows Decided Strength

Toronto.

TURPENTINE.—The market on turpentine in the South is showing decided strength and advances are being recorded almost daily. This has not yet been reflected here in prices to the trade but it will not be long at present rate before a revision will have to be made. Supplies locally at the present time are very good and indications seem to be that shipments will come along fairly well

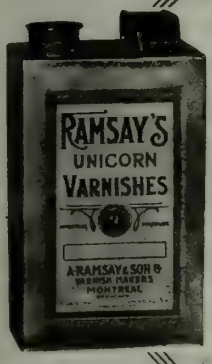
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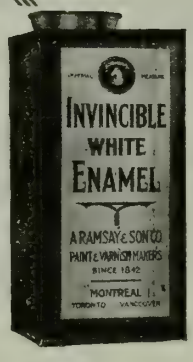
RAMSAY'S



RAMSAY'S

Everybody is Brightening up with the Coming of Peace





These Lines Will Brighten Your Paint Sales During the Winter Months

Get ready for a "paint" Spring with

"THE RIGHT PAINT TO PAINT RIGHT"



A. Ramsay & Son Company

Makers of Paints and Varnishes since 1842

TORONTO MONTREAL VANCOUVER

Revillon Wholesale, Limited, Edmonton Dist., Distributors.

as wanted during the coming season. There seems to be every indication that market will remain firm for some time to come, and present trend of quotations is in line with information given out in HARDWARE AND METAL some weeks ago. Low grade rosins seem to be getting sorted out into their natural classification and the market is considered firm with some slight advances reported. A fair movement overseas continues, mostly of supplies bought some time ago and held for space, and as this trade develops stocks will be reduced to a point where market will reflect shipping conditions. Prices locally on turpentine are as follows:

Turpentine—	Imp. gal.
1 barrel (barrel included)	$1.07-$1.10
2 to 4 barrels (barrels included) ...	1.06- 1.09
5 gallon lots	1.17- 1.20

Business in Mixed Paints Coming

Toronto.

MIXED PAINTS. — Business from merchants not already booked is coming along quite readily now that paint salesmen are again on their territories. Manufacturers are well satisfied with the volume of orders coming and are preparing for heavy 1919 trade.

White Lead in Oil Holds Steadily

Toronto.

WHITE LEAD IN OIL.—The market on white lead in oil rules steadily and present indications are that present basis will be maintained for some little time yet. Price today on pure white lead in oil is $17.80 per 100 pounds in ton lots, and $18.35 in smaller quantities.

Glass Holds; Putty Quiet

Toronto.

GLASS, PUTTY. — Window glass prices hold firm and unchanged this week with little business passing. Similar conditions may be said to apply to putty, only a fair demand being reported, and quotations unchanged at following levels:

PITTSBURGH MARKETS

Continued from page 49

tended that prices will not decline further, there is practically no doubt that in time they will. Doubtless, as has been the case in the past when buying practically ceased at a time when there was much contract business on books, prices will be maintained as far as possible to encourage buyers to take out contract material. When there is not much more business in actual shipping orders to be squeezed out of contracts, and when there is a disposition on the part of consumers to make fresh sales, prices will come down to whatever point is necessary to get buyers to take hold. The steel mills always endeavor to avoid reducing prices to the last point until the buyer is known really to be ready to take hold.

There is practically no doubt that steel mill operations will drop to less than 75 per cent. of capacity within a very few weeks, and a rate of 60 per cent. or less may be reached. Capacity may now be estimated at about 49,000,000 gross tons of steel ingots a year, while in 1913, the best year before the war, production was about 30,300,000 tons, and capacity at the end of the year, or just before the war was about 34,000,000 tons. Thus even a 60 per cent. operation of the steel mills at this time, when there is scarcely any new construction work going on, and hardly any railroad buying, would really represent quite a lot of steel in the circumstances.

Making a Big Turnover in a Small Store

In One Year Sales Total $3,000 in Small Store on North Shore of St. Lawrence Gulf—Neat Arrangement and Use of Advertising Brings Business to J. P. Cote

J. P. COTE, of Matane, a small town in the Gaspe Peninsula, sells about $3,000 worth of paints and varnishes annually. This is a remarkable showing, as the town is a small one and its location such that one would hardly think it possible to secure a large paint business there. As is generally conceded the season in this belt is a short one and the weather changes are often frequent and the winters long and severe. The winter sets in very early and the spring is late. It is, therefore, the more creditable that Mr. Cote has been able to so develop his trade as to ensure him an annual turnover of approximately $3,000. This would be a nice business for many a larger store located in a more even climate.

Attractive Arrangement

A glance at the accompanying photograph will give some inkling of the neatness with which Mr. Cote has displayed his paint and varnish stock. Nothing seems to have been out of place when the photo was taken and this is the manner in which the stock is kept throughout the season. Aside from the peace of mind which must come to the owner, the attractiveness of the stock as seen by the customer, it assists materially, the selling force, to have the goods in regular order. It is a time-saver and, therefore, a money-saver to have one's goods where they may be had without delay of any kind. Incidentally, it may be said that the arrangement of the stock throughout the store has been made with like care. Mr. Cote has found is one of the successful helps in making for the progress that attends his business in a general way, for, as was stated to HARDWARE AND METAL, the business has shown a steady, satisfactory growth.

The Use of Helps

The careless manner in which the advertising aids and helps supplied by the manufacturer are used (or more precisely, not used) in some localities, is regrettable. It is a great waste for which there can be no excuse. In the Cote store this class of matter is made use of to the best advantage possible and with profitable results. Paint-selling helps have a real value. This should be recognized and the greatest possible use made of them. They cost much money and have been worked out by the paint manufacturers with a view to giving agents just the assistance required. Without them many sales would never be made.

Too Late To Be Classified

HELP WANTED

WANTED—A LIVE SALESMAN TO REPRESENT a large paint manufacturing company in the Province of Ontario. Apply by letter, giving past experience. Good opportunity for bright man. Apply Box 167, Hardware and Metal.



Paint Department J. P. Cote Store, Mantane, Q.



M L QUALITY

Prepare *for* Bigger Spring Paint Business

By building up sales of indoor specialties during the Winter months. "One Paint Sale Leads to Another."

Some Maple Leaf Specialties to build with

FLOGLAZE "The Finish that Endures"

Duralite White Enamel
Imperial Crack and Crevice Filler
Maple Leaf Oil Stains
Imperial Stovepipe Enamel
Lemon Polishing Oil
Imperial Floor Wax

THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

"In A Class By Itself"

Dougall Varnish

It may cost a little more by the gallon, but owing to its great covering power it costs less by the job, and it is "The Varnish That Lasts Longest."

This is the varnish to sell and recommend to your customers in the sure and safe knowledge that it means entire satisfaction to them.

Send a postcard for our dealer proposition.

The Dougall Varnish Co., Ltd., Montreal

QUALITY DOUGALL VARNISHES FIRST

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps 25% B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list: Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 12½% advance on list. B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16.....	$ 6.00	18/16.....	$12.00
4/16.....	5.00	19/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
12/16.....	7.00	27/16.....	24.00
13/16.....	8.25	28/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/16.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eve Augers, 35%.
ilmour Ship Augurs, add 10%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 15% to 17½% off list in Catalogue No. 10, 1905.
F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz....	$13 25	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No 2, doz...	12 50	13 20
No. 3, doz...	13 50	14 20
No. 4, doz...	14 50	15 25

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 13c to 90c a lb.

BARS, CLOTHES

No. 4, dozen	$ 9 00
No. 5, dozen	11 00
No. 6, dozen	13 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30%.
Standard Quality, 30, 10%.
Side Lace Leather, lb..$1.70-$1.90
Cut Lace Leather, lb...$2.00-$2.20
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.....	$4 00
No. 2 x 50, lb.....	5 00
No. 3 x 60, lb.....	7 50
No. 4 x 100 lb.....	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, IRONING

No. 32, 5 x 12 in., doz...	$11 00
No. 35, dozen	25 00
No. 36, dozen	29 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, net list.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net lists.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list, $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%. Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. ...12-14c
F.O.B. Montreal, London, Toronto.

BRASS

Spring sheets, 24 gauge and heavier, base	$0 40
Rods, base ½ to 1 in., round	0 37
Tubing, seamless, base	0 48
Copper tubing, iron pipe size, base, ¾ in. up to 3 in.....	0 52

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy .. .$14.50-$17
30-gal. Standard 14 00

BOARDS (Wash), Zinc	List Doz.
Pony	$2 25
Improved Globe	4 90
Neptune	4 90
Standard Globe	4 90
Original Globe	5 40
Jubilee	5 50
Newmarket King	5 50
Western King (enamel)	7 00
Beaver (brass)	7 00

List plus 5%. F.O.B. Newmarket.
F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 80 4.....	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list + 5%.
Triplex Spring Hinges, 20-10%.
Chicago Mortise Floor (5,000), 20, 7½ and 5%.
Chicago Relax Floor (6,000), 25-10-10-2½%.
Chicago Premier (4000), 12½%.
Chicago Ajax (3,000), 12½%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20%.
Chicago Screen Door (2000), 40-2½%.
Chicago Screen Door (3000), 16 2-3 %.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN

	Fire Welded Proof Coil Mont'l	Tor'to	Welded Mont'l	Tor'to
3-16 in...	$22.75	$17.00	$.....	$.....
¼ in. ..	16.75	14.50	21.75	23.70
5-16 in...	14.15	12.50	19.00	18.35
⅜ in. ..	13.00	11.50	15.90	14.00
7-16 in...	12.75	11.30	15.65	13.80
½ in. ..	12.50	11.15	15.50	13.65
5/8 in. ..	12.35	10.95	15.25	13.45
¾ in. ..	12.25	10.70	15.10	13.20
⅞ in. ..	12.05	10.60	15.00	13.10
1 in. ...	11.90	10.50	14.85	13.00

Electric Welded

	B.B.	B.B.B.
3-16 in.	$18.00	$19.00
¼ in. .	14.95	16.00
5-16 in.	12.55	13.50
⅜ in. .	11.35	12.25
7-16 in.	11.10	12.00
½ in. .	10.95	11.80
5/8 in. .	10.70	11.55
¾ in. .	10.40	11.25

	$	$
	12.60	13.80
	12.35	13.60
	12.25	13.50
	12.05	13.30
	11.90	13.15

Montreal and Toronto

American Proof Coil Chain

	B.B.	B.B.B.
3-16 in.	$17.25	$.....
5-16 in.	14.25	17.25
⅜ in.	13.00	16.00
7-16 in.	12.75	15.45
½ in.	12.55	15.25
5/8 in.	12.25	.....

Electric Welded B.B.B.—Chain, ¼ in., $13.75; 5-16 in., $12; f.o.b. Toronto.

Cow ties, 5, 10%; trace chains net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl. $2.80-$2.95 in car lots; $3.40-$3.50 bbl. in small lots.

Paris plaster, five-barrel lots $4.00; single barrel, $4.50. F.O.B. Toronto.

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0 $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto Hamilton, Fergus, London, St.

Wood Drills, 37½%.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.
St. John, N.B., 20%.

CHOPPERS, FOOD Universal(doz.)

No. 0	$19 25
No. 1	23 30
No. 2	28 35
No. 3	36 45

F.O.B. Montreal, Toronto.

Russwin—

No. 0	$19 20
No. 1	23 40
No. 2	28 20
No. 3	36 60

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths..	$6.85
17—7-strand, 50 ft. lengths..	7 00
18—6-strand, 100 ft. lengths..	5 60
18—6-strand, 50 ft. lengths..	5 65
19—6-strand, 100 ft. lengths..	4 75
19—6-strand, 50 ft. lengths..	5 00

F.O.B. Montreal, Toronto, London.

COPPER ... ... Montreal Toronto

Casting ingot, see weekly report.

Bars, ½ to 2 in.....	$43 50	$43 00
Plain sheets, base, 16 oz. and heavier ..	42 00	46 00
Copper sheet, tinned, 14x60 in., 14 oz...	43 00	.....
Copper sheet, planished, base 16 oz. and heavier	50 00	46 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs: No. 111, $1.55; No. 121, $1.70; No. 122, $2.25; No. 127, $2.25; No. 100, $2.80 per dozen.
F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	77
No. 7, lb.	76
Nos. 8, 9, 10, 12	75

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal. Montreal Toronto

Ordinary, 52 sheets.	$ 9 00	$ 8 00
Do., 60 sheets.	9 10	8 10

	Apollo	Crown	Gorbals
18x24x52	....	....	
60	....	....	

COKE, TIN PLATES

	Per box
IC, 20x28 base	$25 00
IX, 20x28 base	28 00
IXX, 20x28 base	32 00
IXXX, 20x28 base	36 00

F.O.B. Toronto

Raven and Murex Grades—
IC, 20x28 base, 112 sheets..
IX, 20x28 base, 112 sheets..
IXX, 20x28 base, 56 sheets..
IXXX, 20x28 base, 56 sheets
(Nominal) f.o.b. Montreal.

TERNE PLATES

I. C. 20x28, 112 sheets.. $25 00
F.O.B. Toronto.

F.O.B. Toronto.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$20 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50
Sleepmeter	1 65

F.O.B. Montreal, Toronto, London, Hamilton

CROWBARS, $10.50 per 100 lbs

DRILLS

Bit Stock Drills .....35 to 40%
Blacksmiths', ½-in. shank, 25 to 40%
Straight Shank, 25 to 40%.
Straight Shank, wire, 25 to 40%.
Taper Shank, 25 to 40%.

WE MAKE
BABBITT METALS
THAT GIVE
Excellent Service
THE
CANADA METAL CO.
LIMITED
TORONTO

READY NOW!

To Quote On Your

1919

Requirements of

Babbitt Metals, Solders and White Metal Alloys

—either on flat price or sliding scale. Give quantities and metals you will need over 1919 with complete specifications. We will then make you an attractive proposition, by letter or in person. Anyway, file our name for quick quotations on all non-ferrous metals and alloys.

THE CANADA METAL CO., Limited
TORONTO

BRANCH FACTORIES: Hamilton Montreal Winnipeg Vancouver

THE CANADA LINSEED OIL MILLS LIMITED
MONTREAL & TORONTO
WARRANTED PURE LINSEED OIL

"Warranted" Pure Linseed Oil

Backed by our own guarantee

The Canada Linseed Oil Mills
LIMITED
MONTREAL and TORONTO

DOORS,

See Screen Doors.
F.O.B. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	25-27½%
Black Diamond	25-27½%
Delta Files	20
Firth Files	50

F.O.B. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, net list; Malleable bushings, 20%; cast bushings, 20%; unions, 35%; plugs, 15% off list. Net prices: Class B, black, 26c lb.; Class C, black, 18c lb.; galvanized, Class B, 37c lb.; Class C, 26c lb.

Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	3 00
Under 40 lbs.	3 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼ in.	12-50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼ in.	18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neckyokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.

F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap Doz. pairs.	Tee
4-inch	$2 70	$2 30
5-inch	3 33	2 88
6-inch	3 60	3 24
8-inch	4 86	3 69
10-inch	8 64	6 57
12-inch	10 71	10 44
14-inch	12 24	10 62

Light, Net Prices, figured at discount 10%.

3-inch, doz. pairs	$0 90	$0 90
4-inch	1 08	0 99
5-inch	1 26	1 17
6-inch	1 53	1 35
8-inch	2 25	1 60
10-inch	....	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6-in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 25%.

F.o.b. Toronto, London, Hamilton, and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOES, Grub $10 50 11 00

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 15	$5 00-$5 50
No. 3, per doz.	4 25	5 50- 6 40
No. 4, per doz.	4 35	6 00- 7 40
Little Giant	6 00	....
Barden Patent	6 00	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller Less 20c
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heav yiron	6-8	7 75	....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Fetherweight "XL" steel	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight(front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2, and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$17 50
Corrugated, ⅝ in., 100 ft.	20 50
Corrugated, ¾ in.	$23 50
Corrugated, 1 in., 100 ft.	35 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.10 gross, F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots	....

Less than case, 50c per 100 lbs extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished per set	2.20-2.30
Mrs. Potts, No. 50, nickel-plated, set	2.30-2.40
Mrs. Potts, handles, japanned, doz.	1.50-1.65
Sad irons, common, plain, 3, 4, and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	$4 00 4 10
Canadian Beauty Electric Irons— Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton

LADDERS, Etc.

Step Ladders Per ft.

Crescent	0 19
Household	0 19
Standard, 4-12 ft.	0 21
Electrician	0 20
Heavy duty	0 47
Extension	0 35
Perfect, 6 to 10 ft. only	$0 31
Hercules, 4 to 10 ft.	0 33
Hercules, 12 to 14 ft.	0 28
Faultless, 4 to 10 ft. only	0 29
Ontario, 4 to 10 ft. only	0 26
Shelf Lock, 4 to 8 ft. only	21

Single and Fruit Picking

10 ft. to 16 ft.	20c ft.
18 ft. to 20 ft.	23c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London.

Extension Ladders Per ft.

Up to 32 ft.	0 23
36 to 40 ft.	0 26

F.O.B. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (round reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short	$0 95-$1 10
Cold blast	1 00- 1 10

3 doz. cases, 95c doz.z; 6 dozz. cases, 90c doz.

Cold blast, genuine ruby $4.75

F.o.b. Toronto, London, Hamilton, and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2	$1 90-$2 05
Steel Thumb, No. 3	2 50- 2 75
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING) List Each

Canadian	$10 00
Dowswell	10 00
Noiseless	15 50
Hamilton	12 00
Ottawa	10 50
Peerless	10 50
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	107 00
Seafoam, engine drive	49 00
New Idea, electric	134 00
Sunshine	9 50
Popular, No. 1	10 50
Popular No. 2	10 00
Economic	12 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	50 50
Do., do., electric	108 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Perfection, engine drive	55 50
Perfection, engine drive	15 50
Gem	16 50
Winner, plain	13 50
Connor Improved	10 00
Jubilee	9 50
Canada First	19 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$12 50	$13 25
Pick, doz.	12 50	13 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$29 40
No. 8, dozen	33 60
Universal—	
No. 4, doz.	$38 10 39 60
No. 8, doz.	46 40 48 60

MOPS

O-Cedar, doz, net	$12 00
Sprustex, No. 2, doz.	$8 00 8 40
S.W. Mops, complete, doz.	5 00 5 40
Mop Sticks, doz., No. 8	2 00
Cast Head Mop, doz.	2 00
Crescent, doz., No. 10	2 60 3 35
Crank wringing, doz.	6 90

F.o.b. Montreal, Toronto, Hamilton, London

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London Hamilton.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5 inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.50 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.55 base.

Freight equalized on above points. Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $5.62½.

Sault Ste. Marie, Port Arthur, Fort illiam, $5.55 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.85 base; Toronto, $5.85 base; London, $5.85; Hamilton, $5.85; no equalization of freights.

Roofing Nails—American, large head, keg, $9.

F.o.b. Montreal, Toronto, Hamilton.

NAILS (HORSE)

C Brand

Size Capewell—	Per 100 lbs.
No. 5	$23 00
No. 6	22 00
No. 7	21 00
No. 8	20 00
Nos. 9 to 12	19 00

Discount, 10%.

Jamieson Sales Mean Larger Profits

ASK

the dealer who has been selling our line.

"HE IS A SUCCESS"

The veteran painter, tried and proved, the man who does paint well.

"HE KNOWS"

The chemist, who can analyze,—he smiles and says

"ALL RIGHT"

Because

It goes farthest.

Covers more space at less cost.

Encourages the inexperienced to paint and brighten up.

It would be a wise thing to stock them now.



R. C. Jamieson & Co., Limited

Calgary Montreal Vancouver

Owning and operating P. D. Dods & Co., Limited

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
4	1¾"	10 00
3	1⅝"	$20 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch...	10 50	36 inch...	$15 00
30 inch...	12 75		

½ inch mesh and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls.

F.o.b. Montreal.

OAKUM

Best (American)	$21 00-$22 00
U.S. Navy (unspun)	
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	
U.S. Navy (spun)	21 50
Plumbers (spun)	$10 00- 10 50

F.o.b. Montreal, Toronto

OILS	Montreal	Toronto
Royalite, gal.	0 19½	0 18½
Palacine, gal.	0 22½	021½
Gasoline, net, gal.	0 34	0 33
	List	Gallon
Black oil (Summer)	0 19½	0 18½
Black oil (Winter)	0 20½0	19½
Imperial Kerosene Tractor	0 55	
Capital cylinder	0 62	0 61
Machine oil, regular grades	33½-42½	32½-41½
Standard gas engine oil	0 40½	0 39½
Paraffine	0 29	0 28

List, less 15% on above.

Polarine Oil, list	0 90
Polarine Oil, heavy, list	0 90
Gargoyle Mobiloil, list	1 33

List, less 25% on above.

Fuel oil, bbls. net	0 14½ 0 12½
Fuel oil, tank cars, net	0 13 0 11

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER	Per 400-ft roll
Dry Fibre, No. 1 roll	$1 10-$1 20
Dry Fibre, No. 2 roll	0 62- 0 65
Anchor Brand	1 20
Rosin Sized Sheeting, red	1 05
Do., blue	1 10
Tarred Fibre, No. 1 roll	1 25- 1 30
Tarred Fibre, No. 2 roll	0 77- 0 83
Surprise Fibre	0 67- 0 71
Tarred felt, per cwt.	4 10
Cyclone (dry)	1 20
Cyclone (tarred)	1 30
Joliet (dry fibre)	0 65
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeting (per 100 lbs.)	13½ 0 15
Carpet Felt, 16 oz., per 10 lbs.	$5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—

5 to 6 lbs., doz.	$12 00
6 to 7 lbs., doz.	12 75
7 to 8 lbs., doz.	13 50

Rock—

7 to 8 lbs., doz.	12 50

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in.	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 37

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 00	$ 8 00	$.....	$.....
¼ in.	5 22	7 35	5 52	7 65
⅜ in.	5 22	7 35	5 52	7 65
½ in.	6 63	8 20	7 06	8 71
¾ in.	8 40	10 52	8 97	11 09
1 in.	12 41	15 56	13 26	16 41
1¼ in.	16 79	21 05	17 94	22 20
1½ in.	20 08	25 16	21 45	26 54
2 in.	27 01	33 86	28 86	35 71
2½ in.	43 29	54 11	.....	.....
3 in.	56 51	70 76	.....	.....
3½ in	71 76	88 78	.....	.....
4 in.	85 02	105 19	.....	.....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in.	$31 82	$38 30	$33 70	$40 20
2½ in.	47 97	58 21	50 90	61 10
3 in.	62 73	76 12	66 66	79 90
3½ in.	78 20	96 14	82 80	100 00
4 in.	92 65	114 00	98 10	119 00
4½ in.	112 00	137 00	125 00	149 00
5 in.	130 00	159 00	145 00	174 00
6 in.	169 00	206 00	188 00	226 00
7 in.	219 00	268 00	243 00	292 00
8 L in.	230 00	281 00	255 00	306 00
8 in.	265 00	324 00	294 00	353 00
9 in.	317 00	388 00	.....	.....
10L in.	294 00	360 00	326 00	392 00
10 in.	379 00	464 00	420 00	505 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list		$8 00
3 in., in 10-ft. lengths, list		9 70
4 in., in 10-ft. lengths, list		12 80
5 in., in 10-ft. lengths, list		17 50
6 in., in 10-ft. lengths, list		21 30

Net list.

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

Medium and extra heavy pipe, 2 to 6 inch 15%

Medium and extra heavy fittings, 2 to 6 inch 25%

8 inch pipe and fittings....Net list

F.O.B. Toronto, Montreal

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	8 50
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz bottles, doz., list	3 00
12-oz. bottles, doz., list	6 00
1-qt. can, doz., list	15 00
½-gal. cans, doz., list	24 00
1-gal. cans, doz., list	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—

4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 25%; Iron Burrs, 25%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square
Samson, 1-ply, roll	$2 30
Samson, 2-ply, roll	2 75
Samson, 3-ply, roll	3 30
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
R. S. Special, 3 ply	2 25
Amazon, 1-ply	2 05
Amazon, 2-ply	2 35
Amazon, 3-ply	2 65
Everlastic, 1-ply	1 80
Everlastic, 2-ply	2 10
Everlastic, 3-ply	2 40
Good Luck, 1-ply	1 80
Good Luck, 2-ply	2 10
Good Luck, 3-ply	2 40
McCombe So., 1-ply	1 75
McCombe So., 2-ply	2 00
McCombe So., 3-ply	2 25
Black Cat, 1-ply	2 05
Black Cat, 2-ply	2 85
Black Cat, 3-ply	2 65
Black Diamond Ready Roofing, 2 ply	1 12
Black Diamond Ready Roofing, 3 ply	1 38
Liquid roofing cement, per gal in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 50
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto, London, Montreal

ROPE	
Pure Manila basis	28½
British Manila basis	24
New Zealand hemp basis	24
Sisal basis	25½

Above quotations are basis prices ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., 1½c: 9-16 to 7-16 in. inclusive 1c: ⅜ in., 1¼c: ¼ and 5-16 in., 2c: 3-16 in., 2½c extra.

Single lath yarn basis	25½
Double lath yarn	26
Yacht marline, tarred	54
Halyards	47
Hemp, deep sea line basis	47
Hemp, tarred ratline basis	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42
Italian rope basis. On application	
Cotton, ⅛ in.	0 81¾
5-32 in.	0 80¾
3-16 in.	75 77½
¼-in. and up	74 76½

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER

B. & A. sandpaper, 45% on list. list.

B. & A. sandpaper in rolls ....

B. & A. emery cloth, 37½% on list.

per cent on list. F.o.b. Toronto Montreal.

SCALES	Scale List	Stamping extra
Champion—		
4 lb.	$ 5 50	$0 20
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 5%: Standard scales, 10% discount: Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto Montreal, Hamilton.

SCYTHES	Doz.
Cast Steel	$15 00
Golden Clipper	16 00
Little Giant	17 00
Bush	15 50

F.o.b. Toronto, London.

SCREEN DOORS

Kasement, No. 1, 2 ft. 8 in., $28.80; 2 ft. 10 in., $30.00; 3 ft., $31.20; Nos. 2, 3 and 4, 2 ft. 8 in., $31.20; 2 ft. 10 in., $32.40; 3 ft., $34.20 dozen.

SNATHS	Doz.
00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	87½
Wood, R. H., brass	82½
Wood, O. H., brass	82½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	20
Hexagon cap	20

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen	$7 00

SHEETS, BLACK

See Montreal and Toronto report

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs
10¾ oz.	$9 50
U.S. 28	9 20
U.S. 26	8 90
22 and 24	8 70
18 and 20	8 60
16	8 45
14	8 85

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge $12.55; 22-24 gauge, $12.75, 26-gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$8 35
16 gauge	11 20	8 45
18-20 gauge	11 20	8 60
22-24 gauge	11 40	8 75
26 gauge	11 60	8 90
28 gauge	11 90	9 20
10¾ ozs.	12 25	9 50

Add 25c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorton "best best"
16	$12 55		$12 55
18-20	12 55		12 55
22-24	12 25		12 25
26	12 25		12 25
28	13 00		13 00

Less 25c in case lots.

F.o.b. Montreal.

SHINGLES	Per sq
Standard galvanized	$11 00
Shipping weight, 90 lbs.	
Standard painted	8 50
Shipping weight, 80 lbs.	

Discount 7½%.

F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL

Standard galvanized	$9 25
Standard painted	7 50

Discount 7½%.

F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS

Base, ⅜ lbs., 58-lb., F.o.b. Toronto and Hamilton

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	18 75
Perfection No. 33, 3-burner	24 25
Perfection No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Discount 25% off list.

Freight allowed on shipments of 12 stoves.

McClary Glass Front Oven No. 70, each, net	4 25
Detroit Glass Front Oven No. 85, each, net	4 50

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters.

	List
No. 525, each	7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list

Freight allowed on shipments of 24 heaters.

F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa

Alex. McArthur & Co., Ltd.

TRADE MARK

82 McGill Street Montreal, Canada

BLACK DIAMOND

TARRED FELTS

and SHEATHINGS

Made at our own Paper Mills.

SAVE COAL

BY USING

BUILDING PAPER

Now's the Time to Push

Automobile Skates

TAKE advantage of this seasonable weather and of the splendid reputation of Automobile Skates.

The next two weeks should make a skate-selling record for the season.

Canada Cycle & Motor Co.
LIMITED

Montreal, Toronto WESTON Winnipeg, Vancouver



"KEYSTONE"
HOUSEHOLD BRUSHES

There is a "Keystone" Household brush for every conceivable use. The purpose of the brushes vary, but the quality is the same—"Keystone" quality that insures long and satisfactory service.

When you sell "Keystone" Brushes repeat orders are a certainty.

For prices, etc., write

Stevens-Hepner Co., Limited
Port Elgin, Ontario

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.



A Silent Salesman!

Suggestion creates desire. A desire to purchase means another sale. That's the service our display case renders you. Mendets is performing an unusual service in the home in the mending of metal and rubber utensils. Meet the popular demand. Send for a display case to-day.

At your jobber's.

Collette Mfg. Company
Collingwood, Ont., Canada

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	25 and 25	25 and 25	25 and 25
Draining Tools	25 and 25	25 and 25	....
Hollow Back Scoops	25 and 25	....	25 and 25
Sand Shovels	25 and 25	....	25 and 25
Hollow Back Shovels	25 and 25	....	25 and 25
Hollow Back Coal Shovels	25 and 25	....	25 and 25
Riveted Back Scoops	25 and 25	25 and 25	25 and 25
Miners' Spring Point Shovels	25 and 25	....	....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	....
Hollow Back Scoops, No. 2, black	34.50	....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	....	30.00
Sand Shovels, No. 2, black	27.50	....	24.00
Hollow Back Shovels, No. 2, black	27.50	....	24.00
Riveted Back Scoops, No. 2 black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	....	....

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

	Bissell's Doz.
American Queen, Nickeled Fittings, Cyco Ball Bearing	$48 00
Club, Jap. Cyco Bearing	102 00
Champion, Nickeled Fittings	40 00
Champion, Japan'd Fittings	34 00
Grand, Nic., Cyco B.B.	61 00
Grand, Jap., Cyco B.B.	55 00
Grand Rapids, Nic., Cyco B.B.	45 00
Grand Rapids, Jp., Cyco B.B.	39 00
Parlor Queen, Nic., Cyco, B.B.	51 00
Princess, Nic., Cyco B.B.	46 00
Standard, Nickeled Fittings	42 00
Standard, Jap'd. Fittings	36 00
Universal, Nic., Cyco Bearing	43 00
Universal, Jap., Cyco Bearing	37 00

SWEEPERS, VACUUM

	Bissell's Doz.
Grand Rapids, Nic.	$98 00
Household, Jap.	88 00
Superba, Nic.	114 00

F.o.b. factory Niagara Falls, Ont.,

Prices guaranteed by manufacturers against their own decline to June 30, 1919. Also stocked by jobbers.

SWEEPERS (ELECTRIC)

Steel frame	36 40
Aluminum frame	43 90
Attachments, set	8 25

F.o.b Toronto, Hamilton, London.

TACKS

Discount

Wire Tacks .....60 and 10%

Revised Hardware Tack List adopted Jan. 1, 1916 .....60 and 15%

Double pointed tacks....60 10%

Shoe findings list adopted July 5, 1917—Net list.

List of Capped Goods adopted Jan. 1, 1916..60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOASTERS, ELECTRIC

Canadian Beauty	$4 50
Upright, with rack	$6 40

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount.

F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10		Net List

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME)

Doz. with chain

Victor, No. 1	$2 60
Jump, No. 1	3 45
Hawley & Norton, No. 1	4 05
Newhouse, No. 1	5 55

F.o.b. Toronto, London, Hamilton Montreal.

TWINE (BINDER)

Per lb.

500 ft.	$0 22
550 ft.	0 23¾
600 ft.	0 25
650 ft.	0 26½

In 5-ton lots ¼c discount from above; 10 tons and upwards, ½c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb. 75-77-80¾

4-ply, wrapping, lb. 79-81¼-85

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.o.b. Newmarket

VALVES

%

Ground work	40
Compression work, standard	45
High grade	41
Cushion work	40
Fuller work, standard	43
High grade	36
Basin cocks, No. 0 Standard	38
High grade	38
Bath cocks	48
Flatway stop and waste cocks, standard	47
High grade	45
Roundway stop and waste cocks, standard	45
High grade	45

Brass steam cocks, standard. 10% advance on list

Radiator valves, standard.... 10

D., removable seat.....Net list

Patent quick opening valves. 30

Globe, angle and check valves, standard .....Net

Do., Jenkins Disc. 5% advance on list

F.o.b. Toronto

WARES, ETC

Scotch Grey Ware, 40-10%.

Colonial, 27½%.

Imperial Ware, 27½%.

Pearl, 27½%.

Premier, net list.

Canada Ware, net list.

Diamond, net list. White Ware, 45%

Japanned Ware, list plus 30%.

Japanned Ware, White, list, plus 40%.

Plain and Jap Sprinklers, list plus 30%.

Barb $6.75

Stamped Ware, plain, 45%.

Stamped Ware, retinned, 40%.

Copper Bottoms, list, plus 10%.

Tinners' Trimmings, plain, 45%.

Tinners' Trimmings, retinned, 40%.

Tinners' Trimmings, general, list plus 20%.

Factory Milk Cans, list plus 50%.

Milk Can Trimmings, list, plus 60%.

Cream Cans, list, plus 25%.

Railroad Cans, list, plus 20%.

Pieced Tinware, C.B., list, plus 70%.

Sheet Iron Ware, list, plus 20%.

Pieced Ware, ordinary, list, plus 50%. Fry Pans, 40%.

Spiders, steel, net list; cast iron, 10%.

Fire Shovels, Japanned, list, plus 20%.

Steel Sinks, painted, list plus 25%.

Steel Sinks, galvanized, list plus 25%.

Light Galv. Pails and Tubs, list plus 30%.

Heavy Galv. Pails and Tubs, list, plus 20%.

Garbage Pails, list, plus 20%.

Jap. Coal Hods, list, plus 40%.

Galv. Coal Hods, list, plus 50%.

Paper Lined Boards, 30 and 10%.

Wood Lined Boards, 30%.

Stove Pipe, patent, per 100, 6 in., $22.38; 7 in., $23.87.

Common, made-up, per 100, 5 and 6 in., $24.67; 7 in., $26.07.

Polished, made-up, per 100, 5 and 6 in., ...; 7 in., ...

Stove Pipe Thimbles, 45%.

Copper Boilers, list, plus 10%.

Copper Tea Kettles, list, plus 10%.

Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.

Copper Tea and Coffee Pots, list, plus 10%.

Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

Nickel-plated Ware, 50%.

F.o.b. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS

Round plain. Sizes given are size of hole. In boxes of 50 lbs., list prices, per 100 lbs.—¼-in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.20; ⅞ in., $18.20; 15-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 33 1-3 per cent. Net extras, 26 to 49 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb. per 100 lbs.	$5.50-$5.85	$5.50	$5.35
Section, ½ lb. per 100 lbs.	5.50- 5.85	5.50	6.00
Solid, 3 to 30 lbs., per cwt.	4.25	4.25	4.25

WHEELBARROWS

Navvy, steel wheel, doz.	$58 20
Garden, steel wheel, doz.	67 20
Light garden, doz.	64.20

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire Per 100 lbs.

No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	9 00
No. 19	9 50

Hay Wire in Coils

No. 13	6 85
No. 14	7 00
No. 15	7 20
No. 16	7 45

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 25

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

List of extras in 100-lb. lots, net.

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

Oiled and Annealed Wire

No. 10	$6 45
No. 11	6 47
No. 12	6 55

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire.

	Toronto
No. 9 pl. galv.	5.35- 6.75
No. 12 pl. galv.	5.50- 6.15
No 13 pl. galv.	6.00- 6.25
No. 9 coil sp.	5.50- 6.00
No. 12 coil sp.	5.80- 6.25

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright	$5 75
Fence staples, galvanized	6 50

In 25-lb. boxes add 50c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00

Less discount of 12½%.

Bright poultry netting staples $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus	10%
Brass wire, 8 to 24 gauge, add	40%
25 to 36 gauge, add	25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls	$3 25
In 50-ft rolls	3 30
Galvanized, per 100 sq. ft. in 100 ft. rolls	4 75 5 50
Bronze, sq. ft.	0 14

F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 80
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 40
Eclipse	97 70

Discount off above list, 30% and 5%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal Toronto, Kingston, Hamilton, London, St. Mary's.

For zinc products and zinc sheets See weekly report.

WRENCHES

Trimo—	Doz. net		Doz. net
8 in.	$15 60	18 in.	$35 00
10 in.	17 40	24 in.	50 60
14 in.	24 45		

Coes—	Doz. net		Doz. net
6 in.	$14 60	15 in.	$35 00
8 in.	17 50	18 in.	46 60
10 in.	20 40	21 in.	56 80
12 in.	26 20		

Stillson—	Each	Doz. net
6 in.	$1 20	$14 00
8in.	1 35	15 60
10 in.	1 50	17 40
14 in.	2 10	24 45
18 in.	3 00	35 00
24 in.	4 95	59 60
36 in.	....	94 20
48 in.	....	130 20



Our Motto for 1919—SERVICE

DURING the past four years conditions have adversely affected prompt delivery of your orders. Many of our skilled workmen answered the call to the colors. Their places were hard to fill. In few other industries has there been such a dearth of raw materials. Embargoes on first one and then another metal caused delays. Freight and express embargoes added to shipping difficulties.

We have supplied thousands of dozens of knives, forks and spoons for the equipment of our soldiers and sailors. Large orders for silverware necessary for dining cars and naval vessels used in transport and patrol work had to be given preference over commercial business—they were part of the munitions of war.

Many of these conditions have now changed with the signing of the Armistice. Embargoes have been lifted. More workmen are available. War orders are not so urgently needed. Metals are more easily obtained. The experience gained in speeding up production for the equipment of our armies on short notice will be turned into good account in making more prompt delivery of our regular lines.

We wish to thank our customers for their patience during the troublous times now passed away, and we look forward to even happier relations in the future.

Our new Thrift Recipe Book containing many useful recipes and also illustrating various pieces in "Heirloom Plate," is ready for distribution. We will be glad to send upon request, a number of copies for presentation to your customers.

Canadian Wm. A. Rogers Limited

Down Town Show Rooms, Kent Building
Factory: 570 King St. West
TORONTO

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8.90 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID

Bronzing liquid, No. 1.$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE	Montreal	Toronto
Per lb.	13-14	14-16

COLORS (DRY)	Per lb.
Raw Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Raw Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Imp. green, 100 lb. kegs	0 25
Chrome green, pure	0 35
Chrome yellow	17-31
Brunswick green, 100 lb. k..	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100 lb. k..	0 06
Venetian red, best bright	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry	0 15
Golden ochre, 100 lb. kegs	0 06½
White ochre, 100 lb. kegs	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	3½-5
French ochre, barrels	0 06
Spruce ochre, 100-lb. kegs	7-8c
Canadian red oxide, bbls	2 -2¼
Super magnetic red	2¼-2½c
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

1 lb. tins—

Venetian red	0 21
Indian red	0 35
Chrome yellow, pure	0 53
Golden ochre, pure	30-32
French spruce ochre, pure	25-28
Greens, pure	28-35
Siennas	0 32
Umbers	0 32
Ultramarine blue	0 52
Prussian blue	1 50
Chinese blue	1 50
Drop black	0 30
Ivory black	0 31
Signwriters' black, pure	0 40
Lampblack	0 40
Marine black, 5 lb. irons	0 20

F.o.b. Montreal, Toronto.

ENAMELS (white)	Gal.
Duralite	$6 50
Albagloss	3 50

GLUE	Per lb.
Brantford All Round Glue—	
Case No. 7—50-lb. pkgs	$28 00
Case No. 8—100 ½-lb. pkgs	31 00
Case No. 9—200 ¼-lb. pkgs	38 00

Discount.

French medal (prices withdrawn)

English common sheet	32-34
English prima	35-38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	28-30
Ground glue, No. 2, 112-lb. bags	22-24
Do., No. 2, less than bags	24

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 20 to 25%.
Sheet glass, 5 to 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE			
Plates up to 1 foot, each			$0 80
Plates from	1 to 2	feet, each	0 90
"	2 to 3	"	0 95
"	3 to 4	"	1 15
"	4 to 5	"	1 35
"	5 to 7	"	1 50
"	7 to 10	"	1 70
"	10 to 12	"	1 75
"	12 to 15	"	1 85
"	15 to 25	"	1 95
"	25 to 50	"	2 15
"	50 to 75	"	2 20
"	75 to 90	"	2 25
"	90 to 100	"	2 30
"	100 to 120	"	2 60
"	120 to 140	"	2 90
Plates 101 to 110 wide containing not over 100 ft. each			3 00
Plates 111 to 120 wide containing not over 100 ft., each			3 40
Plates 101 to 110 wide containing over 100 ft., each			3 40
Plates 111 to 120 wide containing over 100 ft., each			3 75

Trade Discount, 25%.
City deliveries, 33 1/3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS

Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 20c advance per 100 lbs. F.o.b. London and Windsor, 40c per 10 0lbs. F.o.b. Toronto and Hamilton, 30c per 100 lbs. F.o.b. Fort William and Port Arthur, ... per 100 lbs.
Maritime differential 35c per 100 lbs over Montreal.

	Montreal	Toronto
Anchor, Pure	$17 50	$17 80
Crown Diamond	17 50	17 80
Crown, pure	17 50	17 80
Green Seal	17 50	17 80
Ramsay's Pure	17 50	17 80
Moore's Pure	17 50	17 80
Tiger, Pure	17 50	17 80
O.P.W. Dec. Pure	17 50	17 80
Red Seal	17 50	17 80
Decorators' Pure	17 50	17 80
O.P.W. English	17 70	18 00
Elephant Genuine	18 00	18 30

B.B. Genuine lead, less than tons, $19.70, Toronto; $19.40, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt	$14 00 $14 50
Genuine, 100-pound kegs, per cwt	14 75 15 50
Less quantity	16 00 17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE

	Pound	Pound
Barrels, 600 lbs	....	0 24½
Half bbls., 300 lbs.	....	0 24¾
100s	0 45	0 25
50s	0 45½	0 25½
25s	0 46	0 26
10s	0 47½	....
5s	0 49½	0 29½
2s	....	0 31
1s	0 52	0 32½

F.o.b. Toronto, Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $9.00.
F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon, 1 gallon can basis

Elephant, white	$4 20
Elephant, colors	3 80
B.H. English, white	4 30
B.H. English, colors	4 05
B.H. Floor	3 40
B.H. Porch Floor	4 05
Minerva, white	4 15
Minerva, colors	3 90
Crown Diamond, white	4 05
Crown Diamond, colors	3 80
Crown Diamond, floor	3 30
B.H. Fresconette, white	3 35
B.H. Fresconette, colors	3 25
Moore's House Colors, white	4 05
Moore's House Colors, colors	3 90
Moore's Egyptian Paint, all colors	3 25
Moore's Floor Paint	3 25
Moore's Sani-Flat	3 00
Moore's Mooramel	6 50
Jamieson's Crown Anchor	3 55
C.P.C. Pure, white	4 30
C.P.C. Pure, colors	4 05
O.P.W. Canada Brand, white	4 05
O.P.W. Canada Brand, colors	3 75
O.P.W. Canada Brand, floor	3 30
O.P.W. Flat Wall, white	3 30
O.P.W. Flat Wall, colors	3 10
Ramsay's Pure, white	4 15
Ramsay's Pure, colors	3 85
Martin-Senour, 100%, white	4 30
Martin-Senour, 100%, colors	4 05
Martin-Senour, Porch aint	4 05
Martin-Senour, Neutone, white	3 35
Martin-Senour, Neutone, colors	3 25
Senour's Floor Paint	3 50
Sherwin-Williams, white	4 30
Sherwin-Williams, colors	4 05
Sherwin-Williams Floor	3 50
Flat Tone, white	3 35
Flat Tone, colors	3 25
Lowe Bros., H.S., white	4 30
Lowe Bros. H.S., colors	4 05
Lowe Bros. Hard Drying Floor	3 50
Mellotone, white	3 50
Mellotone, colors	3 35
Sanitone, white	3 35
Maple Leaf, white	4 30
Maple Leaf, colors	4 05
Maple Leaf, floor	3 50
Pearcy's Prepared, colors	3 50
Pearcy's Prepared, white	3 75

F.o.b. Montreal, Toronto.

PARIS GREEN	C.P. Berger's	and Munro's
	Per lb.	
In barrels, about 600 lbs.	0 60¼	0 61
In arsenic wegs, 250		
In 50 lb. and 100 lb. drums	0 61¼	0 62
In 25 lb. drums	0 62¼	0 63
In 1 lb. packets, 100 lbs. in case	0 64¼	0 65
In ½ lb. packets, 100 lbs. in case	0 66¼	0 67
In 1 lb. tins, 100 lbs. in case	0 66¼	0 67

Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PUTTY	Montreal	Toronto
Standard	Less than tons	
Bulk, in casks	$5 60	$5 90
Bulk, 100-lb. drums	6 45	6 75
Bulk, 25-lb. drums	6 70	7 00
Bulk, 12½-lb. irons	6 95	7 25
Bladder, in bbls.	7 35	7 65

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2 cwt. advance.
Ottawa prices are 20c, Hamilton 30c London and Windsor 40c per 100 lbs over Montreal quotations.

ROSIN	
Barrels, 100 lbs.	$6 90
Less, per lb.	0 08

SHELLAC

Pure White, gal. 5 15
Pure Orange, gal. 4 75
Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$3 30
B.H. Vanisher	3 00
Cumoff	3 30
Takof	3 25
O.P.W. Presto	3 00
Lingerwett	2 80-3 25
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins	$1.32-$1.44
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz	1 40
Depend-on, list	3 50
B.H. Maritime Spar, list	7 00
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.	
Elastilite	3 50
Granitine Floor Finish	3 50
Hydrox Spar	3 60
Sun Varnish	2 60
Sun Spar	4 63
Sun Waterproof Floor	3 40
Jasperite Interior and Exterior	2 65
Jasperite Pale Hard Oil	1 90
Jasperite Indestructo Floor Finish	2 65
Jamieson's Copaline	3 02
M-S Marble-Ite Floor	3 29
M-S Wood-Var	3 29
M-S Double Spar	4 57
M-S Finest Interior	3 86
Elastic Interior	2 64
Mar-not	3 40
Quick Action House	2 47
Rexspar	4 62
Sear-Not	3 84
Kyanize Spar	4 95
Kyanize Cabinet Rubbing	3 86
Kyanize Interior	3 85
Luxeberry light	3 38
Luxeberry granite	3 52
Luxeberry spar	4 95
Ramsay's Universal	2 92
Crown Diamond Floor	2 60

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg	0 75
½ gal. package, per pkg	0 40
Coralite, 5-lb. pkgs., white	0 07
Coralite, 5-lb. pkgs., colors	0 07½
B.H. Frescota, 5-lb. pkge., white	7 80
B.H. Frescota, 5-lb. pkge., colors	8 40

F.o.b. Montreal, Toronto.

WASTE	
Cream, Polishing	$0 21

WHITE

XXX	0 20
XX	0 19
X	0 17½
XC	0 16
Japanese	0 15
XXX Extra	0 21
X Grand	0 19¾
XLCR	0 18½
X Empire	0 17¼
X Press	0 16

COLORED

No. 5	15
No. 1	14
No. 7	13
No. 1A	11½
No. 1B	10½
Fancy	16½
Lion	15
Standard	13½
Popular	12
Keen	10½

Above lines subject to trade discount for quantity.

WAX	Per lb.
WAX	Per lb.
C. & B. Floor Wax	$0 40
B.H. Wax	0 40
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 35
Old English	0 53 0 62
Johnsons	0 57 0 62
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Edwards, lb.	0 40
Ramsay's	0 45
S. & W.	0 54
Crown Diamond	0 45

F.o.b. Montreal and Toronto.

WHITING	
Plain, in bbls	$2 50

F.o.b. Montreal, Toronto, London.

Gilders, bolted, in bbls.	$3 00
WOOD ALCOHOL .	per gal.
In five gallons	$1.80-$1.90
In barrels	1.74

$4 extra for barrels
F.o.b Montreal, Toronto, London.

Lowe Brothers Paints

Can You Tell Your Customers Honestly that the Paint You Recommend to Them is the Best Paint Made?



Do you realize that people who have just passed through great tribulation like the present war and who have taught themselves to look things squarely in the face are going to be very hard to fool? Their attitude in war is going to be their attitude in peace. They want the truth, even when it hurts. They demanded the genuine of the Canadian soldier and they surely got it. They are going to demand the genuine in the goods they buy – and they are going to get it.

Now, it is up to you to ponder this deeply and make your decision right away. 1919 is going to be a big paint year and 1920 is going to be bigger still and it is the part of wisdom to start with the right goods now and build up your paint business on the sure foundation of quality.

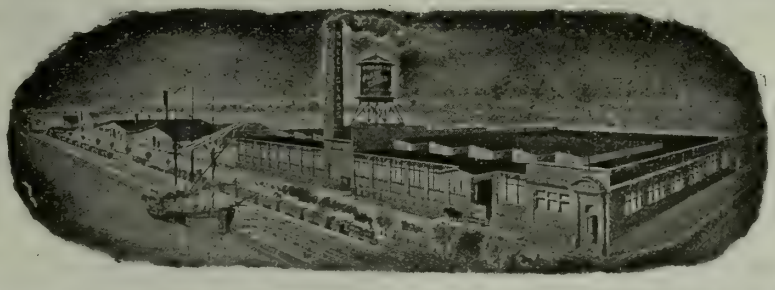
There is nothing that draws custom to a store like quality. It is the repeat orders that you are after. It is the constant patronage and the new customers that make your business grow.

Lowe Brothers make the best paint and have made it for a half a century and we are prouder of our reputation as paint makers than we are of our success—and our success has been great!

Lowe Brothers LIMITED
TORONTO, ONT.

Dayton Boston New York Chicago Kansas City

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regale Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 27c per lb.; clip horn, 28c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Dougle Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $11.25 per 100 lbs.

BAR IRON

Bar Iron—$5.50 base; Swedish iron, $5.25; sleigh shoe steel, $5.80; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20%; over 6 in., 10-2½%.

Agricultural or No. 1 leather belting, 30-10-7½% off list.

Standard, 27-10% off list. 27% extra.

"The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.65 per lb.; cut, $1.85 per lb.; rawhide, sides, $1.60; cut, $1.80.

Blue Stone (Vitriol). 12c a.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 20%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $19.20; ¼, $16.25; 5-16 in., $13.75; ⅜, $12.75; 7-16, $12.35; ½, $12.25; 9-16, $12.25; ⅝, $12.00; ¾, $11.65; 1 in., $11.40; Logging, 5-16 in., $15.55; ⅜, $14.55; ½, $14.05; tie-out, 47½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 85
Lookout	1 75
Sleepmeter	1 85

COPPER

Sheet and planished copper, 75c per lb. Tinned, 65c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 76 lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.85; 10 in., $7.60; 12 in., $8.95.

Conductor pipe, 2 in., per 100 ft., $8; 3 in., $9.65; 4 in., $12.75.

ENAMELWARE

See Wares.

FILES

Globe	Discount 40-5%
Nicholson Gen.	Discount 30%

FITTINGS—Malleable.

Class A	60%
Class B and C, off new list	60-10%
Bushings	10%
Unions	25%
Nipples 4" and under	40%

FORMALDEHYDE

400-lb. bbls., ... lb.; 200-lb. bbls., ... lb.; 100-lb. bbls., ... lb.; 10-lb. jugs, ... each; 5-lb. jugs, ... each 2-lb. jugs, ... each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$15 50	19 50
26 to 40	16 50	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	21 50	27 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 05
Cold Blast, regular	1 05

GRINDSTONES

Per 100 lbs., $3.50.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 10% off.

Corrugated Strap Hinges — 4, $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherweight, $9.95.

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$12 00
28 Am. or 26 Eng.	11 50
26 Am. or 26 Eng.	11 20
24	11 05
22	11 05
18 and 20	10 90
16 Am.	10 75

IRONS, SAD

Common Sad Irons, 8 lbs., 11c uer lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$2 10
Mrs. Pott's No. 50, set	2 25

Mrs. Pott's common and iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $14.40.

LEAD WASTE, $15.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 30
3	2 95
4	5 25
Barn Door	
5	2 95
8	3 20
9	5 50

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 6 35
New Century B	11 65
New Idea	13 00
Snowball	9 75

MATTOCKS

Pick, $13.85; cutter, $13.85.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 60	.....
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $5.80 base; Winnipeg, $6.25 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	$6 30
30 in.	7 65
36 in.	9 00
2 in. mesh x 24 in.	3 05
30 in.	3 60
36 in.	4 20
48 in.	5 60
60 in.	6 95
72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.75; 36 in., $6.10; 48 in., $7.25; 60 in., $8.50; 72 in., $9.75.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 25c; Ideal Thresher, 50c; "B" Caster machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 52c.

PAINTS

Stephens' Out White, $4.45; Stephens' House, $4.20; Stephens' Floor, $3.40; Silkstone, $3.40; Stephens' Barn Paint, $1.85.

POLISH

O'Cedar —

	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	$2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page)

Keep Up Your Paint Sales!

Make your Paint Department pay during the dull winter months.

Many of your customers will be doing considerable inside work now that outside painting is at a standstill.

It only remains for you to offer the proper suggestions and make the necessary display to capture this business.

The best way you can do this is with—

Stephens'
REGISTERED TRADE MARK

Interior Paints
Wall Colours
Varnishes
Stains and Enamels

Their attractive containers and labels allow for a pleasing display that will rouse the interest of your customers.

We also furnish you with attractive advertising matter and assist you in every way.

Stephens' products are all high-grade — carefully manufactured of quality and reputation beyond reproach.

The Stephens' line is an all-year line.

May we send you particulars of our agency plan? It will interest you.

G. F. STEPHENS & CO., LIMITED

Paint and Varnish Makers

WINNIPEG - - CALGARY

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 00	$ 8 35
⅜ inch	6 05	8 45
½ inch	7 85	9 60
¾ inch	9 95	12 30
1 inch	14 70	18 20
1¼ inch	20 00	24 70
1½ inch	23 75	29 35
2 inch	32 00	39 50
2½ inch	51 25	63 15
3 inch	66 20	82 60
3½ inch	86 85	.....
4 inch	103 00	.....
4½ inch	118 50	.....
5 inch	138 00	.....
6 inch	179 00	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $11; full polished $12.50; 18 x 24, half polished, $11; full polished, $12.50; 20 x 28, half polished, $11; full polished, $12.50.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½ x 14 in., $3.55 per dozen.

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 76¼c base; pure Manila, 30c base; British Manila, 28¼c base; lath yarn, 26¼c base; African hemp, 28¼c base; cotton rope, ¼ and over, 71c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0	$0 38	$6 75
½	0 40	7 20
1	0 45	10 00
1½	0 50	9 15
2	0 57	10 35
2½	0 64	11 70
3	0 72	13 20

B. & A.—

00, 0	$ 42	7 50
½	0 44	7 95
1	050	9 00
1½	0 58	10 50
2	0 66	12 15
2½	0 77	13 95
3	0 88	15 90

SASH BALANCES (Caldwell). 10% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—	
No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—	Doz.
Grand Rapids, Nic.	$101 00
Household, Jap.	91 00
Superba, Nic.	117 00

nipeg. Prices guaranteed by manufacturers against their own decline to June 30, 1919.

STEEL SHEETS, BLACK

10 gauge	$9 45
12 gauge	9 45
14 gauge	9 45
16 gauge	9 45
18-20 gauge	9 30
22-24 gauge	9 30
26 gauge	9 35
28 gauge	9 45

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., $15.05 per doz.; D.H. Rd. Pt., $15.05 per doz.; L.H. Sqr. Pt., $15.05; L.H. Rd. Pt., $15.05; Bulldog & Jones, D.H., Rd. Pt., $16.30; D.H. Sqr. Pt., $16.30; L.H. Rd. Pt., $16.30; L.H., Sqr. Pt., $16.30; L.H., Rd. Pt., $16.30; Black Cat and Crescent Scoops—No. 4, $19.00 doz.; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50; Moose & Jones Scoops, No. 4, $19.90; No. 6, $20.90; No. 8, $21.40.

SOLDER. Per pound, 55 to 56.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $6.05 at Fort William, $6.45 Winnipeg; galvanized staples, $6.85 Fort William, $7.25 Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $8.00 base, other sizes $5.75 base. Band Steel, $5.75 base.

STEEL HOOPS

½ in., $9.75; ⅜ in., $8.50; ¾ in., $8.75; ¾ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE—

20 x 28 I.C.	$32 00
20 x 28 I.X.	35 00
20 x 33 I.C.	37 85
20 x 33 I.C.	40 00
Terne plates	24 00

TRAPS, GAME—	Doz. Victor	H.& N.	Jump
No. 0	$1 95	....	....
No. 1	2 30	$3 60	$3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 40	10 00	....

TUBS—	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 72
Cotton, 3-ply, balls	0 76
Cotton, 4-ply, cones	0 75
Cotton, 4-ply, balls	0 79

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40% discount.

Colonial, Imperial, Pearl, 0% discount.

Premier, Canada, Diamond, plus 12½%.

Whiteware, 40% discount.

Japanned Ware, list, plus 40%.

Japanned Ware, white, list, plus 50%.

Japanned Sprinklers, list, plus 40%.

Stamped Ware, plain, 40% discount.

Stamped Ware, ret'd, 33 1/3% discount.

Pieced Tinware, ordinary, list, plus 65%.

Pieced Tinware, copper bottoms, list, plus 85%.

Sheet Iron Ware, list, plus 30%.

Light Galv'd Pails and Tubs, list plus 40%.

Heavy Galv'd Pails and Tubs plus 30%.

Jap. Coal Hods, list, plus 50%

Galv'd Coal Hods, list, plus 60%.

WASHERS—

Iron, small lots, 33% off list plus $1.50; full boxes, iron, 33 1/3% off list plus $1.00.

WHITE LEAD—

Decorators' pure, ton lots, $18.40; less than ton lots, $18.75.

WIRE, BARB—

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William $5.10 Winnipeg; Baker, 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Ft. William, $4.95; Winnipeg, $5.25 spool; plain galvanized Ft. William, No. 9, $5.65; No. 12 $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN—

Bale ties, 14 gauge, single loop $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE, ANNEALED—

No. 9, $6.75; 10, $6.80; 12, $6.95; 14, $7.15; 15, $7.25; 16, $7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 7 00
8 in.	8 40
10 in.	9 80
12 in.	12 60
15 in.	16 80
Perfect Handle—	
6 in.	15 00
8 in.	18 00
10 in.	21 00
12 in.	27 00
15 in.	36 00
18 in.	48 00

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$ 1 10
8 in.	1 25
10 in.	1 40
14 in.	1 95
18 in.	2 75
24 in.	4 00
36 in.	7 45
Trimo—	
10 in.	$1 50
14 in.	2 10
18 in.	3 00
24 in.	4 85

Always Ready—	Dozen Black	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS—

Eze, $62.55 per doz.; Reliance, $73.70 per doz.; Emperor, $105.90. Royal Canadian, $57.95 per doz.

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS, MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON, FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER — THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED

Nonolio National Polish

KEEPS CARS NEW, CLEANS, POLISHES, PROTECTS FINISH. HAS NO EQUAL.

Auto Owners Want the Best. Give Them

NONOLIO NATIONAL

in the can with the RED, WHITE and BLUE LABEL

Note the Label





Be prepared for the demand. Write for our proposition, or send order for sample dozen cans.

A Real Leader for Live Dealers.

ASK US FOR AUTOMOBILE SUPPLY BOOKLET

D. ACKLAND & SONS, LIMITED

WINNIPEG, CANADA

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

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Canada Metal Co., Toronto.
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Asbestos Pipe Specialties
Canadian Asbestoc Co., Montreal, Que.

Asbestos Pipe Coverings
Canadian Asbestoc Co., Montreal, Que.

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Owen Sound Steel Press Works, Owen Sound, Ont.

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Auto Accessories Ltd., Winnipeg, Man.
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Canada Sales Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
North American Hardware Co., Ltd., Montreal.
Prairie Motor Sales Co., Moose Jaw, Sask.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Toronto.

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W. H. Banfield & Sons, Ltd., Toronto.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
Barcalo Mfg. Co., Buffalo, N.Y.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
The Lockwood-Ash Motor Co., Jackson, Mich.
Line, Kimball Co., Moose Jaw, Sask.
Metal Specialties Mfg. Co., Chicago, Ill.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
Will B. Lane, Chicago, Ill.
Perfection Sanitary Brush Co., Toronto.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
Kinsinger, Bruce & Co., Niagara Falls, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties Co., Hamilton, Ont.

Automobiles
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Carriage Factories, Ltd., Brockville, Ont.
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Automobile Parts
Kinzinger, Bruce & Co., Ltd., Niagara Falls, N.Y.
McKinnon Industries, Ltd., St. Catharines, Ont.

Awnings
J. J. Turner & Co., Peterboro, Ont.

Axes
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Foundries & Forgings, Brockville.
Can. Warren Axe & Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Babbitt Metal
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

Bars and Racks, Clothes
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Liners
J. N. Warmington & Co., Montreal, Que.

Basins, China and Enamelled Iron
Empire Mfg. Co., London, Ont.

Batteries, Dry
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.

Batteries, Flashlight
Dominion Battery Co., Toronto, Ont.
Usona Mfg. Co., Inc., Toledo, Ohio.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Bath Room Fixtures
Kinzinger, Bruce & Co., Ltd., Niagara Falls.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders, Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Brake Lining
Thermoid Rubber Co., Trenton, N.J.
Haddow Brokerage Co., Montreal, Que.

Brass Goods
Haddow Brokerage Co., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
The Penberthy Injector Co., Ltd., Windsor, Ont.
United Brass Founders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Conveyor
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.
Plewes, Ltd., Winnipeg, Man.

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Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.
Samuel Trees & Co., Toronto, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Bolts and Nuts
Baines & Peckover, Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
London Bolt & Hinge Works, London, Ont.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
Northern Bolt & Screw Co., Owen Sound.
Wilkinson & Kompass, Hamilton.

Bolts, Eye
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boxes, Tin
A. R. Whittal Can. Co., Ltd., Montreal, Que.

Boxes, Wood
Canadian Wood Products Co., Toronto, Can.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Boot Calks and Tools
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Boring Bars
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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

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Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., Ltd., London, Ont.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

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J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal, Que.

Butchers' Tools
Haddow Brokerage Co., Montreal, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

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Steel Co. of Canada, Ltd., Hamilton.
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The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

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Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

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Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

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Canadian Veneering Co., Montreal, Que.

Blowers, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.

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Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
Peterboro Lock Mfg. Co., Ltd., Peterboro, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
Toronto Lock Mfg. Co., Toronto.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

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Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
Cannon Oiler Co., Keithsburg, Ill.

Canoes
Canadian Canoe Co., Peterboro, Ont.

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Remington Arms-Union Metallic Cartridge Co
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Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

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Casters
Faultless Caster Co., Evansville, Ind.
Canada Foundries & Forgings, Ltd., Brockville
The Toronto Lock Mfg. Co., Toronto, Ont.

Castor Oil
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Canadian Asbestos Co., Montreal, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

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J. E. Beauchamp & Co., Montreal, Que.

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Chairs for Automobile, Camp and Boat
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Vol-Peek Mfg. Co., Montreal.

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Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
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Williams & Co., J. H., Brooklyn, N.Y.

Clippers
American Shearer Mfg. Co., Nashan, N.H.
Chicago Flexible Shaft Co., Chicago, Ill.

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Wakyte Mfg. Co., Ltd., Winnipeg, Man.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clothes Dryers
Dowswell, Lees Co., Ltd., Hamilton, Can.

Coasters
Canadian Woodenware Co., St. Thomas, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
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Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

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Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
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Toronto Lock Mfg. Co., Toronto.
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Can. Foundries & Forgings, Ltd., Brockville, Ont.
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Royal Fireless Cooker Co., Ottawa, Ont.

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Wheeler & Bain, Toronto.
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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
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Scythes & Co., Ltd., Toronto, Ont.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

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Crank Shafts
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Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers' Sons & Co., Ltd., Sheffield, Eng
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wilkinson Sword Co.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Cuspidors
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Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville.

Dampers, Fire Place
Toronto Lock Mfg. Co., Toronto.

Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Diaphragms Rubber

Dies, Stocks, Etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. Co. of Canada, Galt.

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National Mfg. Co., Sterling, Ill.

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National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Toronto Lock Mfg. Co., Toronto.

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Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
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Wm. Newman & Sons, Birmingham, Eng.
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Door Hangers
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Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.
Toronto Lock Mfg. Co., Toronto.

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Doubletrees
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Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drop Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.

Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Factory Products Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.

Electric Fixtures
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man
Toronto Lock Mfg. Co., Toronto.

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Factory Products Co., Toronto.
A. C. Gilbert Co., New Haven, Conn.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal. Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Superior Electrics, Ltd., Pembroke, Ont.
Usona Mfg. Co., Toledo, Ohio.

Electric Supplies
W. H. Banfield & Sons, Ltd., Toronto.

Emery
Dominion Glue & Emery Co., Montreal, Que.

Electrical Toys
A. C. Gilbert Co., New Haven, Conn.

Electro-plating
Toronto Lock Mfg. Co., Toronto.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass
British America Paint Co., Ltd., Victoria, B.C.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.
E. T. Wright Co., Hamilton, Can.

Engines
Cushman Motor Works, Ltd., Winnipeg, Man.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
DesRochers, Ltd., Montreal, P.Q.

Eveners for 2, 3, 4, 6 and 8 Horses
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D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
Westwoods, Limited, Winnipeg, Man.

Explosives
Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Garanoque, Ont

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
H. W. Johns-Manville Co., New York.
Northern Electric Co., Montreal.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

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Toronto Lock Mfg. Co., Toronto.

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Wheeler & Bain, Toronto.

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J. H. McComb, Ltd., Montreal, Que.

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Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

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G. & H. Barnett Co., Philadelphia.
Can. B. K. Morton Co., Montreal, Toronto.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal
Wilkinson & Kompass, Hamilton.
DesRochers, Ltd., Montreal, P.Q.

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Harrington & Richardson Arms Co., Worcester, Mass.
Johnson Iver Arms & Cycle Works, Fitchburg Mass.

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Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

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Pyrene Mfg. Co., Ltd., Montreal, Que.

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Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

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Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Dominion Battery Co., Ltd., Toronto, Ont.
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Usona Mfg. Co., Inc., Toledo, Ohio.
Canadian Wm. A. Rogers, Toronto.
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Forgings, Drop
McKinnon Industries, Ltd., St. Catharines, Ont.

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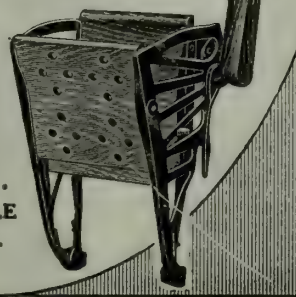
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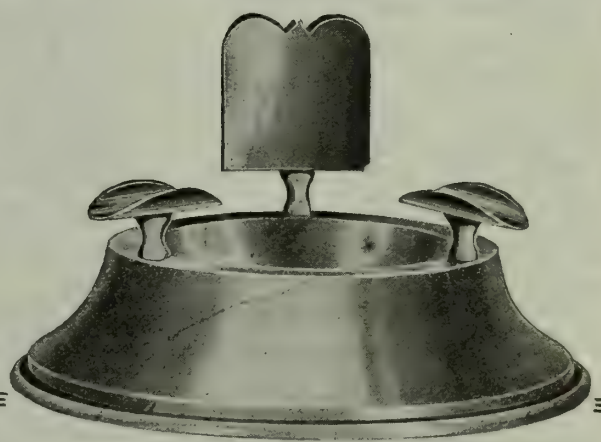


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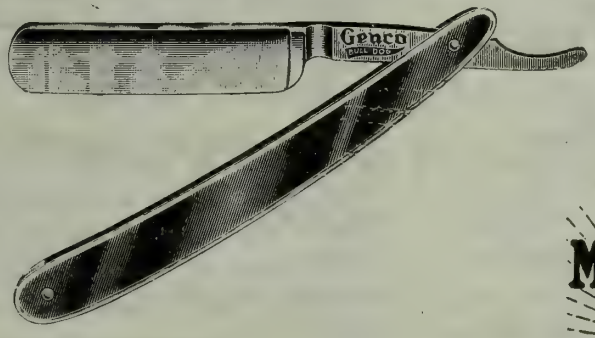
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North American Hardware Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.
North American Hardware Co., Ltd., Montreal
Vivid Electric Lamp Co., Toronto.

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.
North American Hardware Co., Ltd., Montreal, Q
Vivid Electric Lamp Co., Toronto.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago
North American Hardware Co., Ltd., Montreal.
Powerlight Co., Winnipeg, Man.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.
Stover Mfg. & Engine Co., Freeport, Ill.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lawn Swings
J. E. Beauchamp & Co., Montreal.
Lumber Products Ltd., Winnipeg, Man.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Tayler-Forbes Co., Guelph, Ont.

Lawn Sprinklers
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

Leather Belting and Soles
Plewes Ltd., Winnipeg, Man.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Leather Dashes and Fenders
McKinnon Industries, Ltd., St. Catharines, Ont.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lighting Systems, Store
Benjamin Electric Co., Toronto.

Lighting Fixtures, Store
Benjamin Electric Co., Toronto.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass

Linseed Oil
Brandram-Henderson, Montreal.
Canada Linseed Oil Co., Ltd., Montreal and Toronto.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
Peterboro Lock Mfg. Co., Peterboro, Ont.
Toronto Lock Mfg Co., Toronto, Ont.

Logging Chain Hooks
McKinnon Industries, Ltd., St. Catharines, Ont.

Lugs for Silos
McKinnon Industries, Ltd., St. Catharines, Ont.

Lubricants
Canadian Asbestoc Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machinists' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

Malleable Iron Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Malleable for Carriages
McKinnon Industries, Ltd., St. Catharines, Ont.

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Marine Supplies
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton Can.
A. C. Leslie & Co., Montreal.

Metallic, Ceilings, Walls, Roofing, Skylights Siding, Cornices, Ventilators, Valley Windows Doors, etc.
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg

Mica
A. G. Martin, Ottawa, Ont.
Mica Co. of Canada, Ltd., Hull, Que.

Menders, Utensils
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
North American Hardware Co., Ltd., Montreal.
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal

Milling Cutters
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Mirrors
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.
Toronto Lock Mfg. Co., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Neckyokes
McKinnon Industries, Ltd., St. Catharines, Ont.
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Oarlocks
McKinnon Industries, Ltd., St. Catharines, Ont.

Nipples for Radiators
McKinnon Industries, Ltd., St. Catharines, Ont.

Oakum
Canadian Asbestos Co., Toronto, Ont.
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

Oil, Coal
Imperial Oil Co., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Ltd., Winnipeg, Man.

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Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.

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Scythes & Co., Ltd., Toronto, Ont.

Oil Stains
British America Paint Co., Ltd., Victoria, B.C.

Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.

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J. E. Beauchamp & Co., Montreal.

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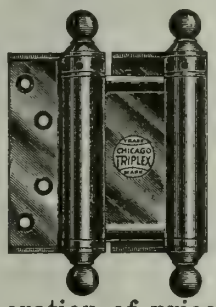
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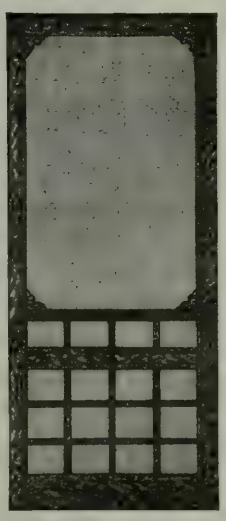
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McGregor, Banwell Fence Co., Ltd., Walkerville

Ornamental Iron and Wire Work
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Canadian Asbestoc Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.
British America Paint Co., Ltd., Victoria, B.C.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., St. John, N.B.

Paint, Copper
British America Paint Co., Ltd., Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Baiers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal

Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
Walter Woods & Co., Hamilton.

Paper, Wrapping
Walter Woods & Co., Hamilton.

Packing Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Eletric Co., Toronto
Great West Electric Co., Ltd., Winnipeg Man
Landers, Frary & Clark, New Britain, Conn
Northern Electric Co., Ltd., Montreal.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont

Pickling Machines
Cushman Motor Works, Ltd., Winnipeg Man

Piston Rings
The Ever Tight Piston Ring Co., St. Louis, Mo.

Piston Rod Packing
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Piston and Valve Packings
Canadian Asbestoc Co., Montreal, Que.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Ivei Johnson's Arms & Cycle Works, Fitchburg Mass.

Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.

Phonographs
Canadian Phonograph & Sapphire Disc Co. Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal

Pipe, Galvanized, Conducter
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg
Winnipeg Steel Granary Co., Winnipeg.

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto

Planters, Corn
Otterville Mfg. Co., Otterville, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Barcalo Mfg. Co., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Plumbers' Tools
Barcalo Mfg. Co., Buffalo, N.Y.
J. H. Williams & Co., Brooklyn, N.Y.

Planes
Caverhill Learmont & Co., Montreal
Stanley Rule & Level Co., New Britain, Conn

Polishes, Auto and Furniture
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo, N.Y.
Channel Chemical Co., Toronto
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass

Polishes, Knife
Jno. Oakey & Sons, London, Eng

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg Man
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa

Pony Kars
L. E. Beauchamp & Co., Montreal, Que.

Portable Coal Baskets
Toronto Lock Mfg. Co., Toronto.

Post Hole Diggers
Otterville Mfg. Co., Otterville, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
Thos. Birkett & Son Co., Ltd., Ottawa.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.

Powder, Gun
Hercules Powder Co., Delaware.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Aylmer Pump Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings Ltd., Brockville, Ont
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
Canada Foundries & Forgings, Brockville
Stover Mfg. & Engine Co., Freeport, Ill.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
Rapid Radiators, Limited, Toronto, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal

Radiolite Watches
R. H. Ingersoll & Bro., Montreal, Que.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto
The Toronto Lock Mfg. Co., Toronto, Ont.

Rakes
Ward & Payne, Sheffield, Eng.

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Sheffield, Eng.

Reamers
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Renfrew Refrigerator Co., Renfrew, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto

Refrigerator Hardware
Toronto Lock Mfg. Co., Toronto.

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Rivets
Parmenter Bulloch Co., Gananoque, Ont.

Roofing, Ready
Bird & Son Hamilton, Can.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Thos. Birkett & Son Co., Ltd Ottawa.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada Ltd., Montreal.
Alex McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.

Rope
Plymouth Cordage Co., North Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Fred Smith Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Saddlery Hardware
McKinnon Industries, Ltd., St. Catharines.

Saws, Crosscut and Band
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Sawset
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons Toronto.
Fry's (London), Limited, London, Eng.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Victor Saw Works, Hamilton, Ont.

Scales
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Renfrew Machinery Co., Ltd., Renfrew, Ont.

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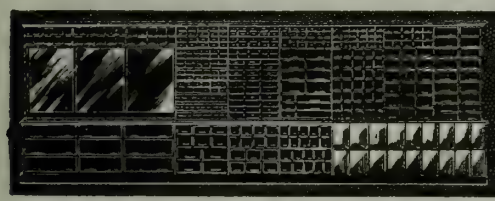
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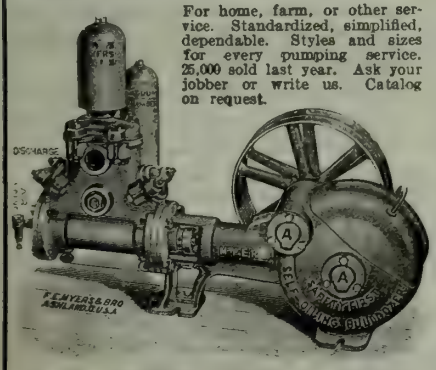
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Canadian Shovel & Tool Co., Hamilton, Can.

Saws, Crosscut and Band
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Screen Doors
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Windows
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.
J. E. Beauchamp & Co., Montreal, Que.

Gorden Seats
J. E. Beauchamp & Co., Montreal, Que.

Seats, Fibre
J. E. Beauchamp & Co., Montreal, Que.

Separators
Dominion Sewing Machine & Phonograph Co., Winnipeg, Man.
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
B. & S. H. Thompson, Montreal, Que.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can

Shovels, Snow
J. E. Beauchamp & Co., Montreal, Que.
Thos. Birkett & Son Co., Ltd., Ottawa, Ont.

Shingle Stains
British America Paint Co., Ltd., Victoria, B.C.

Show Cases
Duluth Show Case Co., Duluth, Minn.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Silver Plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Skylights, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Solder
J. E. Beauchamp & Co., Montreal, Que.
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Sleighs
J. E. Beauchamp & Co., Montreal, Que.

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.
Soren Bros., Toronto, Ont.

Soldering Paste
Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

Soot, Destroyer
Canada Witch Co., Ltd.
Moncrieff & Endress, Ltd., Winnipeg, Man.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.

Spark Plugs
Canadian Carbon Co., Ltd., Toronto
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1634 St. Urbain St., Montreal
Hyslop Bros., Toronto
The Lockwood-Ash Motor Co., Jackson, Mich.
Northern Electric Co., Ltd., Toronto
The Royal Canadian Specialties, Hamilton.
Sharp Spark Plug Co., Cleveland, Ohio.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sporting Goods
J. E. Beauchamp & Co., Montreal, Que.

Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg

Stampings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Stoneware
Medalta Stoneware, Ltd., Medicine Hat, Alta.

Store Fixtures
Cameron & Campbell, Toronto.

Stoves
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne, Hamilton, Can.
Canada Foundries & Forgings, Brockville
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Gurney Foundry Co., Toronto
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Merchants Hardware Specialties, Ltd., Calgary
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.
Royal Fireless Cooker Co., Ottawa, Ont.

Stoves and Ranges, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
O-Rib-O Mfg. Co., Winnipeg, Man.
Safety Stove Pipe Co., Ltd., Toronto, Ont.
Sheet Metal Products Co. of Canada, Toronto.

Steel, Cold Rolled Band
J. E. Beauchamp & Co., Montreal, Que.
J. N. Warmington & Co., Montreal, Que.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Merchants Hardware Specialties, Ltd., Calgary
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Mild, Sleigh Shoe, Tire
Baines & Peckover, Toronto, Ont.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton

Steel Wagon Hardware
McKinnon Industries, Ltd., St. C[illegible], Ont.

Stays, Friction
Toronto Lock Mfg. Co., Toronto.

STUCCO BOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sweat Pads
American Pad & Textile Co., Chatham
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Tacks
Steel Co. of Canada, Ltd., Hamilton, Ont.

Talking Machines
Dominion Sewing Machine & Phonograph Co., Winnipeg

Tanks, Cistern
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt, Ont.

Tanks, Galvanized Steel
Winnipeg Ceiling & Roofing Co., Winnipeg

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. of Canada, Galt

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Tents
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
Soren Bros., Toronto, Ont.

Tin Plate
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.
North American Hardware Co., Ltd., Montreal. Q

Tires and Tubes, Automobile and Motor Truck
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Vokes Hardware Co., Ltd., Toronto, Ont.
Michelin Tire Co., Milltown, N.J.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Michelin Tire Co. of Canada, Ltd., Montreal.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Michelin Tire Co. of Canada, Ltd., Montreal.

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Canadian Pneumatic Tool Co., Ltd., Montreal. Q
Kribs, Wm. A., Hespeler, Ont.
Carriage Factories, Ltd., Brockville, Ont.

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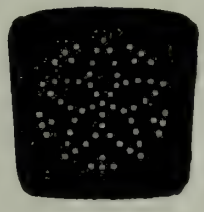
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Tools
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng
R. J. Coghlin Co., Ltd., Montreal, Que.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.
Can. Blower & Forge Co., Ltd., The, Kitchener
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tool Cabinets
Eagle Mfg. Co., Hamilton, Ont.

Tools, Garden
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Tools, Logging and Lumbering
Canadian Warren Axe & Tool Co., St. Catharines
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders
Williams & Co., J. H., Brooklyn, N.Y.

Toys
J. E. Beauchamp & Co., Montreal, Que.
A. C. Gilbert Co., New Haven, Conn.

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Tools, Small
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Towel Bars
Kinzinger Bruce & Co., Niagara Falls, Ont.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
Oneida Community, Ltd., Niagara Falls, Ont
The Veterans Mfg. Co., East Toronto, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Ward & Payne, Sheffield, Eng.

Trucks, Warehouse
Canadian Pneumatic Tool Co., Ltd., Montreal.
Canada Foundries & Forgings, Brockville
Wm. Kribs, Hespeler, Ont.
John Watson Mfg. Co., Ltd., Winnipeg, Man.

Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.

Truing Devices
Cleveland Stone Co., Cleveland, Ohio

Tube Rubber
K. and S. Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps
Canadian Tungsten Lamp Co., Hamilton, Ont.
Canadian Laco-Phillips Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
North American Hardware Co., Ltd., Montreal.
Vivid Electric Lamp Co., Toronto.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Tub Stands, Folding
Otterville Mfg. Co., Otterville, Ont.

Tube Rubber
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tumbler Holders
Kinsinger Bruce & Co., Niagara Falls, Ont.

Tubing, Brass
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto.

Tubing, Steel
Standard Tube & Fence Co., Woodstock

Turpentine
Brown Corporation, Portland, Maine.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Fred Smith, Toronto.

Twines
Consumers Cordage Co., Montreal
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton

Vaccuum Cleaners and Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
National Brass Co., London, Ont.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Standard, Globe, Angle and Check
Canadian Fairbanks-Morse Co., Montreal.
Jenkins Bros., Montreal, Que.
Milwaukee Valve Co., Milwaukee, Wis.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brass Founders, Ltd., Manchester, Eng.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Canadian Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brass Founders, Ltd., Manchester, Eng.

Varnishes—Auto, Caoch, House, Marine
Berry Bros., Walkerville
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
Glidden Varnish Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal, Que.
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son, Montreal
R. C. Jamieson & Co., Montreal
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton

Vehicles, Business
Canada Carriage Factories, Ltd., Brockville, Ont.
Canadian Pneumatic Tool Co., Ltd., Montreal, Q
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Veneer Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Ventillators, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg

Vises
Thos. Birkett & Son Co., Ltd., Ottawa
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn
Stover Mfg. & Engine Co., Freeport, Ill.

Vises, Chain Pipe
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
Adamson Mfg. Co., Hamilton
Northern Electric Co., Montreal
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Gregg Mfg. Co., Ltd., Winnipeg, Man.

WALLBOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Wall Finish
British America Paint Co., Ltd., Victoria, B.C.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
Beauchamp & Co., J. E., Montreal, Que.
DesRochers, Ltd., Montreal, P.Q.
C. Kloepfer, Ltd., Toronto
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
The Toronto Lock Mfg. Co., Toronto, Ont.
Otterville Mfg. Co., Otterville, Ont.
Wilkinson & Kompass, Hamilton

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa
Cushman Motor Works, Ltd., Winnipeg, Man
Dowswell Lees & Co., Hamilton
Great West Electric Co., Ltd., Winnipeg, Man
The Hurley Machine Co., Ltd., Toronto.
Kribs, Wm., Hespeler, Ont.
Maytag Co., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Nineteen Hundred Washer Co., Toronto, Ont.
Northern Electric Co., Montreal
John Watson Mfg. Co., Winnipeg, Man.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
E. Pullan Waste & Wipers Co., Toronto.
Scythes & Co., Ltd., Toronto
Wilkinson & Kompass, Hamilton

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont

Wash Tubs
E. B. Eddy & Co., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Watches
R. H. Ingersoll & Bro., Montreal, Que.

Watch Specialties
R. H. Ingersoll & Bro., Montreal, Que.

Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canadian Warren Axe & Tool Co., St. Catharines, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto
Spramotor Co., London, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheelbarrows
Erie Iron Works, Ltd., St. Thomas, Ont.

Wheels, Well
J. E. Beauchamp & Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont

Whips
J. E. Beauchamp & Co., Montreal, Que.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Wholesale Hardware
Thos. Birkett & Co., Ottawa, Ont.
Caverhill, Learmont & Co., Montreal
J. E. Beauchamp & Co., Montreal.
Frothingham & Workman, Montreal
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal
Merrick Anderson Co., Winnipeg, Man.
Miller-Morse Co., Winnipeg, Man.
Morrison Blackwood Hardware Ltd., Moose Jaw, Sask.
Rice, Lewis & Sons, Ltd., Toronto
White's, Ltd., Collingwood, Ont.
Vokes Hardware Co., Ltd., Toronto, Ont.

Windshield Cleaner
The Outlook Co., Cleveland, Ohio.

White Lead
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
McArthur Irwin, Montreal

Wipers
Scythes & Co., Ltd., Toronto, Ont.
E. Pullan Waste & Wipers Co., Toronto.

Wire Cloth
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton

Wire
Canadian Tube & Iron Co., Ltd., Montreal
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal
B. Greening Wire Cloth Co., Ltd., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Montreal
Northern Bolt Screw & Wire Co., Owen Sound
Steel Co. of Canada, Hamilton
Western Wire & Nail Co., London

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wrapping Paper
Alex. McArthur & Co., Montreal, Que.

Wrenches and Accessories
Barcalo Mfg. Co., Buffalo, N.Y.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill.
Plewes Ltd., Winnipeg, Man.
J. H. Williams Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Wrench Sets
Williams & Co., J. H., Brooklyn, N.Y.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn

Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
Spielman Agencies, Montreal

Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal

Wringers, Hand and Power
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal
Connor & Son, Ltd., J. H., Ottawa, Ont.
Dowswell Lees & Co., Hamilton.
Kribs, Wm. A., Hespeler, Ont.
Nineteen Hundred Washer Co., Inc., Toronto, Ont.
Lewis Bros., Ltd., Montreal
Merchants Hardware Specialties, Ltd., Calgary, Alta.
White Mop Wringer Co., Fultonville, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto

Zinc, Sheet
B. & S. H. Thompson & Co., Ltd., Montreal, Que



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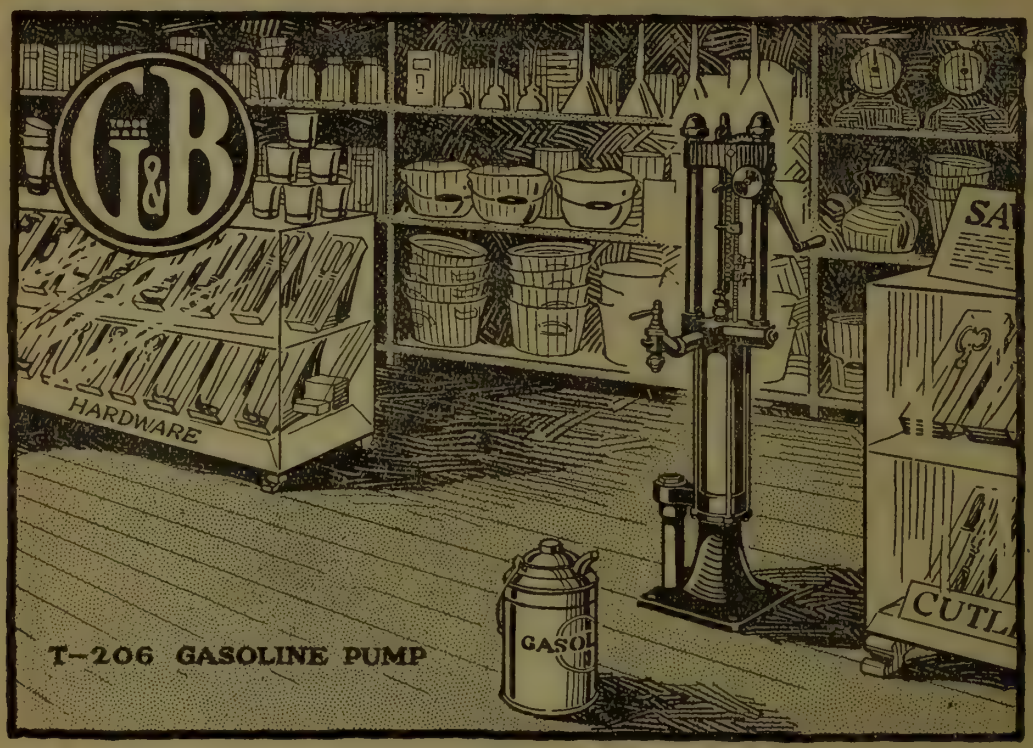
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Canadian Distributors of Gilbert & Barker Gasoline and Lubricating Storage Outfits

BRANCHES IN ALL CITIES



"Maltese Cross" Automobile Accessories

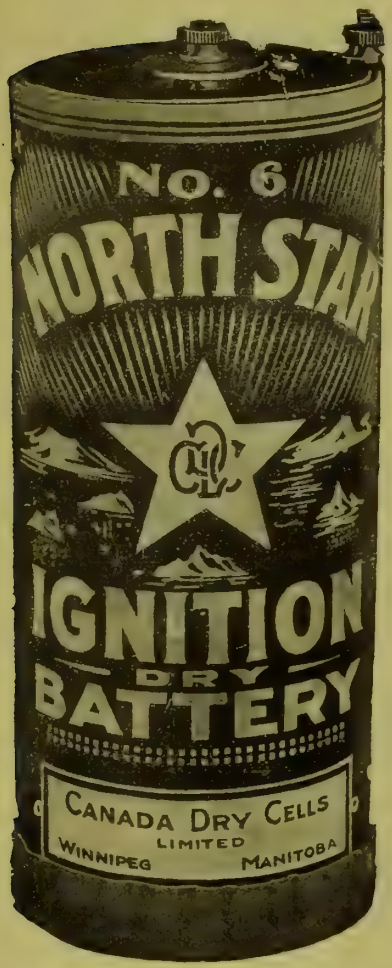
CEMENTLESS PATCHES
BLOW-OUT PATCHES
HOOK-ON BOOTS
LACE-ON BOOTS
RELINERS
FORD MATS, 1914 MODEL
" " 1915 MODEL
PEDAL RUBBERS, FORD
" " CHEVROLET
" " OVERLAND
" " McLAUGHLIN
TIRE IRONS
WELDACUT COMPOUND
FLAT FABRIC PATCHES
AJAX PATCHES
HOSE FOR RADIATOR CONNECTIONS
WIRE-LINED GASOLINE HOSE
RUNNING BOARD MATS
VALVE PADS
TALC POWDER
FLAT WATER PAILS
FLOATING FLAPS
RUBBER MALLETS
AIR BAGS
GRIP HANDLES
REPAIR GUMS AND FABRICS

These are our own make, and, like all other "Maltese Cross" products, can be relied upon for efficiency in service.

Send for Dealers' discount lists

GUTTA PERCHA & RUBBER, LIMITED

TORONTO HALIFAX MONTREAL OTTAWA FORT WILLIAM WINNIPEG
REGINA SASKATOON EDMONTON CALGARY LETHBRIDGE VANCOUVER VICTORIA



In North Star Dry Cells Your Customer Gets What He Pays For: ---Service!



The element required in an ignition battery is length of life—service—it must do the work required or it must be cast aside to be replaced by a satisfactory — an **efficient** battery.

In North Star Dry Cells your customer gets a thoroughly efficient battery in every sense of the word.

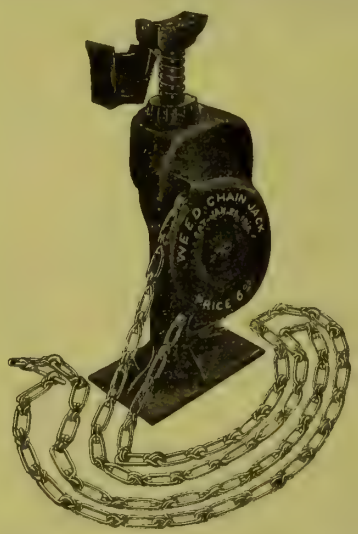
He will always come back to you, because in selling North Stars, your customer always gets what he pays for—**service.**

The Western Battery for Western Need.

Order through your Jobber.

Canada Dry Cells Limited

WINNIPEG, MANITOBA



YOU SHOULD SELL WEED CHAIN JACKS

The most easily operated Jack on the Market

Weed Chain Jacks lift a car by a few pulls on a chain and lower by a few pulls in the opposite direction. The operator can stand away from the car, clear of the wheels, mud guards and tire carriers. This feature is especially noteworthy where cars are operated by women.

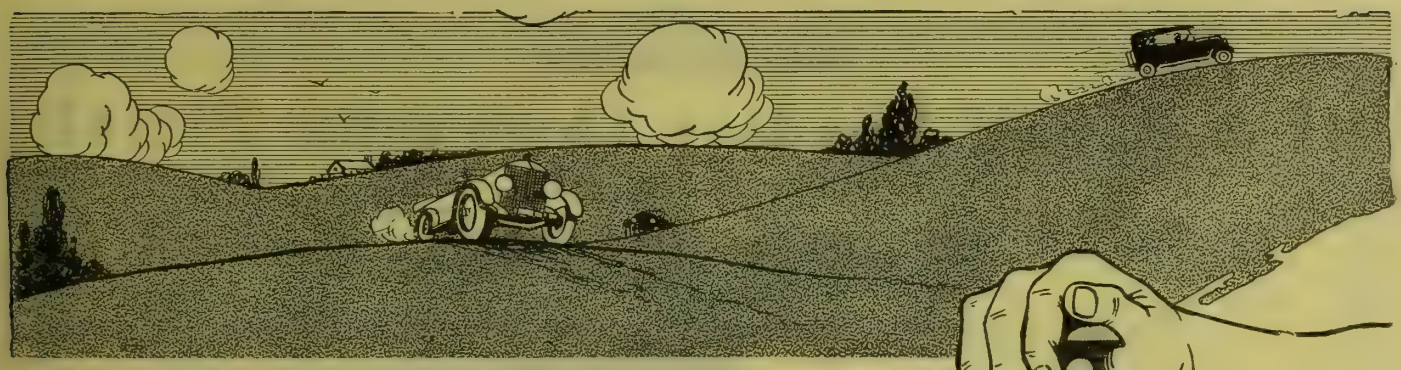
They are made of malleable iron, black enamelled; the base is extra heavy to prevent upsetting; the top is concave to prevent slipping of the axle. The lifting screw is cold rolled steel with square machine-cut threads. The gear housing is stamped steel, and the chain is heavily plated to prevent rust.

A Weed Jack purchaser is a pleased customer.

GREAT WEST ELECTRIC COMPANY, LIMITED

WINNIPEG

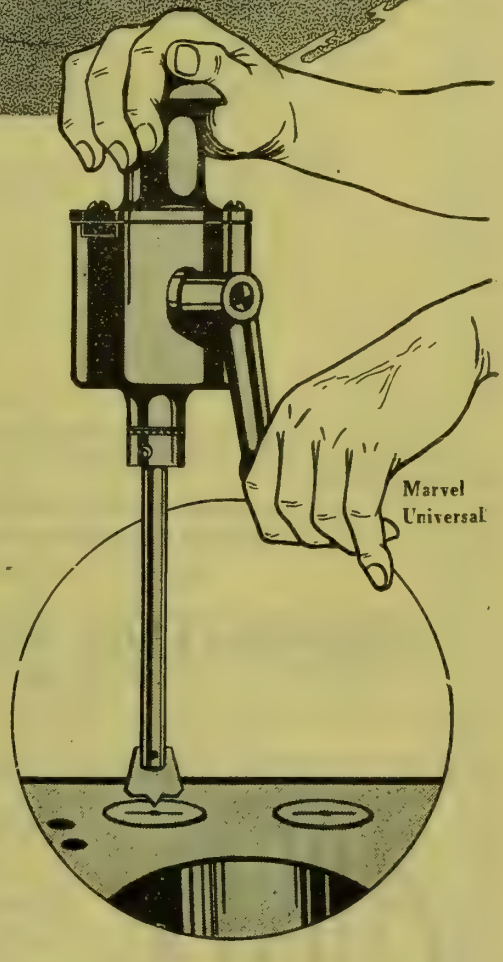
Distributors for Laco Tungsten and Nitro Lamps



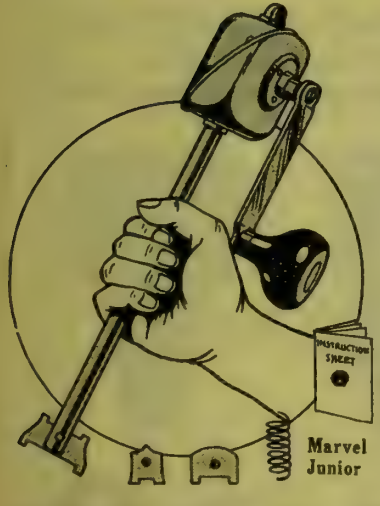
It's NOW as Easy as Necessary to Keep Valves Tight

Tight valves spell power! Motorists recognize it; experience has taught them that valves must be ground regularly. But they send their cars to mechanics because of the strenuous, disagreeable labor connected with grinding valves by ancient methods. Every one of these men are prospects for a simple grinder that will easily do a good job and at the same time save them money.

The Marvel Universal Valve Grinder is a mechanically perfect device that requires simply turning a crank **always in one direction.** The valve is turned back and forth always a little further in one direction than the other. No stopping every few minutes to lift the valve. No possibility of leaving ridges or rings. You get a smooth seat in less time. Perfect compression is insured—power is put back in the engine.



MARVEL VALVE GRINDERS



are made in two sizes, the Universal and the Junior. They are so priced that one or the other model fits every need and demand from your trade. The Junior makes as perfect a seat as the larger, heavier model. Has a smooth movement. The Junior is the ideal size for the Fordist. It reaches the last cylinder. Both sizes come equipped with an instruction booklet; five different points to fit valves in **any** car; a short and long stem; a spring, and a box of Marvel Valve Compound, ready, complete for action.

Here's an exceptional opportunity for sales. The Marvel's sturdy construction, its simplicity and practicability mean money for you. Possibilities are limited only by the number of motorists in your vicinity. Drop the coupon for further information—or for sample Grinders.

THE MARVEL ACCESSORIES MFG. CO., CLEVELAND, O., U.S.A.

2023 E. 46th Street **Cleveland, Ohio**

The Marvel Accessories Mfg. Co.,
2023 E. 46th Street, Cleveland, Ohio.

I am interested in the Marvel Valve Grinders. Send me details of dealer proposition.

Name .....

Address .....

My Jobber's Name is .....

ANNOUNCING THE

H & R Self-Loading (Automatic) Pistol

Caliber .32 (765 M/M)



A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

LEADING HARDWARE AND SPORTING GOODS JOBBERS CAN SUPPLY.

HARRINGTON & RICHARDSON ARMS COMPANY

715 PARK AVENUE, WORCESTER, MASS., U.S.A.

CLASCO

This Trade-Mark is a guarantee of Highest Quality and Workmanship

We specialize in, and our Plant is fully equipped to produce

STEEL and BRASS STAMPINGS of all kinds

Write us for quotations

CANADIAN LAMP & STAMPING CO., LIMITED

Makers of the celebrated CLASCO Lamps for Motor Cars

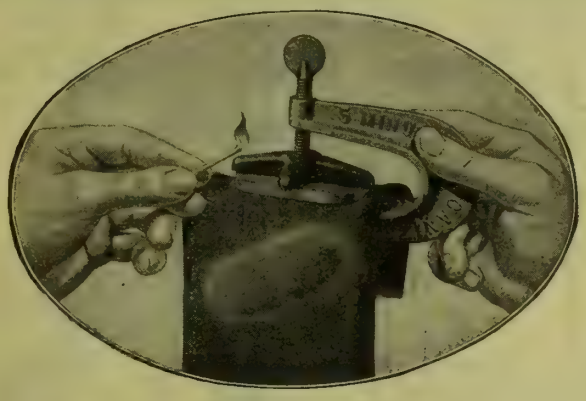
FORD CITY, ONTARIO

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins



Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR, ONT.



1,000,000 Motorists Use It 4,000,000 More Need It

The limited supply and high cost of inner tubes makes it necessary for motorists to repair punctures, cuts, tears and cracks—to keep their tubes in good repair.

The present conditions make it imperative for motorists to stop the easy-going, wasteful habit of carrying $5 to $15 worth of spare tubes—that deteriorate quickly—and scrapping perfectly good inner tubes that merely have a puncture, cut or tear—which can be repaired *permanently* with a Shaler 5-Minute Vulcanizer, quicker than a new tube can be inserted.

Saves Tubes—Saves Repair Bills

Easy to Use

Repairs tubes—as good as new. It's easy and inexpensive. *The Shaler works automatically*—and without fail. Just touch a match to the non-flaming chemical fuel. In five minutes you have a firm, flat, "feather-edge," permanent repair—stronger than any "stuck on patch"—stronger than the tube itself. No gasoline, cement or flame, and no danger of injuring the tube. Carry it in your tool box for emergency use. It works in the wind, in any weather, anywhere. The heat is applied directly to the pure gum patch and does not extend to the tube itself.

Easy to Sell

A five-minute demonstration sells the Shaler Vulcanizer easily. Every sale gives you a good profit. The large resale of Patch and Heat Units is profitable and brings new customers into your store, who will also buy other accessories.

Over 1,000,000 Motorists now use the Shaler 5-Minute Vulcanizer for repairing tube punctures, cuts, etc.; 4,000,000 more need it. Every motorist is a prospect for this handy tube vulcanizer—it should be in every car owner's tool box, for emergency use on the road or repairing tubes at home.

Complete Outfit Only $2.00

The outfit includes, the Vulcanizer—12 Patch & Heat Units (6 round for punctures, and 6 oblong for cuts)—complete $2.00. Extra Patch and Heat Units $1.00 per dozen.

Sold By All Accessory Dealers and Jobbers

TO DEALERS—To insure shipments—it is advisable to order from your jobber now. The great demand has exceeded our factory capacity, and shipments will be made according to priority in receipt of orders.

Catalog of the Complete Shaler Line of Vulcanizers for Motorists, Repair Shops and Garages mailed on request.

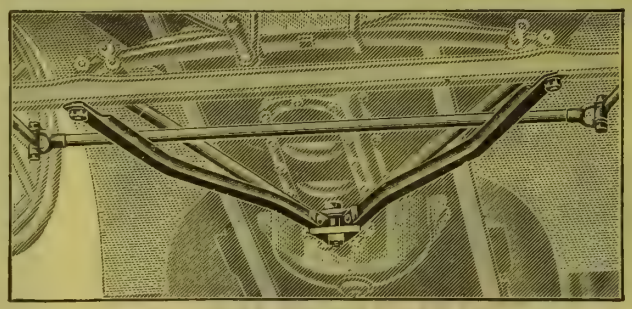
C. A. Shaler Company

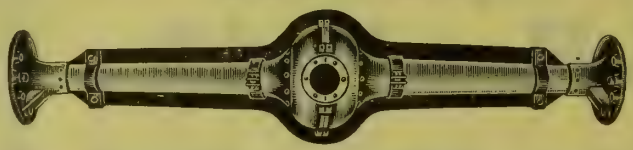
1500 Fourth Street **Waupun, Wisconsin**

Oldest and Largest Manufacturers of Vulcanizers



Mends Tubes in 5 Minutes





Big Opportunity To Sell To Owners of Small Cars

SUB-RADIUS ROD.—A boon to small car owners. Prevents rods from breaking or bending and eliminates chance of accidents. Stops vibration. Simple, dependable, durable.

Rear Axle Truss.—Prevents rear axle housing from sagging or being thrown out of line. No extra fittings, no holes to drill, all ready to easily adjust.

These accessories are money makers. Write direct or see your jobber.

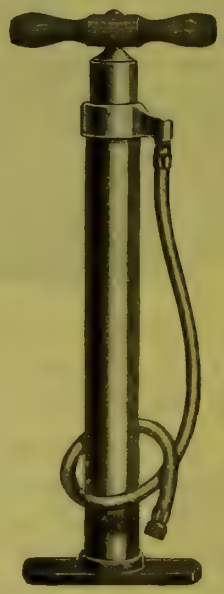
LINE & KIMBALL CO.

Manufacturers of Auto Accessories

Moose Jaw **Saskatchewan**

Insist on Getting A Tallman Double Action Pump

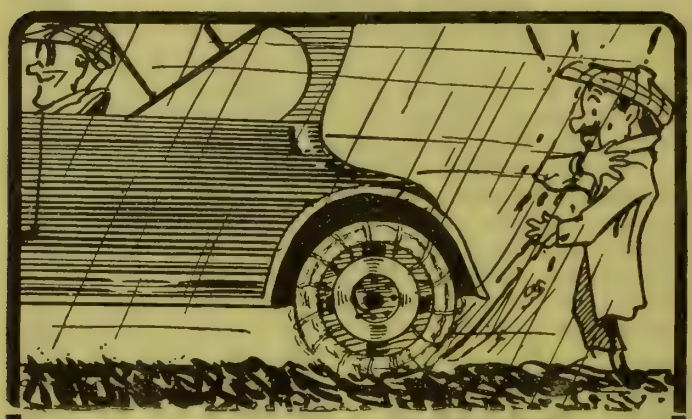
Easy on Your Back



Saves Your Tires

Tallman Brass & Metal Limited

HAMILTON, ONT.



MUDDY, SLIPPERY WEATHER

MAKES

TIRE CHAINS

VERY MUCH IN DEMAND

as well as a hundred other seasonable automotive supplies, parts and accessories.

THE

WILSON LINE

gives you the best and largest assortment.

Send for your copy of our Fall and Winter Bulletin. It contains a very complete line, including practically everything worth while on the market.

WILSON AUTO SPECIALTIES COMPANY

HAMILTON, CANADA



The Real Ankle Support That Makes Others Look Like Imitations

Sell Perfection Ankle Supports—the only sure and comfortable ankle support on the market.

Made from the best quality of steel, and is so devised that by means of a hinge and sliding attachment the ankles may bend forward or backward, but simply can not bend sideways.

You'll sell more skates this winter as well as supports if you handle this line.

Write us for prices.

Owen Sound Steel Press Works, Owen Sound, Ont.



Sell this Vest Pocket Lock for Chevrolet Cars

Every Chevrolet owner will want this lock. Easy and simple to operate. Inexpensive.

Dealers, write us.

Manufactured by

HOMER & WILSON

1-5 Lancaster Street, HAMILTON



Why You Should Be A Michelin Dealer

No. 39

Prompt Service

It means a lot to you, Mr. Dealer, to be sure that when you write or wire to headquarters, your needs will be promptly and efficiently served.

The Michelin plan of dealer co-operation is in itself an assurance of such service. Ask any Michelin dealer and he will confirm this assurance by his own experience.

The keynote of Michelin's sales policy is to make it easy for the Michelin Dealer to sell Michelin products profitably and satisfactorily. Prompt service is one of the means by which Michelin accomplishes that end.

Write today for Michelin's Dealer Proposition

Michelin Tire Co. of Canada, Ltd.
782 St. Catherine St., West
Montreal



MICHELIN



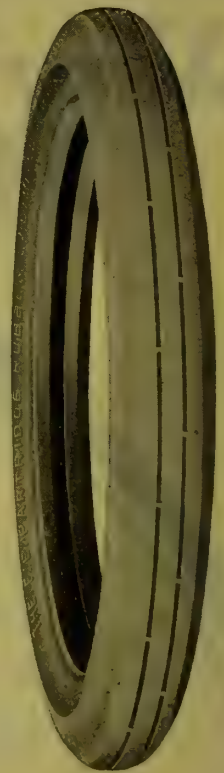
We are going to sell more **Partridge Tires** in 1919.

That means **Partridge Dealers** will increase sales.

Interesting, surely, is our co-operative advertising policy.

Partridge Quality has made good, and will be backed up with big effective advertising this year.

If no **Partridge Tires** or Tubes sold in your locality, write



Non-Skid

Guide

SAMUEL TREES & CO., Limited, TORONTO

We stock Auto Accessories. Catalog on request

THE SPHINX MFG. COMPANY

BIRMINGHAM, ENGLAND

Canadian Representative:
W. T. EVANS
1684 St. U bain St., Montreal



De old Sphinx and de little Sphinx plug both live in ver' hot place Sah! An' de whole world marvel de little Sphinx plug like it just so well as de old Sphinx Sah!.

Ever-Tyte PISTON RINGS

B79

READ THIS GUARANTEE:—



We guarantee ***EVER-TYTE*** Piston Rings to produce higher compression, develop more power, and use less fuel and lubricating oil than any other piston ring; and we will return the full purchase price to any purchaser upon the return of rings, if they fail to meet the conditions of this guarantee after six months actual service—provided the cylinders are not scored, nor badly warped and the motor is fully equipped with ***EVER-TYTE Piston Rings.***

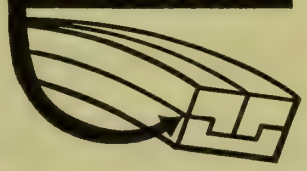
FOR SALE IN CANADA BY

MICHAEL ERT, Ltd., Winnipeg, Manitoba
GREAT WEST ELECTRIC CO., Ltd., Winnipeg, Manitoba
MERRICK-ANDERSON, Ltd., Winnipeg, Manitoba
MILLER-MORSE HARDWARE CO., Ltd., Winnipeg, Manitoba
PRAIRIE MOTOR SALES CO., Ltd., Moose Jaw, Sask.
REVILLON WHOLESALE, Ltd., Calgary, Alberta
WALKER-VALLANCE, Ltd., Hamilton, Ont.
WOOD, VALLANCE & ADAMS, Ltd., Calgary, Alberta

F. G. MAXWELL & CO., Canadian Representatives
WINNIPEG, MANITOBA

MADE BY
THE EVER TIGHT PISTON RING CO.
ST. LOUIS, MO., U. S. A.

The right-angle interlock is your safeguard



H&M, 12-18

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines
Harness Oil. Neatsfoot Oil
A Gas Engine Oil (for gasoline engines).
Tractorlene Oil (for oil burning engines).
Ideal Thresher's Machines Oil (for general use).
Automobile Oil and Transmission Greases.



PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

Bolts



We have a large stock of **Carriage and Machine Bolts** and **Coach Screws, Rivets, Nuts and Washers,** from which we can fill all orders immediately.
Prompt Shipments. Reasonable Prices.

London Bolt & Hinge Works
LONDON, CANADA

The Engineers' Supply Co.

173 McDermot Ave., E. Winnipeg, Man.

Importers Jobbers Manufacturers' Agents

Engine Packings, Belting, Asbestos Products, Power House Supplies and Specialties

Consignments Solicited.

Open to negotiate for new lines for Western Canada.

MANUFACTURERS SUPPLIES

Firms advertising in this department are particularly interested in supplying requirements of manufacturers, and solicit their inquiries.

WHY have our sales increased 200% over last year?

BECAUSE our prices, quality equal, are 10% lower than others

OUR GRADES

Colored---1B, 1A, 7, 1, 5

White---Jap, XC, X, XX, XXX

ACME WASTE MFG. CO.
LIMITED
482 WELLINGTON ST. W., TORONTO
5 Queen Street, Montreal 1206 McArthur Bldg., Winnipeg

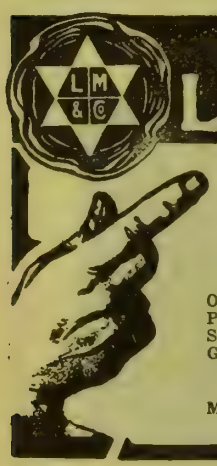
C. KLOEPFER, LIMITED
Edward Halloran, General Manager
44-50 Wellington St. East, TORONTO
Factory at Guelph, Ont.

We solicit your enquiries on—

IRON and STEEL

CARRIAGE HARDWARE and AUTOMOBILE ACCESSORIES
BLACKSMITHS' HARDWARE and SUPPLIES, Etc.

Prompt attention and quick delivery assured.



GERMANTOWN LAMPBLACK

THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.
Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.
Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

Get Ready for Official Peace Celebration

All Wool Bunting **FLAGS** *Write for Prices*

OF ALL NATIONS NOW IN STOCK

FINNIE & MURRAY, LTD.
WINNIPEG, MANITOBA
Manufacturers of Tents and all Canvas Goods

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

JOHNSTON BROKERAGE COMPANY
WINDOW GLASS

Selling numerous Standard Brands.
Carloads and Contracts Only.
Also 29 oz., 32 oz., 34 oz. and 39 oz.

EXCELLENT SERVICE LARGE CAPACITY
GOOD PACKAGES AND QUALITY

FIRST NATIONAL BANK BUILDING
Pittsburgh, Pa.
Canadian Agents: Joseph Taylor & Son, 53 Yonge St., Toronto, Ont

Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.

CHESTER, CONN., U.S.A.



The Xmas Rush Proves the Necessity of Gipe-Hazard Service In Your Store!



TIME and Labor saved is money earned. Absence of clerks from their posts when customers are waiting diverts many customers to other stores where service is better.

Gipe-Hazard service not only enables you to cut your staff of clerks, but enables every clerk to be always at his post. Watch your present system during Xmas rush. You will be convinced.

(To be continued in next number)

GIPE-HAZARD STORE SERVICE CO., LTD.,
113 Sumach St., Toronto, Can.

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our
CUTLERY

By seeing that thi· exact mark is on each blade

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

BUR-NOR HATCHETS
WITH STEEL HANDLES

A Handle that doesn't break.
A Blade that keeps its temper.

15 Different Styles.

Make inquiries to-day about it.

BURGESS-NORTON MFG. CO.
GENEVA, ILL.

Representatives for Quebec and the Maritime Provinces:
HARDWARE AGENCIES, SOUTHAM BUILDING, MONTREAL

GLUE
IN PACKAGES

Put up in the way that best appeals to the people—that's "Brantford"

It's an all 'round glue and makes good profits for dealers.
In ¼, ½ and 1 lb. packages at your jobbers.

GLUE

CANADA GLUE CO., Limited, Brantford, Ont.

Standard Tube & Fence Co., Ltd.

Manufacturers of

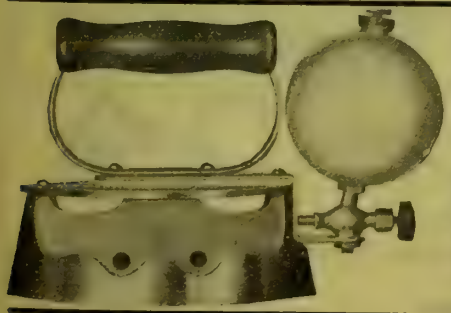
STEEL TUBING—

Butted and Welded, for structural work and all kinds of manufacturing purposes. Sizes ⅜″ to 2″, 14 to 20 Gauge.

Galvanized Wire and Woven Wire Fencing.
Steel Tube Fence Posts, Farm Gates, etc.

WOODSTOCK ONTARIO

Big Spring and Summer Seller



Every housekeeper—city or country—a likely purchaser of the

"Comfort" Iron

Makes its own gas, two-pointed, self-heating, self-cleaning. Operates easily at low cost. Looks good and makes good, guaranteed. Sells fast.
Ask your jobber for particulars or write direct.

Dept. 16.

National Stamping and Electric Works
410-424 S. Clinton St. - - Chicago, Ill.

BRASS VALVES

National Brass, Limited

LONDON - CANADA

Build Up Your Business—

by handling the BEST.

MADE IN CANADA BY CANADIANS.

Sold All Over the World



ARROW HEAD SAWS

Write for Catalogue
T. F. SHURLY CO., LTD.
St. Catharines, Ont.



"Belleville" Hardware

A "Made-in-Canada" Product Equal to the Best in the World

We are all apt to look up to imported goods as superior to home-made lines. Pause before you concede anything to foreign products over "BELLEVILLE" HARDWARE. Here is a Canadian-made product that is as good as the best.

"Belleville" hardware is meeting the demand of the most particular architects and builders, and is recording wonderful success throughout Canada. It is a worthy Canadian product, worthy of the best Canadian patronage. All hardware looks very much alike to builders and architects until they have had experience with "Belleville."

Best line for dealers to handle. Has greatest demand. Get our proposition.

Belleville Hardware & Lock Mfg. Company

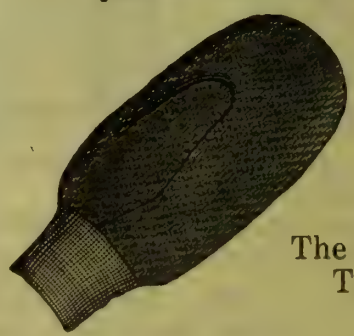
BELLEVILLE ONTARIO

For the working men of your town

in fact for every man because practically every man needs a good roomy serviceable pair of working gloves.



TAPATCO
REGISTERED TRADE MARK BRAND

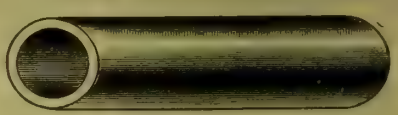


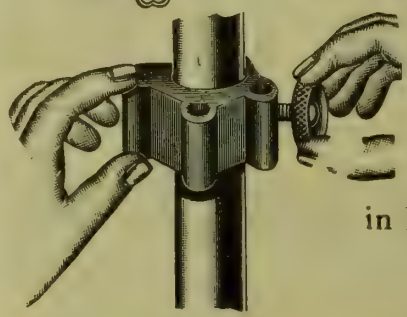
You can get this profitable extra trade by stocking the Tapatco lines—There's a style and a weight to suit every requirement. Your jobber can supply Tapatco Gloves.

The American Pad and Textile Company
Chatham, Ontario.

TRADE MARK. W.B.&C.

WILLIAMS BROS. & PIGGOTT, LTD.
Small Heath, BIRMINGHAM





Patent Grip-Tight Socket

Specialists in TUBES

Over 1000 different sections

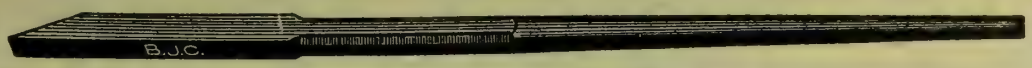
Seamless, Brazed Iron-cased Mouldings, Beadings, Rolled Metals in Brass, Copper, Nickel Silver, and other Metals.



GENERAL BRASSFOUNDERS
SHOP WINDOW FITTINGS MANUFACTURERS

TRADE MARK. W.B.&C.

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

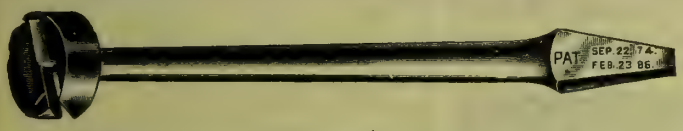
TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED

Manufacturers of all kinds of Building Paper, Pitch and Coal Tar

MONTREAL



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

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Horse Blankets for 1919

We are booking orders for fall delivery, and while prices are higher, we strongly advise customers placing orders now for what they require.
Prices will not be lower for 1919 trade.

J. J. TURNER & SONS, Peterborough, Ont., Canada

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

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WROUGHT PIPE

Black and Galvanized, sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - - MONTREAL



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Peterboro, Canada

Established 1885

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BUILDERS' HARDWARE

Ship Hardware, Saddlery Hardware, Padlocks, Door Checks, Brass and Iron Castings, Stampings and other Hardware Specialties.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

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Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD
HAMILTON, ONT.

STERLING

Hack Saw Blades and Machines

Manufactured by

Diamond Saw & Stamping Works
BUFFALO, N.Y.

STOVE MICA

All sizes of Clear Mica in stock for immediate shipment.

Price List on Application

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ALUMINUM CAN BE SODERED—EASILY

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Lumbermen's, Sportsmen's, Hunters' and Campers' Complete Outfits. Clothing, Footwear, Supplies and Accessories.

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OTTAWA, CANADA

TRADE SAWYER MARK Registered

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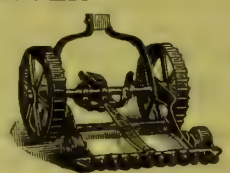
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PLEWES LIMITED, Distributors, WINNIPEG

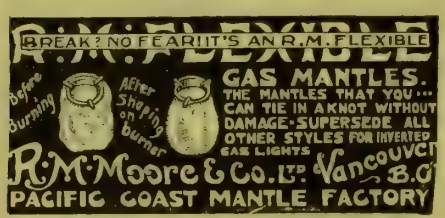
A good concern to do business with

THE CLIPPER

There are three things that destroy your lawn: Dandelions, Buck Plantain and Crab Grass. In one season the Clipper will drive them all out. All dealers should investigate selling possibilities. Drop us a line and we will send circular and prices.



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Manchester England

Blue Twill Cloth — Emery Grains & Flour Made from Pure Turkish Rock

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Canadian Distributors

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"Used the World Over"
Send for Catalog

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Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

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Stove mica in assorted sizes for the trade

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English firm of Engineers with good connections with the Paper, Cotton and Dyeing Trades is prepared to undertake the manufacture of any Special machines, accessories or tools, preferably those suited for these trades. Head Office in Manchester. Write Box 189, Gells, Ltd., 168 Fleet Street, London, England.

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KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
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AUTO ACCESSORIES

DENNISTEEL

Made in Canada

Lockers for Factories Stores, Offices Etc.



THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON

Have you read page 107? It will interest you.

Wanted

AGENCIES WANTED

I wish to get into touch with manufacturers of lines suitable for the ironmongery, hardware, tool and cutlery trades. I call upon these trades, both wholesale and retail, in Scotland and part of Ireland; have worked the ground for 15 years and am well and favorably known to buyers. I represent the manufacturers of a well-known proprietary line. Office and showroom in Glasgow. Open to represent manufacturers on commission basis, or act as buying agent. Satisfactory credentials furnished. **GEO. W. WELSH**
59 Clifford Street, Ibrox, Glasgow, Scotland

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THE NELSON HARDWARE BUSINESS IN Windsor, Ontario, is for sale. The death of Mr. A. E. Lech, the recent owner, necessitates this move. The store has the best stand and business in the city. The stock is clean and well bought, and is in splendid condition. With fixtures added it will now inventory about $40,000 to $45,000. It is a golden opportunity to make money. The right man can buy it right, and on favorable terms. Address M. C. Lech, Giles Avenue, Windsor, Ont.

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GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

STOVE REPAIRS FOR GARLANDS, PEN Esthers, Acmes, Sunlights, Silver Kings, Souvenirs, Welcomes, Crown Hurons, Peninsulars, Jewels, Pandoras, Favorites, Imperial Oxfords, and all kinds of Ranges and Heaters. Write for list and prices. Grundy Bros., Strathroy.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fensome hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis Fensome Elevator Co., Toronto.

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A GOOD SALESMAN—AN EXPERIENCED hardware clerk wanting position in Saskatchewan or British Columbia will start the first of the year. Box 138, Hardware and Metal.

YOUNG MAN WISHES POSITION AS HARDware clerk, wholesale or retail, experience in both. Western location preferred. Box 155, Hardware and Metal.

EXPERIENCED TRAVELLER WANTS TO sell, in Toronto, on commission, Tungsten lamps or hardware specialty. Box 159, Hardware and Metal.

DISCHARGED SOLDIER DESIRES POSITION as clerk in good hardware. Two years' experience. Western Canada preferred. Box 160, Hardware and Metal.

HARDWARE CLERK, FIFTEEN YEARS' retail experience, desires position as manager of store in Alberta or Manitoba. Best of references. Box 161, Hardware and Metal.

A FIRST-CLASS HARDWARE CLERK WITH fifteen years' experience, is open for engagement. Best of references. Apply Box 164, Hardware and Metal.

HARDWARE SALESMAN, TWELVE YEARS' experience, desires change of position. Good stock-keeper, buyer and salesman. First-class references. Would accept position retail or wholesale. State salary. Box 165, Hardware and Metal.

WANTED

WANTED—SET OR PART OF SET OF TINsmith tools in good condition. M. Howell, 216 Seaton St., Toronto.



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Two Styles. All Lengths

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OTTERVILLE



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The original and only Genuine Preparation for cleaning Cutlery

"WELLINGTON"

KNIFE POLISH

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AGENTS:
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Cut easy, saw fast, wear exceptionally well, and absolutely guaranteed. Cut 10 per cent. more timber, same time and labor being used, than any other brand of cross-cut saw made to-day.

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"How to Get the Information the Customer Wants"

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HARDWARE AND METAL 143-153 University Ave., Toronto, Canada



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Homes must be painted—ARE YOU READY TO MEET THIS DEMAND? Good, live merchants will see that their shelves carry a good supply of Canada Paint and other C-P lines.

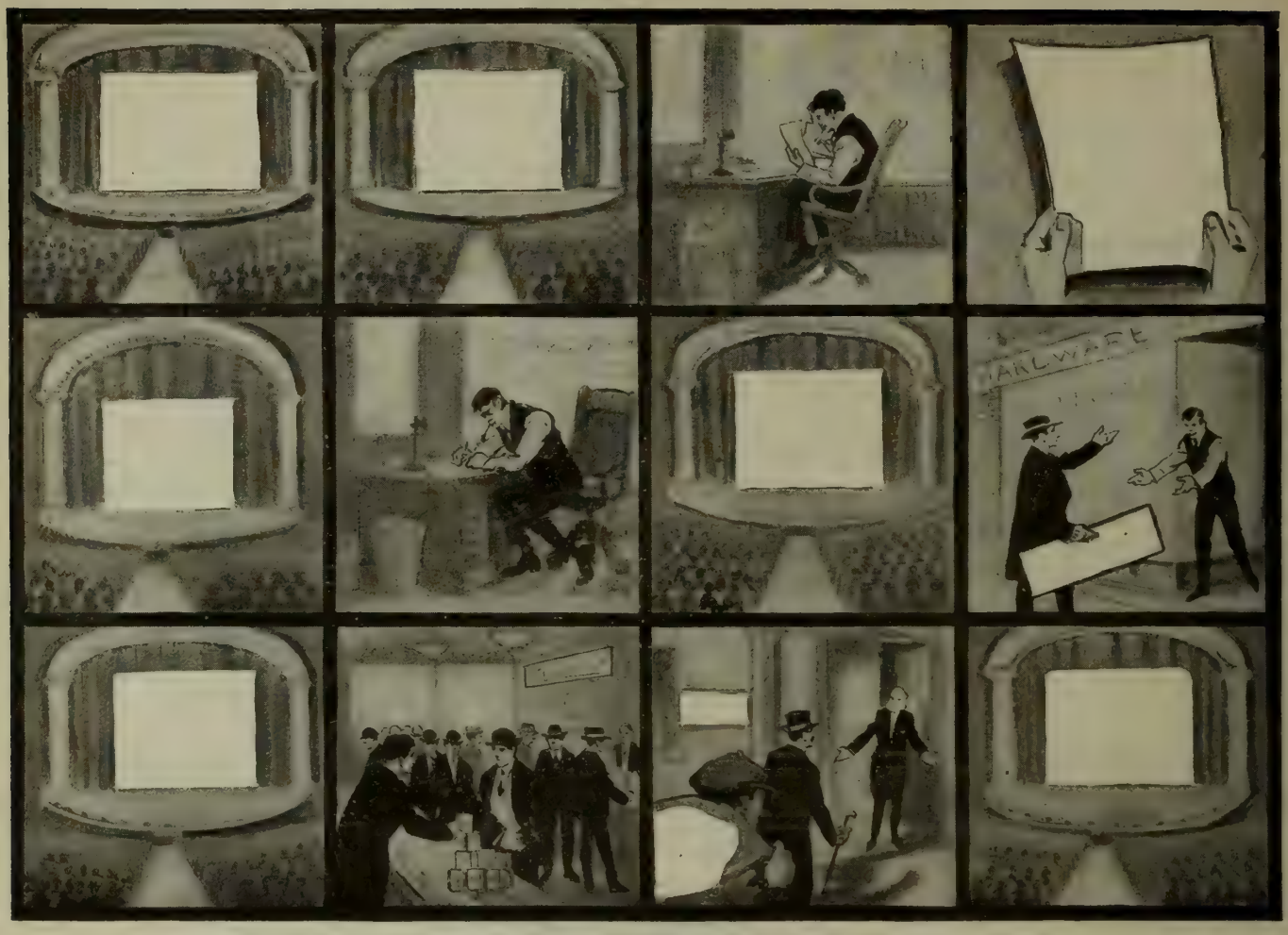
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MAKERS OF THE

Famous Elephant Brand White Lead

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A Movie with a Message

A mighty important message to live dealers in towns where there is now no Kyanize Agent. It tells without words the story of the business building strength back of

Kyanize
KY-AN-IZE

The Business-Building Line of Varnishes and Enamels

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KY-AN-IZE

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WESTERN CANADA
J. H. ASHDOWN, Hardware Co., Ltd.
Calgary, Winnipeg, Saskatoon

BRITISH COLUMBIA—
BOGARDUS, WICKENS, Limited, Vancouver

HARDWARE AND METAL

Vol. XXXI
No. 3

PUBLISHED EVERY SATURDAY SINCE 1888

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

January 18
1919

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the respect and permanent trade of customers

is to carry standard grade tools.

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AMERICAN
ARCADE
GLOBE

Made in Canada by



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PORT HOPE
ONTARIO

Canadian Tube & Iron Co., Limited

Works: Lachine Canal, Montreal

Manufacturers of

BOLTS AND NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, etc.

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

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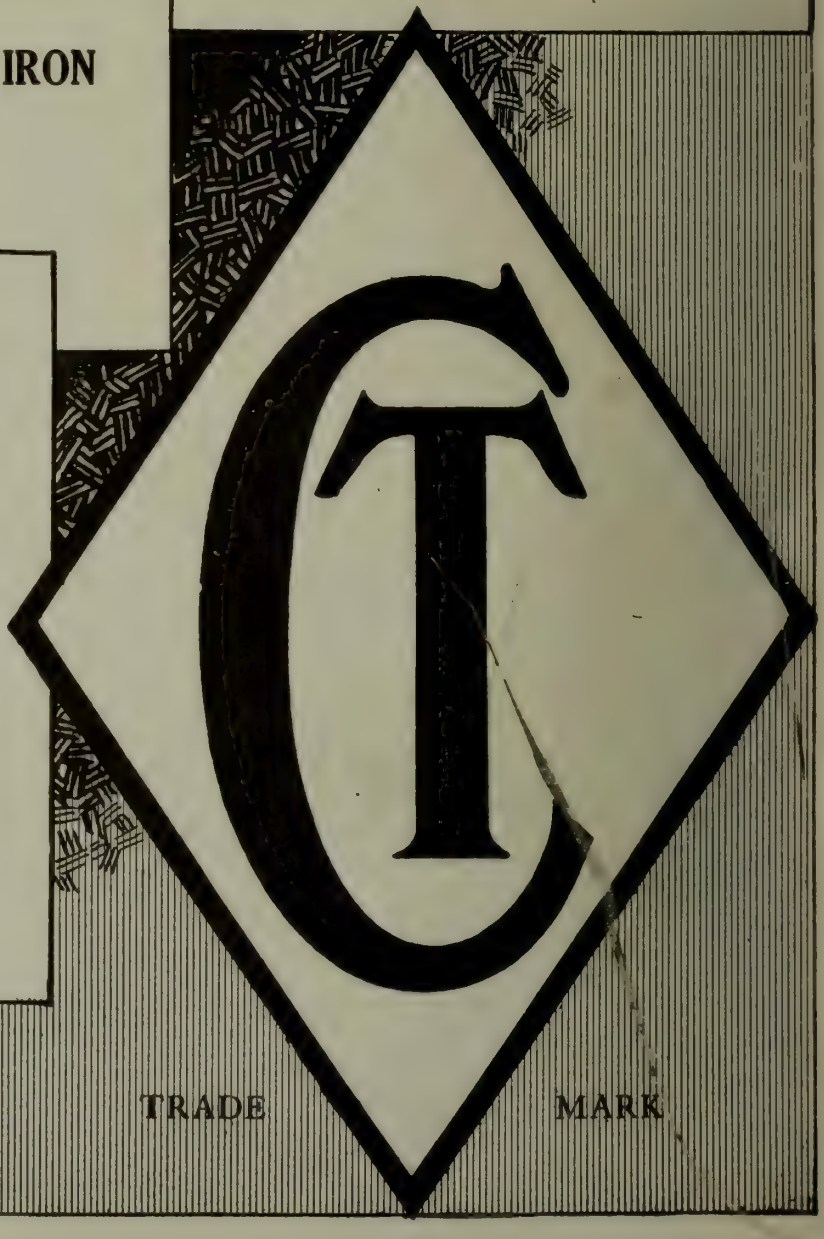
TINNED MATTRESS WIRE, BROOM WIRE, FINE WIRE (plain and galvanized).

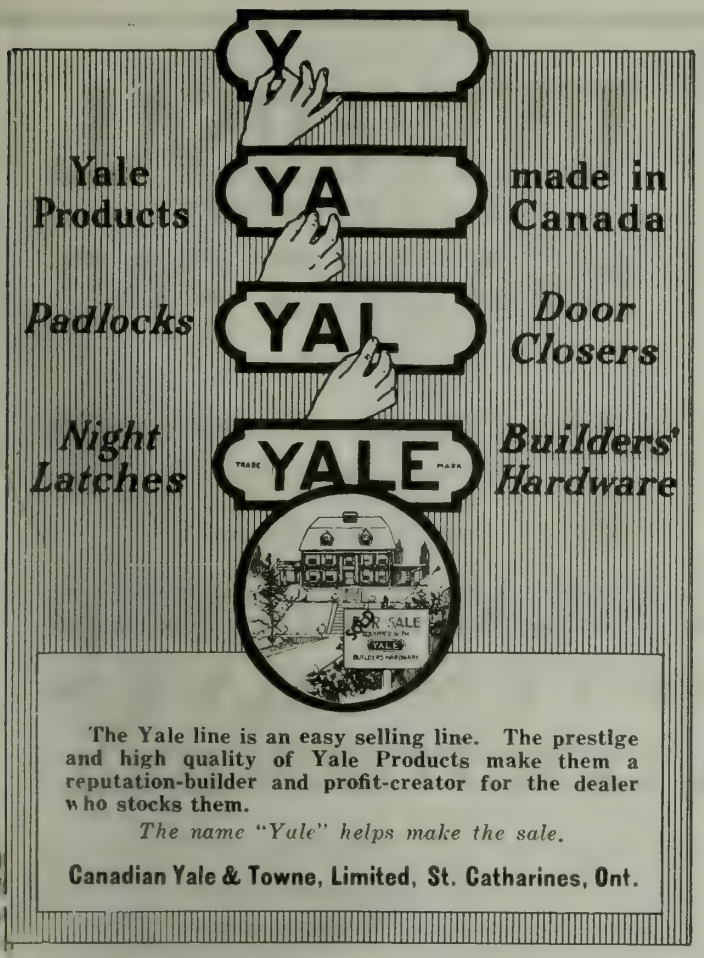
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PUMP RODS (plain and galvanized .

CANADIAN TUBE & IRON CO., LIMITED

MONTREAL





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"P. & W. Co." SMALL TOOLS



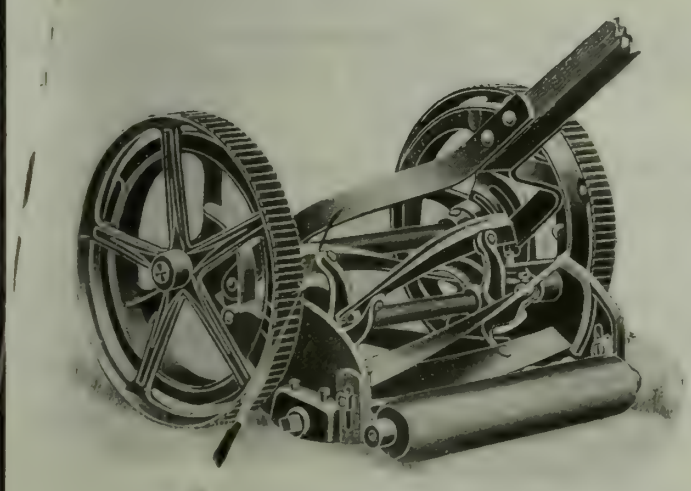
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An absolute guarantee with every tool.

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"Woodyatt" Lawn Mower

Open four-knife cylinder. Tool steel knives, oil tempered. Bearings are extra long and adjustable. Best quality material used throughout its construction. Made with grass box attachment. This mower has been on the market longer than any other high-grade mower in the world.

—have been on the market for forty years and are still finding favor with every user. Selling **Taylor-Forbes Lawn Mowers** means an added quality reputation for your store.

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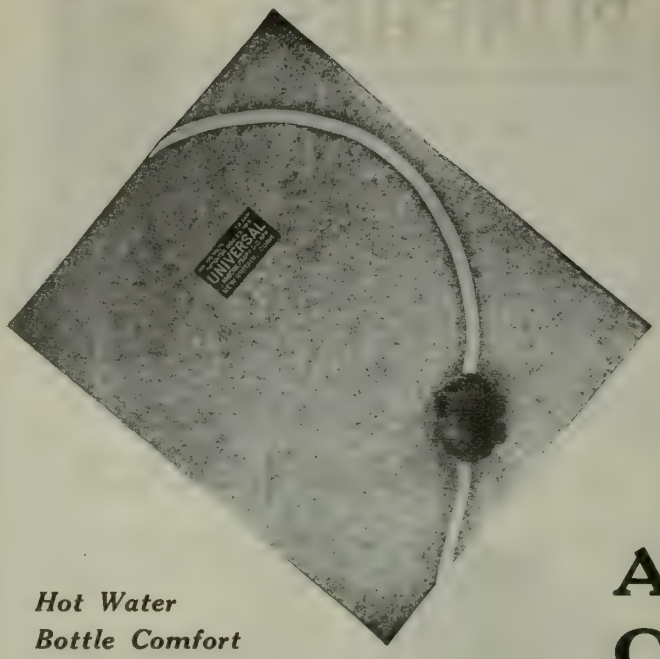
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Should the purchaser of a **Taylor-Forbes Lawn Mower** become dissatisfied, we will give him **a new machine** or **refund his money** within one year from date of sale.

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Guelph, Ontario

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For Homes Wired With Electricity

A HEATING PAD OFTEN SAVES A DOCTOR'S BILL

Do not wait until Influenza and Pneumonia, which have spread their destruction of life from one end of the country to the other, reach your very door before you find a means which will help stamp out this dreadful disease from your homes.

The UNIVERSAL Heating Pad will help a great deal towards the relief of that starting cold, which is the foundation from which the influenza starts.

The use of the Heating Pad when chilly or whenever an ache or pain starts will often check it before it develops into a cold which at this time is pointing to this dread disease.

The UNIVERSAL Heating Pad will help toothache, headache, backache, sprains or bruises. Ready relief is obtained by using this Pad, which is a stitch in time when trouble of this kind arises.

The only 3 Heat Electric Pad which positively maintains the temperature on each degree of heat, the changes being made by a simple pressure of the finger: can be changed in the dark.

This Pad is ideal for sleeping porches. It weighs but fourteen ounces, is covered with gray eiderdown and can be folded, laid flat or wrapped around any part of the body. Nowadays the finest of arts is to keep fit, so give this wonderful Heating Pad a chance to do its Bit for you. See your UNIVERSAL Jobber to-day, he always has a supply on hand to meet your demands.

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DISSECTED

MADE from pure Wool, Felt and Asphalt, and this is all you pay for.

¶ Many brands sell at much higher prices. None are better and all are lighter in weight.

¶ It is fire-resisting, as it not only withstands extreme heat but live sparks and burning embers will not ignite it.

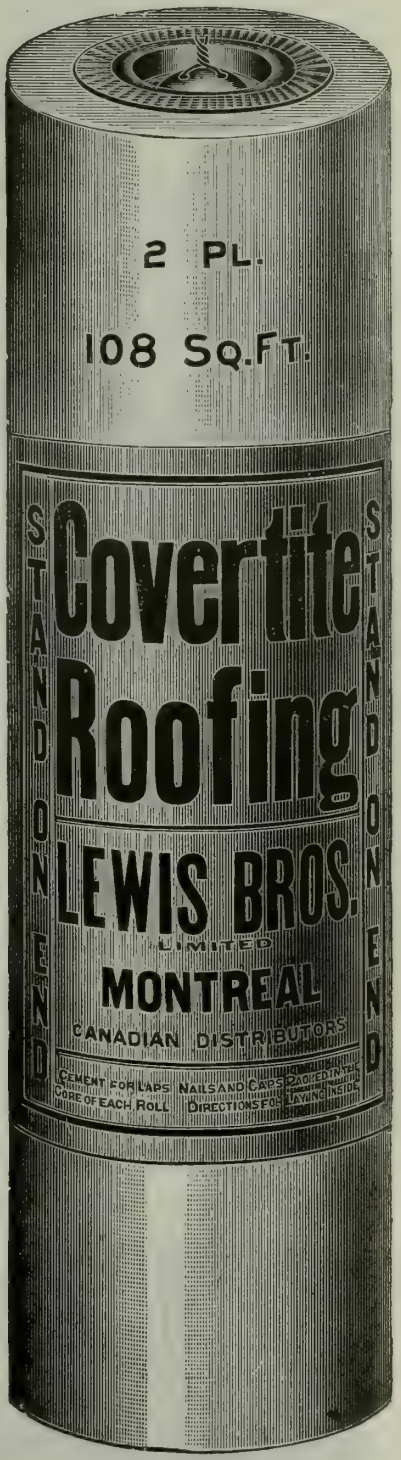
¶ Positively contains no tar and will not taint nor injure rain water.

THE VERY BEST

ROOFING

Supplied in 1, 2 and 3 PLY with cement and nails.

WE HAVE A BETTER PROPOSITION THAN ANY CANADIAN MANUFACTURER OR JOBBER. WRITE FOR IT.



LEWIS BROS., LIMITED, MONTREAL

WHOLESALE DISTRIBUTORS EVERYTHING IN HARDWARE

RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES

SPORTING GOODS, CUTLERY, PREPARE ROOFING, PAINTS and GLASS

Wait for our **AUTOMOBILE SUPPLIES** *new Catalogue*

If interested tear out this page and place with letters to be answered.

TOOLS THAT MAKE DEALERS FAMOUS

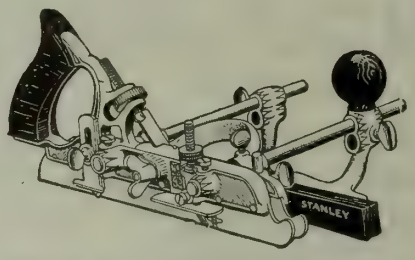
Why Bother with Substitutes?

Stanley Tools



"Zig-Zag" Rules

They might very properly be called "Folding Tapes". They, however, have the advantage that, as the joints are held open by springs, they can be used to measure across openings by supporting the end away from the user, where, with a tape, it would be necessary to have one person hold each end, or else hang the outboard end on a nail, necessitating additional climbing. In many cases, they are useful for measuring concave, convex and various uneven surfaces. When folded, they are compact and easily go in the pocket. A handy and convenient rule for mechanics and householders.



Stanley "Forty-five"

Seven Tools in One

(1) Beading and Center-Beading Plane; (2) Rabbet and Filletster Plane; (3) Dado Plane; (4) Plow Plane; (5) Matching Plane; (6) Sash Plane; (7) A Superior Slitting Plane.

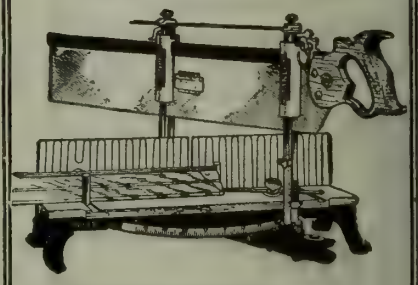
Extra cutters may be used to advantage by substituting specially formed detachable bottom Carpenters will find this tool almost invaluable



Stanley Plumbs and Levels

are made of thoroughly seasoned and selected stock, and have many valuable features which will appeal to every lover of good tools. Made in all styles for **Carpenters, Masons, Plumbers, Machinists, Millwrights, etc.**

Stanley Tools



Mitre Boxes

These Boxes are compact, strong, and durable; are quickly put together or taken apart for convenience in carrying; have the greatest strength with the least weight, and will do the widest range of work of any Mitre Box made.

Several new and important features have recently been added to these Boxes which will interest Carpenters, Cabinet Makers, and other workers in wood.

Made in seven sizes. With each Box a specially made Back Saw is furnished.





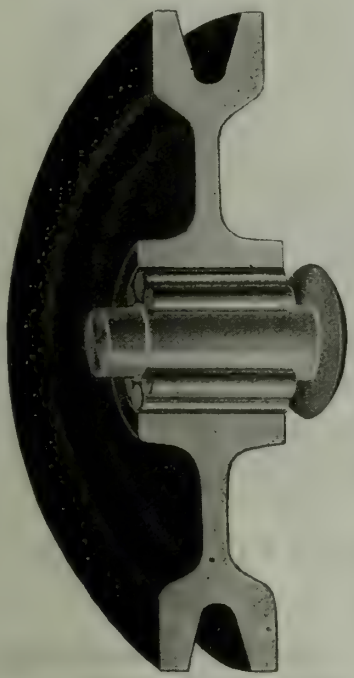
STANLEY SPOKESHAVE

Have a Stanley catalogue on file for reference. It shows a wonderful line of Carpenters' Tools. We will be glad to send you a copy.

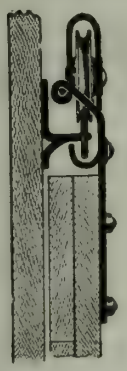
CAVERHILL, LEARMONT & CO.

MONTREAL

"BIG 4" FLEXIBLE DOOR HANGER



Sectional view of Axle and Bearings



Side view of "Big 4"

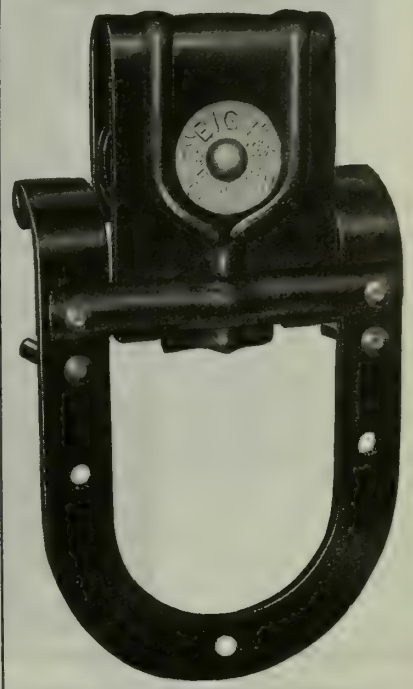
Since the introduction of sliding Barn Doors, many and varied have been the types of Hangers brought on to the market. Of all the attempts to manufacture an ideal hanger, "Big 4" still holds first place over all competitors. Why do any guess-work on your part? Sell a Hanger that has a reputation already established for satisfactory service wherever used.

There are a multitude of features possessed by the "Big 4" which makes it superior. Note the illustrations. Do you know any other hanger to be so complete? We venture you don't and have the **"proof."** Write for it, our big catalogue of builders' supplies.

Cater to the best interests of your customers and incidently your own by recommending the **"Big 4" Flexible Door Hanger.**

May we send you information?

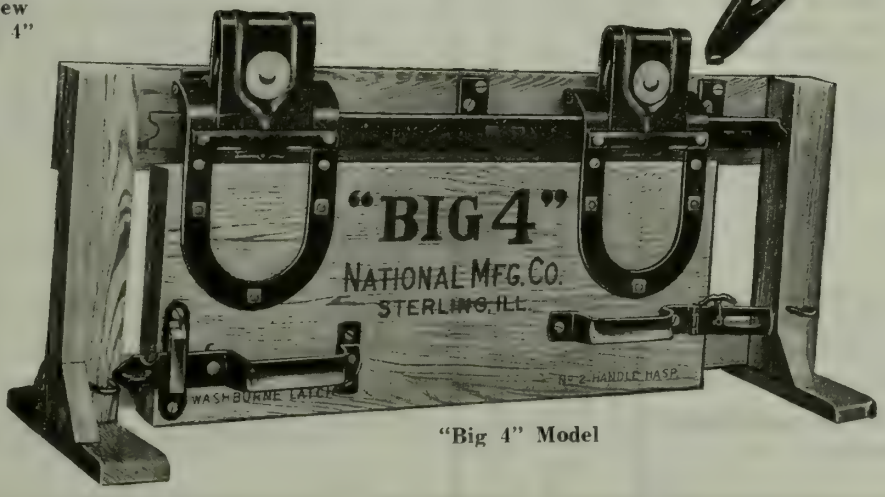
NATIONAL MANUFACTURING COMPANY
STERLING, ILL.



Front view of "Big 4" Hanger

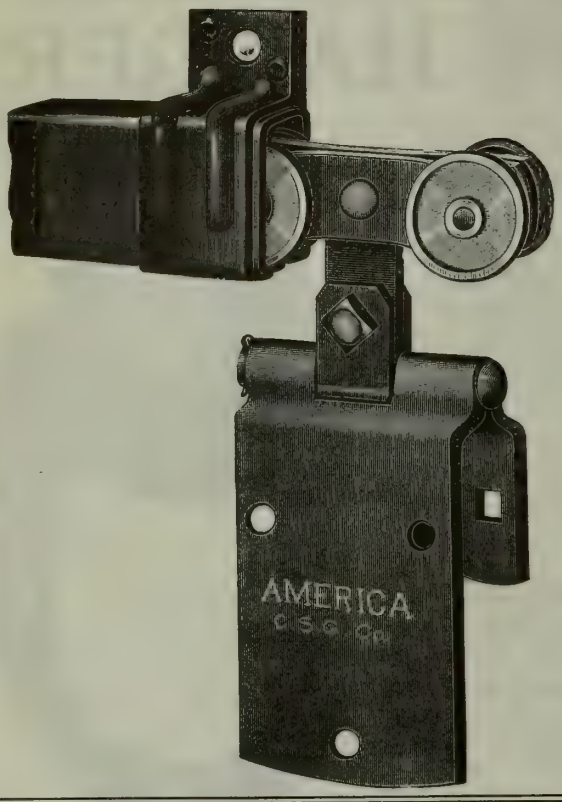


Flexible Feature of "Big 4"



"Big 4" Model

American Tandem Truck Trolley Hangers



Among users of Door Hangers and merchants who sell them the "AMERICA" is admitted to be the most efficient and practical hanger for operating barn, factory, warehouse or garage doors.

Constructed of heavy steel, fitted with hardened roller bearings and has lateral adjustment which permits increasing or decreasing space between door and building.

AMERICA Hangers run in the famous Hatch Trolley Track supported with corrugated brackets, and carry heavier doors. Renewed building is in sight — be ready with a stock of hangers, track and brackets.

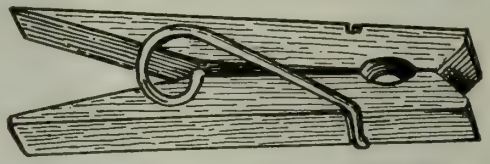
MANUFACTURED BY

CANADA STEEL GOODS CO., LIMITED

HAMILTON, ONT.

The Megantic Broom Mfg., Co., Ltd.

Manufacturers of Brooms and Clothes Pins





Lake Megantic, Que.

Represented by

Boivin & Grenier, Québec.
Delorme Frère, Montréal.
J. Hunter White, St. John, N.B.
H. D. Marshall, Ottawa.
Harry Horne Co., Toronto.
Tomlinson & O'Brien, Winnipeg.
Oppenheimer Bros., Vancouver.

These agents have always a stock on hand sufficient to satisfy the demands of clients in their territory.

Satisfaction on these three lines guaranteed.

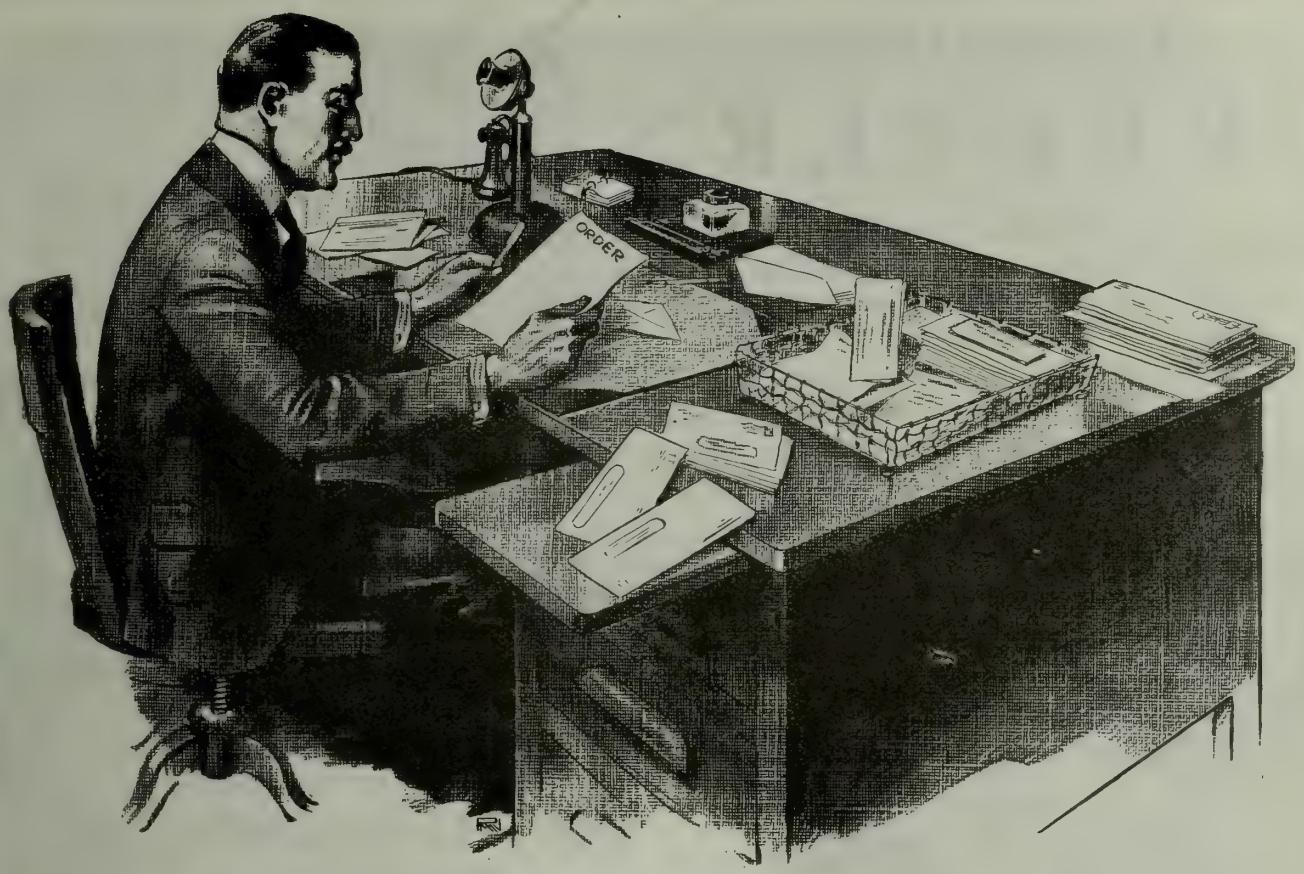


Why It Pays!

ADVERTISING in HARDWARE AND METAL is economical because it reaches, and the advertiser only pays for, a circulation of tremendous buying power, which is always on the lookout for new lines and information regarding goods which are already in stock.

Manufacturers and wholesalers cannot afford to side-step the dealers. In nine cases out of ten, the customer accepts the retailer's recommendation.

If interested tear out this page and place with letters to be answered.



What Dealers Say of the Plymouth Plan

15% More Profit

The E. P. Reed Lumber Company, North Abington, Mass.

"We have given this a thorough test in our sales and find that we not only can figure about 15% **more profit** but can tell a customer exactly how much his rope will cost.

"We think that the public are more pleased with the prices given this way for the reason of definite price. We could never in weighing rope tell the customer the exact price."

Advantage in Selling

The F. T. Blish Hardware Company, So. Manchester, Conn.

"We note in comparing the freight and prices by the foot that there is an **advantage to us in selling** on your plan, and we anticipate that we are going to profit and like it better than selling rope by the pound."

Great Help

Mr. James A. Spilman, Rolla, Missouri.

"I received the 'Rope-by-the-foot' schedule card some time ago and am using the plan regularly in our rope sales.

"I find it to be a **great help** for so many customers ask for so much rope, and want to know the cost in advance. The entire force appreciate and use this plan."

Controls Profits

The Nielson Merc. Co., Coalridge, Mont.

"We like the 'Rope-by-the-foot' method best. It is the only way to control your profit."

Saves Disputes

Messrs. Weiss & Kuhlmann, Lester Prairie, Minn.

"We find this plan very handy for us. The price by the foot enables any one to know what the rope is going to cost him before he gets it. He knows whether he wants to have more at that price or not before it is off. We find a great many times that people buy more rope this way. It saves labor and time not having to weigh the rope or to figure out what it is going to cost. If the rope is too high for the customer, it saves disputes after the rope is cut off. If the rope costs too much for them before it is cut off, you are nothing out and the customer is pleased.

"All of this goes to make this plan handy and the selling of 'Rope-by-the-foot' a success."

Makes Quotations Possible

Mr. E. Thurston, Clifton Hill, Mo.

"Have the 'Rope-by-the-foot' plan in use. Good thing. Have used similar forms to sell by the foot for years past. Your plan enables me **to arrive at price quickly** without weighing. By the foot is the right and satisfactory way to sell rope."

PLYMOUTH CORDAGE COMPANY

North Plymouth, Mass. **Welland, Canada**

INDEPENDENT CORDAGE CO., LIMITED

TORONTO, CANADA — CANADIAN SALES AGENTS

If interested tear out this page and place with letters to be answered.

Time to Order
FREEZERS





All of the three, LIGHTNING, GEM or BLIZZARD, have served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.

They are built of the very best material and workmanship possible —their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.





The Blizzard, being simpler in construction and cheaper in price, makes it a good running-mate with either the Lightning or Gem. They sell themselves and stay sold! No come-backs or complaints.

This means easy net profits for you.

Your Jobber Can Supply

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

OFFICIAL AWARD RIBBON

PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915

PRESIDENT

PRESIDENT OF THE SUPERIOR JURY

DIRECTOR OF EXHIBITS

SEC'Y OF THE INTERNATIONAL AWARD SYSTEM

MEDAL OF HONOR

DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES

CHIEF

TRIMO TOOLS



Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.



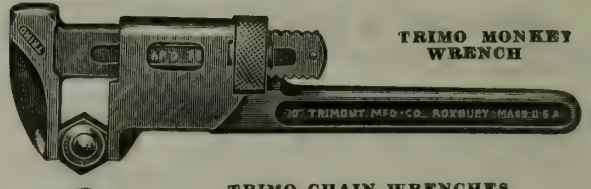
TRIMO PIPE WRENCH WOOD HANDLE



TRIMO PIPE WRENCH STEEL HANDLE

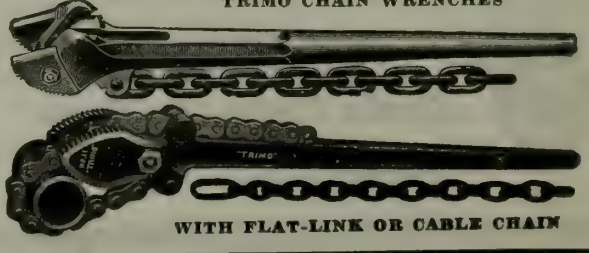
TRIMO PIPE CUTTER





TRIMO MONKEY WRENCH

TRIMO CHAIN WRENCHES



WITH FLAT-LINK OR CABLE CHAIN


Quality
Service
STEEL & IRON
PRODUCTS
OF
EVERY DESCRIPTION
THE
STEEL COMPANY
OF
CANADA
LIMITED
HAMILTON
MONTREAL



Every merchant needs the protection a complete N.C.R. System will give him

Peace is bringing increased competition in your business.

You must meet that competition. You cannot afford to run the risk of losing a single cent of profit.

A modern National Cash Register and an N.C.R. Credit File will enable you to get all your profits on every transaction in your store.

Because—

1. They will make it possible for you to run your store with the least expense.

2. They will prevent the mistakes and disputes which cause loss of trade.

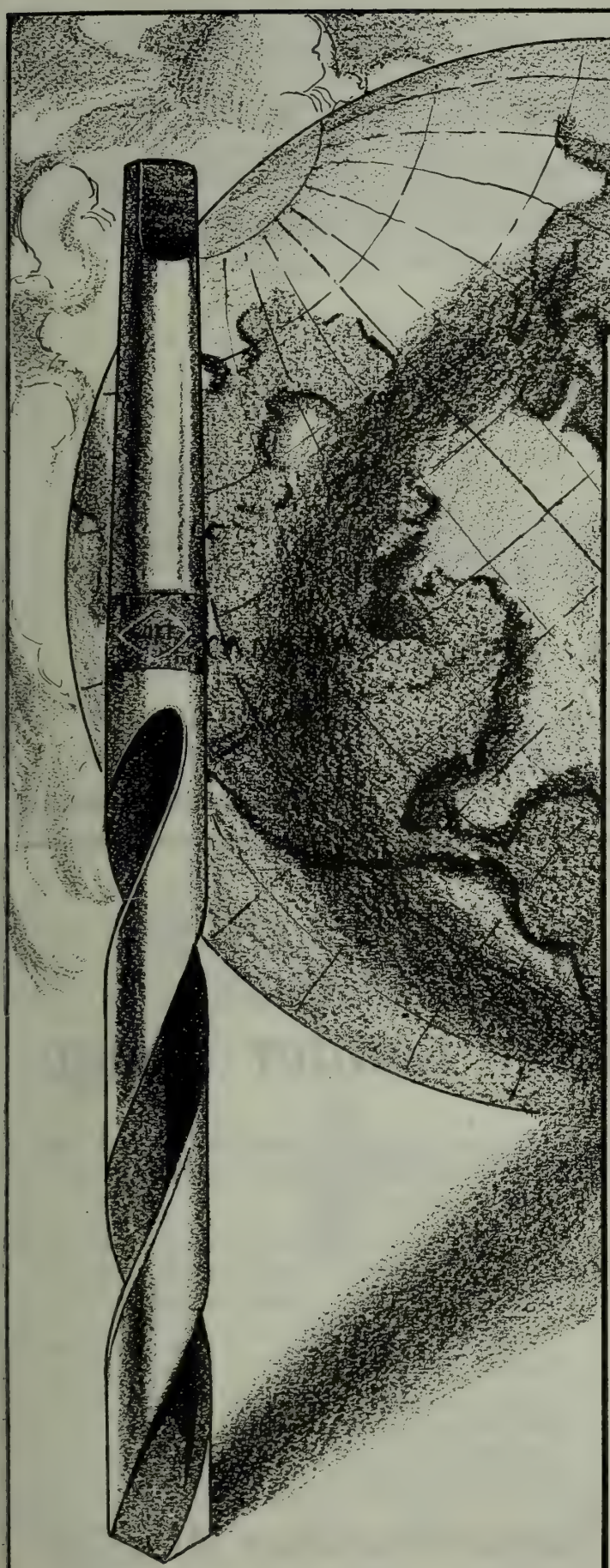
3. They will enable you to give customers the quick, satisfactory service which wins new trade.

4. They will give you the accurate records which you need to control your business.

5. They will protect your money, your clerks, your customers, and yourself.

The National Cash Register Company, Limited, of Canada, Toronto, Ont.

Offices in all the principal cities of the world.



WILT

"Where there's a WILT— There's the Way"



On Duty

You will find **WILT** drills on war duty in all parts of the British Empire, and in all the Allied countries. **WILT** drills are worthy of the outstanding position they occupy in the drill world. Every **WILT** Drill, whether it be small or large, represents the best efforts of thoroughly experienced drill makers, working in harmony, in a splendidly equipped, modern plant, and backed up with the determination of the manufacturers to turn out a product worthy of the name and trade-mark which it bears.

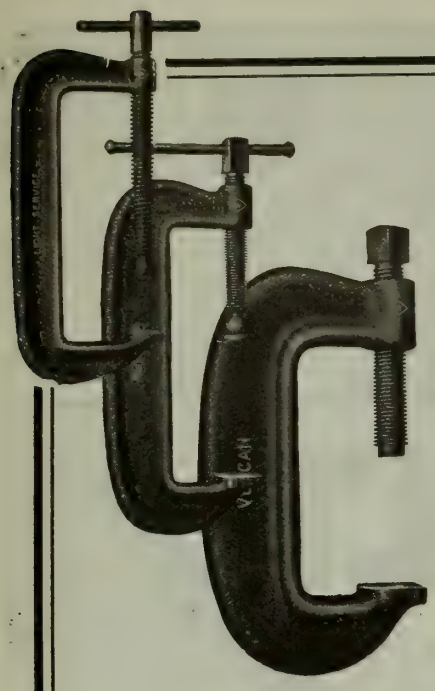
Discriminating hardware wholesalers and retailers who value repeat business and satisfied customers may safely endorse and recommend the use of **WILT** drills.

WILT TWIST DRILL CO.
OF CANADA, LIMITED

Walkerville Ontario

London Office: Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London, E. C. 2, England

If interested tear out this page and place with letters to be answered.



Williams' Superior Drop-Forged "C" Clamps For Fvery Purpose

"THEY STAND THE STRAIN"

HELP the shop people to select the "C" Clamp best adapted to their needs; there's "A Williams' Clamp for every purpose."

For general utility — without need for maximum strength — Williams' "Light Service" line will fit the cost. 8 sizes, 2" to 12" capacities.

For stability and utility—medium service—Williams' "Agrippa" line offers the solution. 7 sizes, 4" to 18" capacities.

For extreme strength and heavy service—Williams' "Vulcan" line provides abundantly for both. 11 sizes, ¾" to 12½" capacities. All are made of a special, high grade steel and after forging, are "heat-treated" to increase their toughness and strength.

Machinists' Tools Booklet with your imprint if desired.

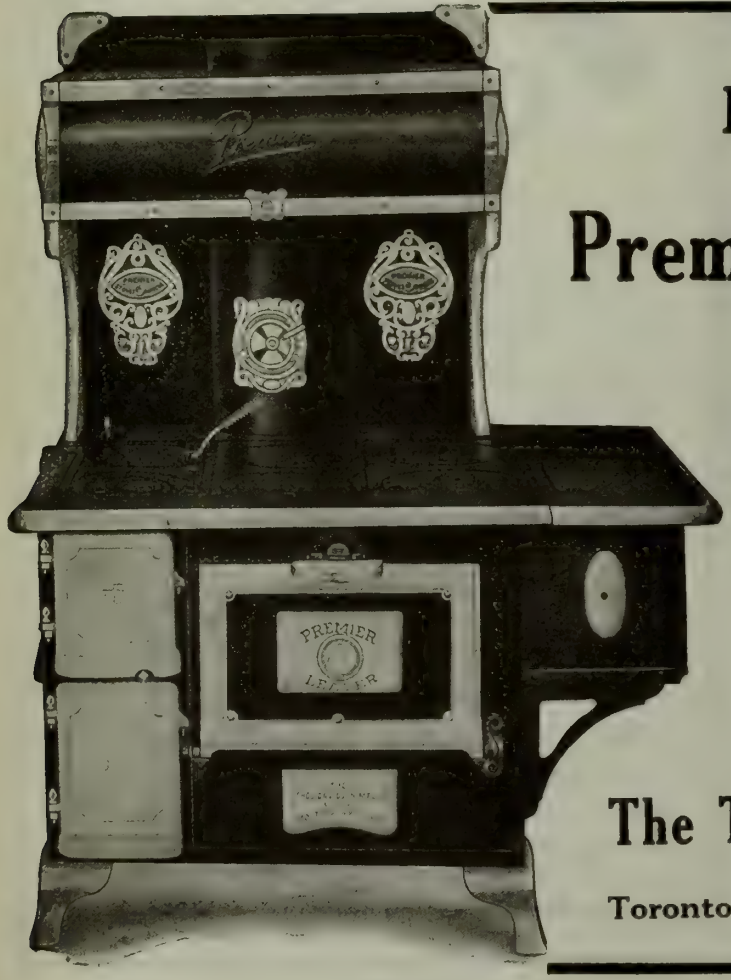
J. H. Williams & Co.

"The Drop-Forging People"

30 Richards Street Brooklyn, N.Y.

The A. G. Low Co., Ltd., 30 Pacific Avenue, Saskatoon, Sask.

Agents for Manitoba, Saskatchewan, Alberta and British Columbia



DAVIDSON'S

POPULAR

Premier Leader Range

is a range that is built to supply the demand of a high-grade steel range at a popular price.

It is just as fully guaranteed, as to its baking and economical operating qualities, as our higher-priced ranges.

There is a "Premier" to meet every demand, whether for a steel or cast range, one fully dressed or strictly plain. The "Premier Leader" is made square or with reservoir.

The Thomas Davidson Mfg. Co.

Limited

Toronto Montreal Winnipeg

CANADA
FOUNDRIES & FORGINGS
LIMITED

Smart's Hammers



Hammers, Axes, Sledges and Hatchets of all descriptions. Highest grade labour and material in all our products.

Write for our latest tool catalogue.

The JAMES SMART PLANT

Brockville, Ont.



Three months of snow and slush. During this time many a cast-off pair of boots and shoes can be made good use of by putting on a pair of

MAPLE LEAF HEMLOCK TAPSOLES AND TOPLIFTS

WHICH CAN BE SECURED FROM

THE ANGLO-CANADIAN LEATHER CO., LIMITED

665 KING STREET WEST, TORONTO

Are you in a position to supply the demand, or do you make any attempt to push this easy-selling, profitable line? If not, why not? See your shelves are well stocked. We can ship on receipt of order any lines you need. Liberal discounts to the wholesale trade.

THE ANGLO-CANADIAN LEATHER CO., LIMITED

665 KING STREET WEST, TORONTO

Do You Want Export Business?

ADVERTISERS in the "Export Numbers" not only reach every worth-while hardware buyer in Canada, but also reach a select list of 1,200 buyers in foreign lands. The next "Export Number" will be issued Feb. 2. Last forms close Jan. 26. Copy and cuts for the export section this issue should be sent in without delay. Regular advertisers may use space pro rata on contract. Rates same as in ordinary issues. Two pages, $100; one page, $55; half page, $31.25. Extra color if desired, $18.75 page.

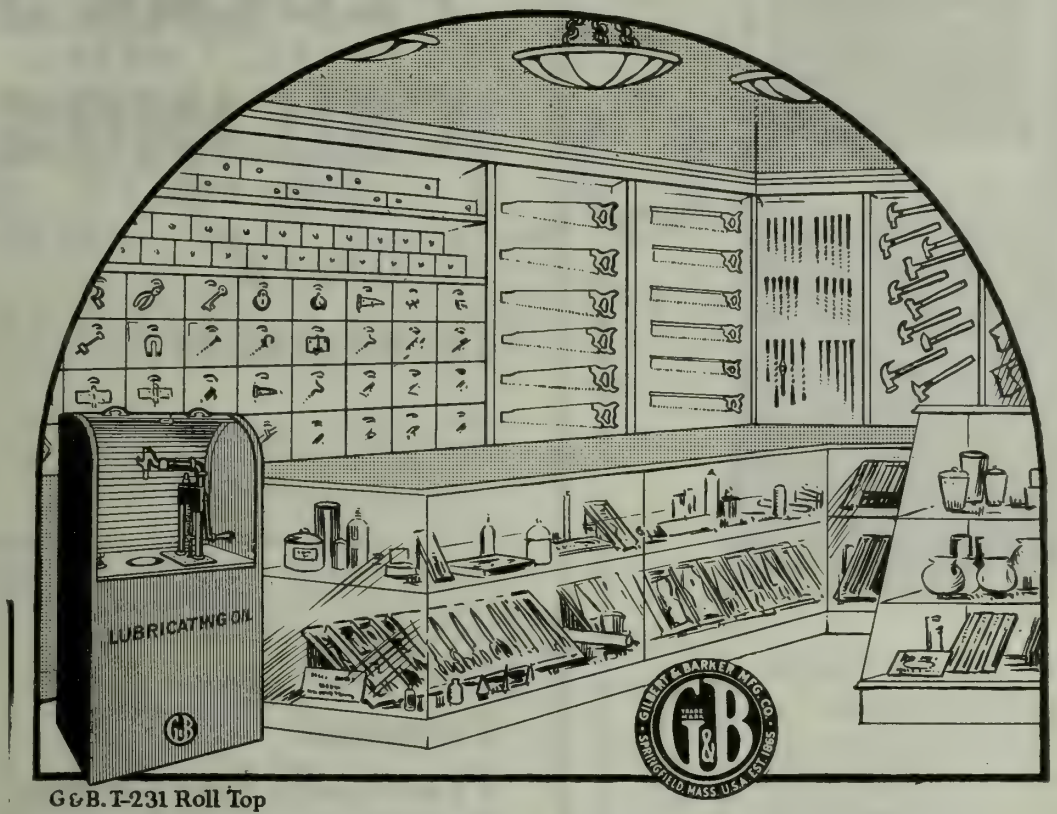
It would cost you many thousands of dollars and take years for a representative to call on the 1,200 foreign buyers who receive the "Export Numbers" of HARDWARE AND METAL. For the modest rates given above, you can reach these buyers simultaneously.

Write for evidence of direct results secured by advertisers in these numbers.

HARDWARE AND METAL

143-153 UNIVERSITY AVENUE - TORONTO

OFFICES ALSO AT WINNIPEG, MONTREAL, NEW YORK, CHICAGO, BOSTON, LONDON, ENG.



G&B. T-231 Roll Top
Cabinet-height 55in.

Keep Profits In---Shut Waste Out In Your Motor Oil Trade

Your motor oil profits can't drip away when you have a Gilbert and Barker T-231 Roll-Top Cabinet to handle the oil.

Leak-proof, dust-proof, dirt and fire-proof, it pays for itself by eliminating waste. And it's a time-saver, too; enables you to serve the trade with absolutely clean oil quickly as well as conveniently. This measuring pump gives a quart or less, as desired. The outfit is made in one and two-barrel sizes.

Dealers who need larger-capacity equipment will find a battery of G. & B. tanks suitable. Made in a variety of sizes and styles for oils, paints, varnishes, etc.

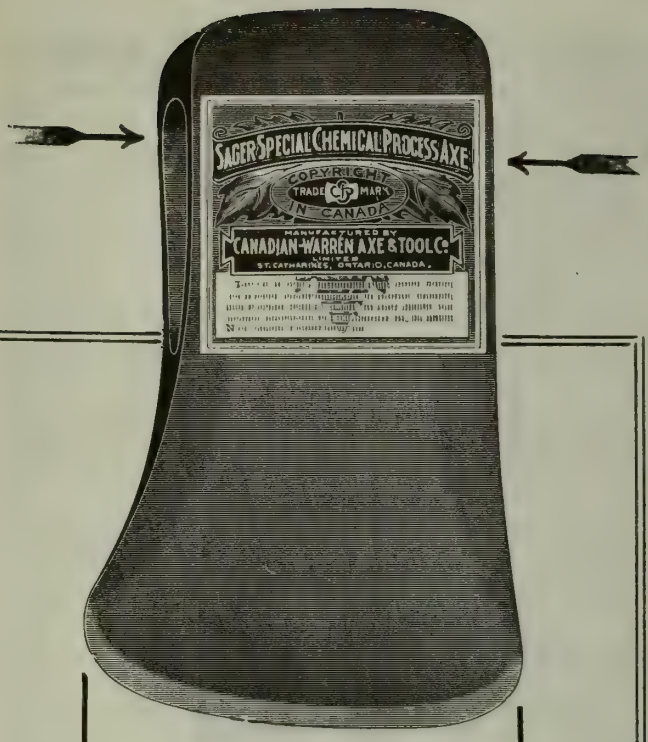
Gilbert & Barker Gasoline Pumps and Storage Systems give economical, safe and convenient handling of gasoline.

Write for catalogue or call at any branch of Imperial Oil Limited.

IMPERIAL OIL LIMITED

Canadian Distributors of Gilbert & Barker Gasoline and Lubricating Storage Outfits

BRANCHES IN ALL CITIES



WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"

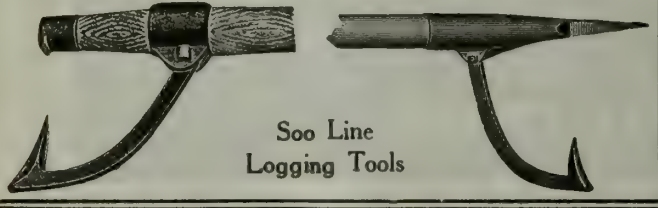
AND

"SOO LINE" LOGGING TOOLS?

GET THE HABIT.

(AND THE PROFIT)

Canadian Warren Axe & Tool Co.
LIMITED
ST. CATHARINES, ONT.



Soo Line
Logging Tools

PEDLAR'S
PERFECT METAL
CEILINGS
AND WALLS

A word in season

often brings a surprising opportunity for profit to the dealer who speaks the word.

For instance:

Whenever you happen to hear a customer mention re-decorating his house, suggest the suitability of Pedlar's "Perfect" Metal Ceilings and Walls.

Point out their distinctive advantages:

Fireproof
Practically Everlasting
Easily put on
Choice range of artistic patterns

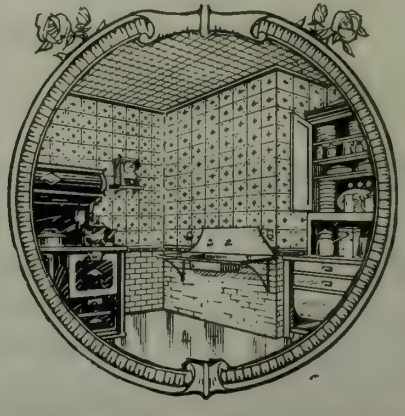
Your sales of Pedlar's "Perfect" Metal Ceilings and Walls can be increased with greater profit to you and complete satisfaction to your customer.

The Pedlar People Limited

(Established 1861)

Head Office and Factories: Oshawa, Ontario

Branches at Montreal, Ottawa, Toronto, London, Quebec, Winnipeg and Vancouver



METALS · CHEMICALS · GLASS
B&S·H Established 1790

APOLLO GALVANIZED SHEETS
AMERICAN BESSEMER STEEL SHEETS

Range Steel
Tack Plate
Shovel Steel
Stove Pipe Sheets
Electrical Sheets
Deep Stamping Stock
Nickel Plating Stock
Auto Body Stock
Hammered Polished Sheets
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Metal Furniture Stock
Pickled Sheets
Scraper Plates

AMERICAN SHEET & TIN PLATE CO. APOLLO BEST BLOOM TRADE MARK REGISTERED PITTSBURGH

KEYSTONE COPPER STEEL

Tin Plate—Terne Plate—Canada Plate

Enamelling Stock Blued Elbow Stock

APOLLO KEYSTONE COPPER STEEL GALVANIZED SHEETS
KEYSTONE COPPER STEEL BLACK SHEETS

These are rust resisting sheets and by repeated tests have been proven authoritatively to be the most durable and of the highest quality possible to obtain anywhere.

DURABILITY, ADAPTABILITY, WORKABILITY,
and RELIABILITY are qualities befittingly descriptive of
KEYSTONE COPPER STEEL SHEETS and TIN MILL PRODUCTS

B.&S.H.THOMPSON
& COMPANY LIMITED
MONTREAL

Branches: TORONTO WINNIPEG NEW GLASGOW, N.S.

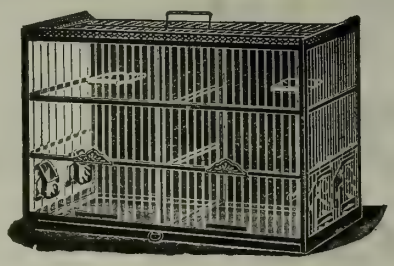
Selling Agents for Eastern Canada
for United States Steel Products Company.

Exporters of the Products of the
American Sheet and Tin Plate Company

"HENDRYX" BREEDING CAGES

are absolutely necessary for the scientific and hygienic raising of canary birds.

All metal—White Enameled—Green trimmed—Closed back—Two partitions—Two nests and nest holders—Four cups—Six perches—Sliding drawer.

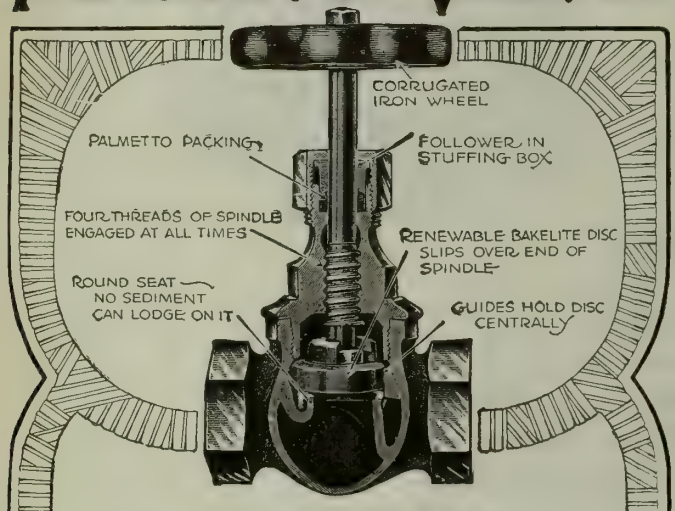


No. 86S—17¼ x 8¾ x 13¼".
No. 86—20 x 10 x 14".
No. 87—22 x 11 x 15¾".
No. 88—24½ x 12¼ x 16¼".
No. 113—26¾ x 10 x 13⅞".

The breeding time extends from January through April, and the increased interest in raising birds requires a stock of these cages.

THE ANDREW B. HENDRYX COMPANY - NEW HAVEN, CONN.

FAIRBANKS VALVES



Renewable Disc Valves

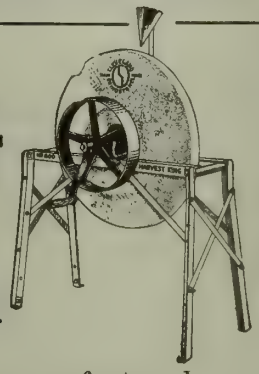
The only tool required is a wrench to remove the bonnet. The vise, hammer and cold chisel are all eliminated. Once sold always demanded by your trade.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto: Hamilton, Windsor, Winnipeg, Saskatoon, Calgary Vancouver, Victoria.

The GREAT WAR Is Ended



But more food, more manufactured products are being called for from all sides. More tools, more industry, more grindstones will be needed. For handling any grinding work speedily, efficiently and economically, sell your customers

CLEVELAND GRINDSTONES

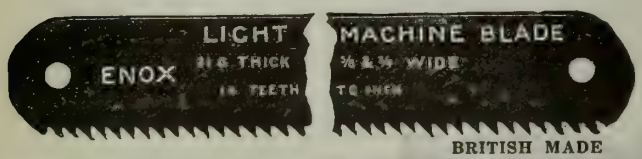
They are made in all sizes—adapted to all requirements, with different grits ranging from the very finest to the coarsest.

CLEVELAND TRADE MARK GRINDSTONES

THE CLEVELAND STONE CO.
Union Bldg. CLEVELAND, Ohio

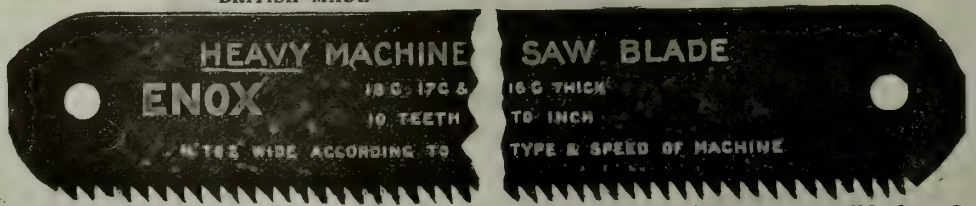
BISSETT & WEBB, Limited
WINNIPEG, MAN.
Western Distributors

ENOX HACKSAW BLADES
ARE THE BEST





BRITISH MADE



AGENTS IN CANADIAN TOWNS WANTED

AN ENTIRELY BRITISH COMPANY

Liberal terms offered to firms willing to carry stocks and act as sole agents for the district.

SOLE MAKERS FRY'S (LONDON) LIMITED, 46 Upper Thames St., London, E.C. 4, England. Works: Greenwich, S.E. 10

Paragon—

"Type of Excellence"

The excellent workmanship, design and material, typical of these tires, have made "Maltese Cross" the choice of discriminating motorists throughout Canada.

Only the BEST is allowed to go into their manufacture—only the BEST need you expect from their performance.

MALTESE CROSS TIRES

with their safe, certain treads and their *extra* volume of tough, hard-wearing rubber, offer you the utmost in Speed, Security and Service.

In all the essentials of a good, reliable, serviceable tire, "Maltese Cross" Tires with Paragon tread measure up to the name "Paragon"—type of excellence.



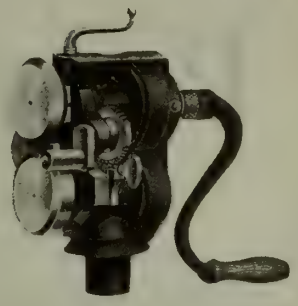
MALTESE CROSS
PARAGON TREAD
"THE MILEAGE TIRE"

Gutta Percha & Rubber, Limited

Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Lethbridge, Vancouver, Victoria.

If interested tear out this page and place with letters to be answered.

SMALL MACHINES



Are Made for Service. They Combine Durability, Speed and Accuracy

No Tinshop can afford to be without a set of these machines

We manufacture a full line of Tinners' Tools



Drop us a line for full particulars and prices

The Brown-Boggs Co., Limited

Hamilton, Canada

MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.

LIMITED

HESPELER, ONT.

Manufacturers OF

WIRE

HEADQUARTERS FOR

Wire Bale Ties

LARGEST CAPACITY AND STOCK IN CANADA

Prompt Shipment

LAIDLAW BALE TIE COMPANY, Limited

HAMILTON, CANADA

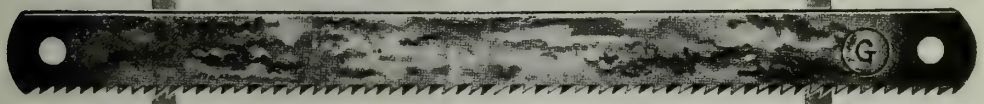
Winnipeg Toronto Montreal
London, England

GOODELL-PRATT

1500 GOOD TOOLS

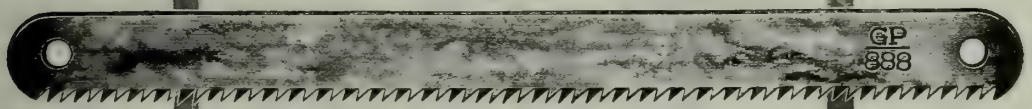
HACK SAWS

Famous for Temper and Cut

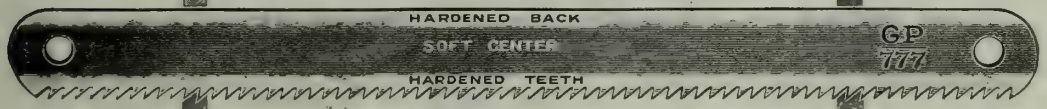


G Our Best Blade, 7 lengths, 3 pitches

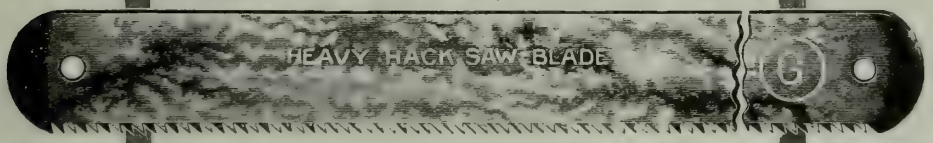
The standard of excellence of Goodell-Pratt Hack Saw Blades is known and recognized the world over. There is a Goodell-Pratt Hack Saw to meet every requirement.



GP 888 For General Use, 5 lengths, 2 pitches



GP 777 A Flexible Blade, 5 lengths, 2 pitches



No. 300—A Heavy Blade for Power Use. .035" thick.
No. 500—An extra Heavy Blade. .050" thick.

GOODELL-PRATT COMPANY

Toolsmiths

Greenfield, Mass., U. S. A.



PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - - - - ONTARIO



It's a Pink anyway you take it.

Make Money from Good Pumps---Profit

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.



Pumps for every use—hand or motor—force or lift—every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

The
R. McDougall Co., LIMITED
GALT, CANADA

The L. Martin Co. *Headquarters for*

GERMANTOWN LAMPBLACKS

IN

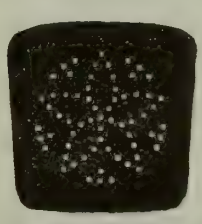
ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

Montreal Toronto
Philadelphia New York
Winnipeg
London, Eng.



J.E.B. Quality CO.

Ideal Veneer Chair Seats

Of all sizes and styles. Write for our Catalogue A.

J. E. Beauchamp & Co., Montreal

Agents at Vancouver, Winnipeg, Toronto, Quebec, St. John, New York

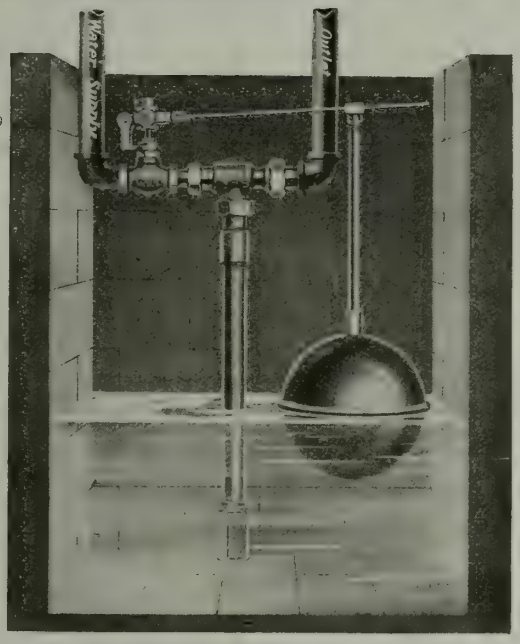
BIG

RESULTS

from small investments. Read Hardware & Metal's Want Ad. Page.

"MORRISON" AUTOMATIC CELLAR DRAINER

A simple, uncomplicated device that performs a necessary and useful service. Easy to install, requires no attention, nothing to get out of order, and possessing a greater lift than any other Cellar Drainer on the market to-day.



The trade is demanding this Cellar Drainer. The reputation of Morrison products and the Morrison guarantee back of it is its assurance of dependability. There are splendid profits in it and it's easy to sell. Write us for prices and particulars.

The James Morrison Brass Manufacturing Co., Limited

93-97 Adelaide Street West, TORONTO, Ontario

WANTED

Fall Orders for Hardware such as follows:

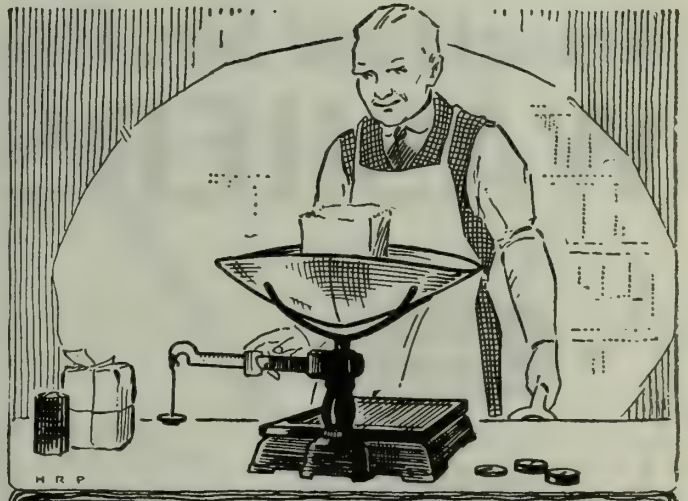
Snow Shovels,
Lanterns and Globes,
Weather Strip,
Axes, Mitts and Gloves

A good stock on hand, and orders promptly shipped.

Thos. Birkett & Son Co. Ltd.

Wholesale Hardware Merchants

Ottawa **Ontario**



Fairbanks Scales

For over 90 years Fairbanks Scales have been the World's Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Windsor, Winnipeg, Saskatoon, Calgary, Vancouver, Victoria.



TRADE WENTWORTH WELLWORTH MARK

SMOKERS TRAY

Made to Retail at 65c.

All Brass---Brush Brass Finish

OUR NEW CATALOG

Contains a Complete Line of Brass and Nickel-plated Goods.

Wentworth Mfg. Company, Limited
Hamilton Canada

Are You Ready

for good business

BOOK your orders NOW

for

White Spruce Butter Tubs
N.B. Egg Carriers
H.D. Egg Crates
Brooms and Brushes
Fruit Jars
Paper and Twines

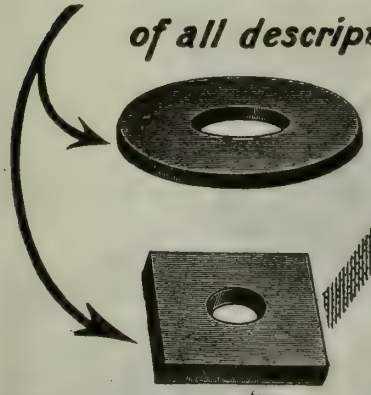
Walter Woods & Co.

Hamilton and Winnipeg

Wrought and Steel Plate

WASHERS

of all descriptions



Annealed Rivet Burrs, Felloe Plates. Sheared and Punched Plates.

Malleable Washers and Cast Iron Washers.

Round & Square Plain or Galvanized

Prompt Shipment

Wrought Washer Mfg. Company
Milwaukee, Wis.

Non-Poisonous Insecticides

Safety Efficiency Economy

KATAKILLA

The UNIVERSAL INSECTICIDE for use on FRUIT, FLOWERS, and VEGETABLES. A non-poisonous powder, readily soluble in cold water, cheap, efficient and effective.

"KŪR-MANGE"

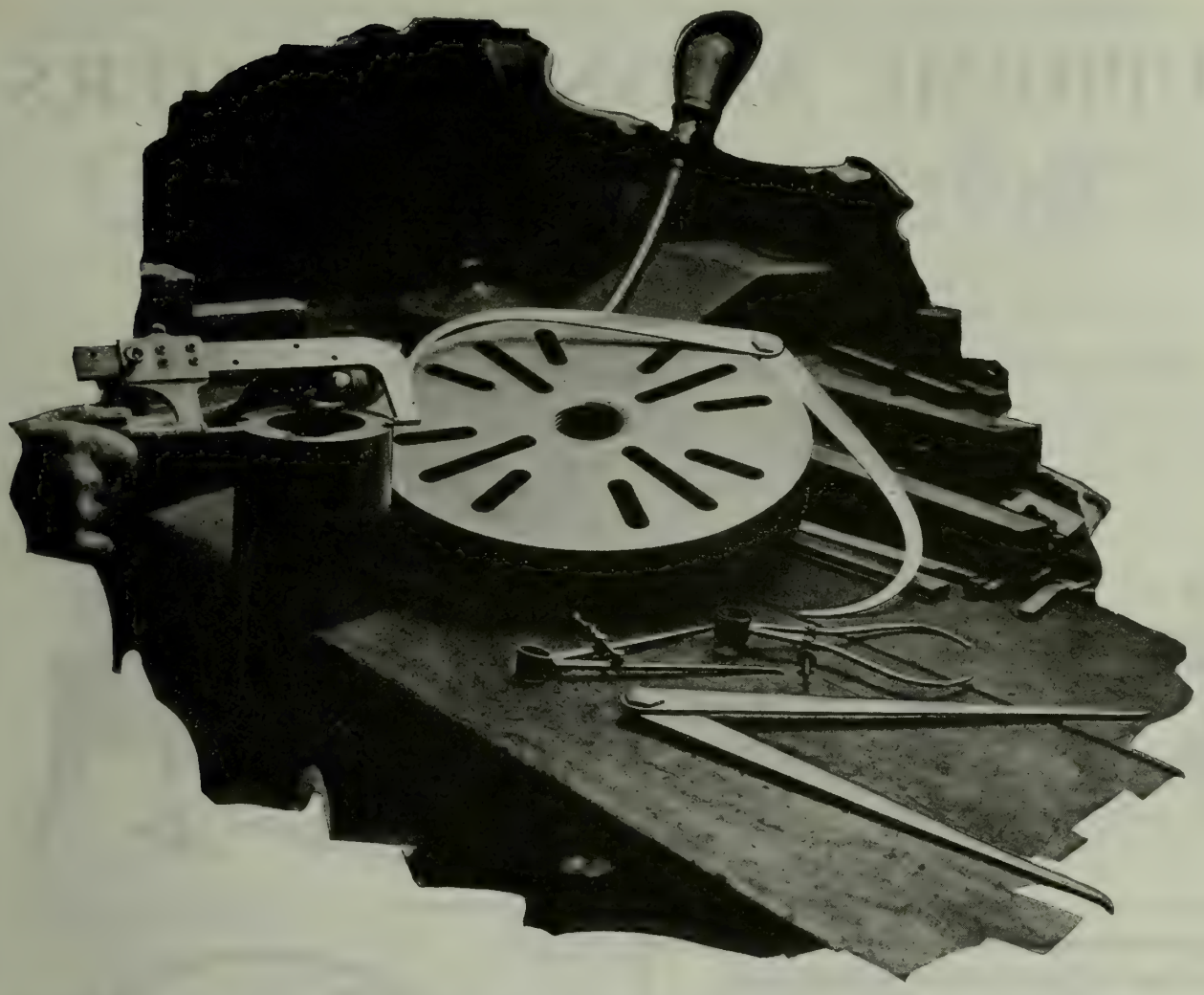
The approved Insecticide for use on Horses, Cattle, Dogs, etc. A certain cure for Parasitic Mange, Lice and other parasites. As supplied to the British Army.

Agents Wanted

Sole Manufacturers and Patentees:

MacDougall Brothers Ltd.

Port St., Manchester, Eng.



Not merely accurate tools but—

tools by which accuracy is determined or, in other words, tools that "check up" the accurate development of other work.

The L. S. Starrett Co. has built its reputation on this issue. That is why Starrett Tools to-day are recognized the world over as standard for accuracy. You can always depend upon Starrett micrometers, calipers, dividers, gages, squares, etc.

Write for our Catalog No. 21MA. It shows the complete Starrett line of fine precision tools and hack saws

The L. S. Starrett Company

42-871

The World's Greatest Toolmakers
Mfrs. of Hack Saws Unexcelled.

ATHOL, MASS.

STARRETT TOOLS

SUPREME AMONG WASHERS

The "1900" Complete Line Pays You Best

For over twenty years we have been making washing machines **exclusively.** The best types of washers have been developed and patented by us in this time.
Recently we have perfected two new models representing the highest development the Washing Machine has ever attained.

"1900" Cataract Electric Washer

These most modern washers, as well as the other various "1900" machines—the Gravity, Water Power and Gasoline Motor Washers—are sold everywhere through our extensive advertising, which is the largest publicity campaign conducted for washing machines in Canada. Inquiries in large numbers result from this advertising, and these inquiries are turned over to such "1900" Dealers as have proven their worth in their different territories.



"1900" Agitator Electric Washer

Is there a live "1900" Dealer in your district? Would you like to know more about the "1900" line?

If there is no one selling "1900" Washers in your territory there is a chance for you. Make use of it by writing to-day to the Wholesale Department.



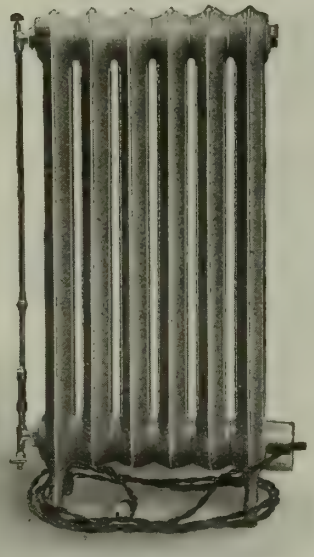
The "1900" Washer Company

357 Yonge Street
TORONTO

The Best in Electric Heating Appliances

Electric Steam Radiators

GUARANTEED AND APPROVED



Hydro Electric P. C. Approval No. 101.

Light steel construction, portable, economical, and handsome in appearance.

These radiators generate and distribute pure and healthful steam heat. More heat can be obtained from them than from any other electric heating device on the market consuming a corresponding amount of current. Water as a generator and radiator of heat is unsurpassed. Some of the best firms use our Radiators. They will please your customers.

WRITE US FOR INFORMATION AND TERMS

Rapid Radiators Limited,

196 King Street West
TORONTO

We aim to give the best possible in value and efficiency.



Show Her How to Mend It With Vol-Peek

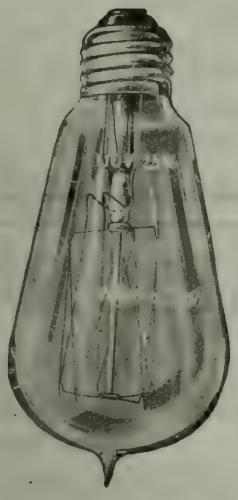
Leaky pots, pans, kettles, etc., can be made good as new in two minutes with Vol-Peek, and the cost is only half a cent a mend.

Every housewife needs a package of Vol-Peek. We help your sales by consumer advertising. And Vol-Peek is a good money-maker.

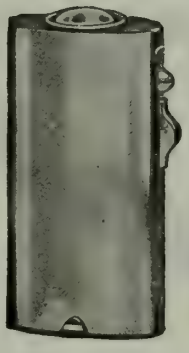
H. NAGLE & CO., BOX 2024, MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.

QUICK SELLERS

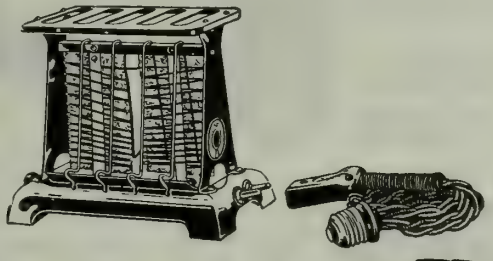






It is to your advantage to stock and sell only quality material. Goods of this kind are half sold when placed on your shelves, and the sale is made complete as soon as the goods are shown. Well made and well advertised goods will build up a reputation for you and will satisfy your customers—a point which will surely interest you.

We Suggest That You Stock The Following:





Northern Light Lamps
Edwards' Bells and Buzzers
Northern Dry Batteries
Northern Friction Tape
Northern Irons and Toasters
Flashlights, Bulbs and Batteries
Lamp Sockets
Electric Heaters

Our house nearest you can supply your requirements promptly. Write for further particulars and leaflet.

Northern Electric Company
LIMITED

Montreal	Toronto	Regina
Halifax	London	Calgary
Ottawa	Winnipeg	Vancouver

Build Up Your Business—

by handling the BEST.

MADE IN CANADA BY CANADIANS.

Sold All Over the World



ARROW HEAD SAWS

Write for Catalogue
T. F. SHURLY CO., LTD.
St. Catharines, Ont.

The Superiority of Pyrene Makes for Maximum Sales



Pyrene sales are high because Pyrene is the superior fire appliance and a necessity in every home, factory, vehicle and public building.

You can rid your customer of 99 per cent. of fire danger and make a profit on every Pyrene sale that will pay you handsomely.

Pyrene consumer advertising is helping you.

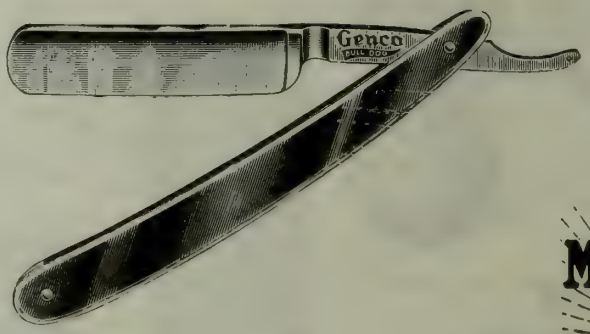
Your nearest jobber can supply you or write for literature.

Pyrene Mfg. Co. of Canada, Ltd.
3 St. Nicholas St., Montreal

Pyrene KILLS FIRE SAVES LIFE

THE "WANT AD" GETS WORK FOR WORKERS AND WORKERS FOR WORK

GENCO RAZORS



Another Mehasco Message 23

MEHASCO

We handle the Geneva Cutlery Company's Razors, the well-known, nationally advertised Genco line. With each Razor we give an absolute guarantee, and any user dissatisfied will have his razor replaced free of charge. We have them in different qualities that retail from $2.00 to $5.00 each. With a three dozen assortment we give a practical Razor Display Case. Write us for information on this proposition.

Merchants Hardware Specialties LIMITED

CALGARY, ALTA.

Indurated Ware

Far superior to metal and will last many times as long. Will not split, warp, crack or come apart. Eddy's washtubs, washboards, household pails, milk pails, butter tubs, cuspidors, etc., are made from this granite-like substance and will last indefinitely. Eddy's washtubs and pails will never show a leak—Eddy's butter tubs will never taint the product as wood is apt to do.

These goods being light, economical and practically unbreakable, are favorites in every home. Therefore, it will pay you to display them prominently in your store.

THE E. B. EDDY COMPANY, LIMITED

HULL CANADA

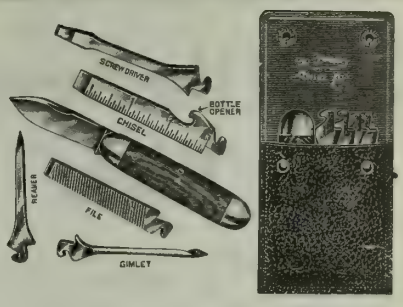
Makers of Canada's Famous Matches

Can You Imagine a Man or Boy

Who Wouldn't Like to Own This Kit?

No matter what a man's occupation may be, he will find daily use for the "So Handy" Pocket Knife Tool Kit. Autoist, Sportsman, Hunter, Farmer, Boy Scout—these, especially, will find it a pleasing and practical pocket companion. Excellent, too, for use around the home.
Outfit comprises a splendid Jack Knife with cocoa handle and an exceptionally good blade, and the following tools which can be instantly attached to the knife handle: File, Chisel, Reamer, Screw Driver, Bottle Opener, Gimlet and Rule, all made of high grade steel, carefully hardened and oil tempered.

The So Handy Kit is made in five styles. Jobbers—get posted about this good specialty.



RETAIL PRICE $1.50.

THE BRIDGEPORT HARDWARE MFG. CO. BRIDGEPORT, CONN., U.S.A.

PRESCOTT W. ROBINSON, Canadian Representative, 414 Drummond Building, Montreal

Refrigerators Screen Doors and Windows



We are arranging our shipments NOW for SPRING delivery.

By placing your order early in the Season it enables us to give you best possible service.

Write to-day for our catalogue and price list.

Our Refrigerators will add to your list of Satisfied Customers.

Sanderson-Harold Company Limited
PARIS, - ONT.



"TALLMAN'S SPECIAL" ARCTIC METAL

a medium-priced babbitt specially adapted for Saw Mill and Woodworking machinery.

Will remain cool under exceptionally high speed.

Its long life proves its efficiency.

Tallman Brass & Metal Co.
HAMILTON, ONT.

E. Roy,
65½ St. Andre St., Montreal, Que.

C. C. Cartwright,
85 Water St., Winnipeg, Man.



4 Good Reasons ---READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

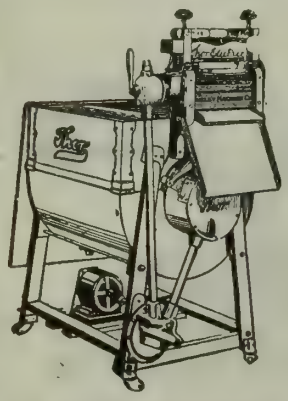
BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

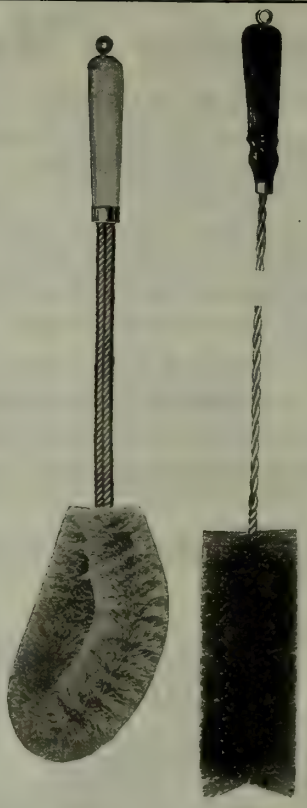
Start the New Year Right!

This year—promote prestige, profits and household economy with the THOR.

When a dependable product and a good dealer link up—backed by a reliable organization, Big Business is the ultimate result. The success of THOR dealers is proof.



Hurley Machine Company, Ltd.
413 Yonge Street
TORONTO



SANITARY TWISTED WIRE BRUSHES

of all kinds for HOUSEHOLD And Automobile Use

MOPS
DUSTERS
HAIR BROOMS
and
BRUSHES

Send for Catalogue and Prices

MANUFACTURERS *to* THE TRADE ONLY

Original Makers in Canada

Perfection Sanitary Brush Co.
1118 Queen St., West Toronto, Ont.
PHONE: PARKDALE 250

P X H
TRADE MARK

FILES

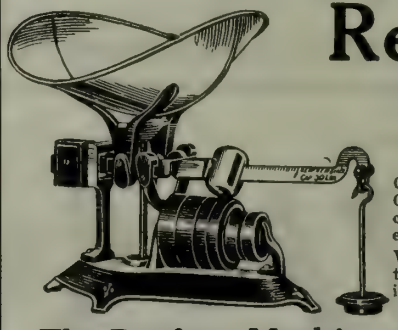
"They Cut Faster and Wear Longer"

Port Hope File Company
PORT HOPE, ONT.

IMPERIAL
TRADE MARK

Stirs up Business

Precious few housewives realize the many uses of an accurate scale in the kitchen—saving losses in careless weighing at butchers and grocers—weighing produce before marketing, weighing flour and other ingredients while baking, etc., etc., etc. It is surprising what a little bit of salesmanship and displaying will accomplish in stirring up big business in Renfrew Scales! The Renfrew is compact, handy, and stands hard knocks. It doesn't get out of order and always tells the truth. A Government inspector's certificate accompanies every Renfrew. These features make the Renfrew a lively seller these days. Push business with the



Renfrew
HOUSEHOLD SCALE

Capacity ½ oz. to 30 lbs. Government inspector's certificate accompanies every scale.

Write to-day for literature and attractive selling proposition to

The Renfrew Machinery Co., Limited
Head Office and Works, Renfrew, Ont.

Eastern Branch: Sussex, N.B.

Western Representatives: P. A. C. McIntyre & Co., 1206 McArthur Bldg., Winnipeg, Man.; Crandall Co., Ltd., Vancouver, B.C.

Our Other Lines: "Renfrew" Cream Separators; 2,000-lb. Farmers' Truck Scale, Tractors, Wood-Saws, Grain Grinders, etc.

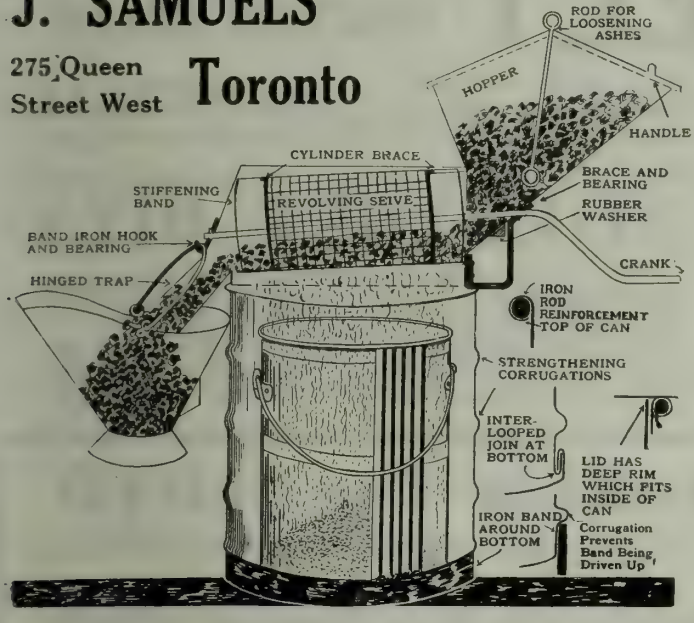
SAMUELS' "CANADA" Dustless ASH SIFTER

The **Samuels' Sifter** is the most improved type of ash sifter on the market to-day. It is the simplest and handiest device for the screening of ashes. Absolutely dust-proof, strong, durable and costs no more than any other sifter. Sold at a price to allow you a splendid profit.

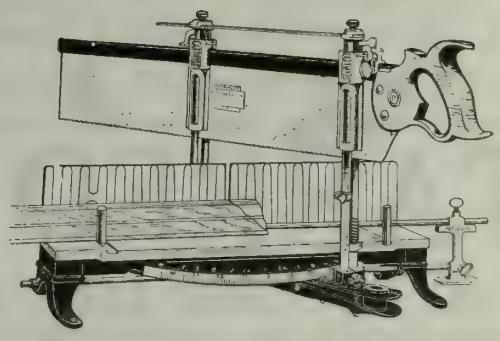
Write for particulars.

J. SAMUELS

275 Queen Street West **Toronto**



Stanley Tools



Stanley Mitre Boxes

MADE IN CANADA

Every mechanic that visits your store would be interested in a STANLEY MITRE BOX. They are strong, durable and accurate, and have a number of striking features that appeal to those who handle tools.

Note the Patented "Length Gauge," a new and particularly useful device.

Special circular upon request.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Sell Handles that are Most in Demand

STILL'S

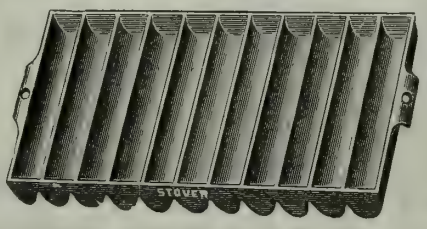
There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

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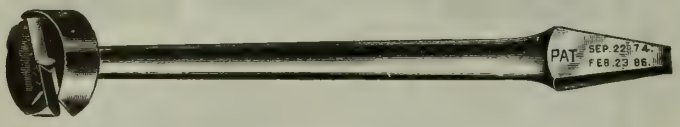
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MONTREAL

Western Representative:
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for 1919



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Gillette Safety Razor Co. of Canada, Limited

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"Member Audit Bureau Circulations."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXI. TORONTO, JANUARY 18, 1919 No. 3

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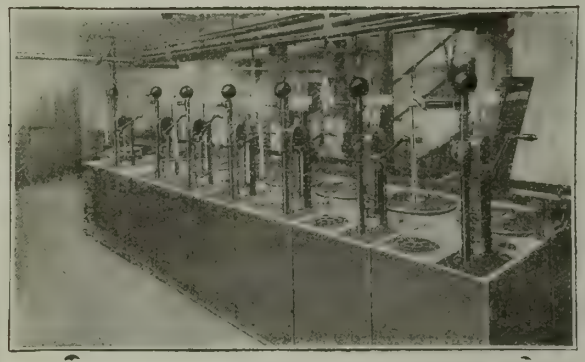


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HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 31 TORONTO, JANUARY 18, 1919. No. 3

Keep In Touch With Your Banker

Peleg Howland, President of the Imperial Bank, Discusses the Business Outlook—Big Problem For Coming Six Months Will Be to Meet Price Readjustments, He Says

ONE of the biggest problems merchants will have to face during the first six months is to meet the readjustment of values," said Peleg Howland, president of the Imperial Bank of Canada, and head of the hardware firm of H. S. Howland Sons & Company, Ltd., in discussing the business outlook with HARDWARE AND METAL. "Many people are holding off buying in the belief that prices will come down. Prices will come down, but reductions, it would seem to me with some exceptions, are going to be gradual rather than sudden, and in the meantime merchants must buy to take care of the business that offers.

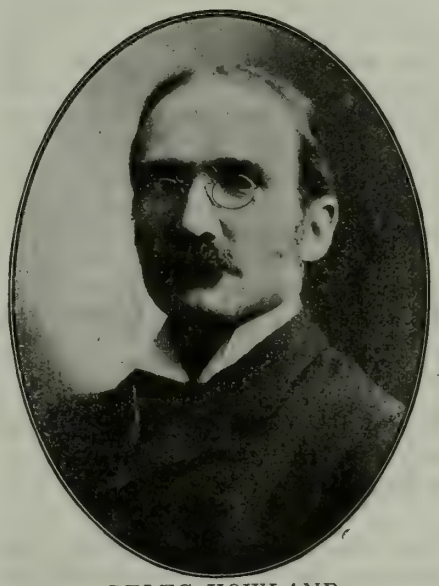
"Previous to the signing of the armistice I confess that I thought that when fighting ceased there would be a much greater disturbance in business affairs than actually occurred, and that we might have seen a panicky feeling follow that would have resulted in the offering of goods on hand at serious cuts, but fortunately this did not occur.

Looks for Good Business

"From what I see I expect there will be good business for at least some months. With such a large proportion of this country's effort during the past four years turned on producing the necessities of war there must be a shortage of many things which we from our standard of living consider essential needs. The farming community has prospered because of demand and high prices. The returned soldier is assured of his pay from three to six months after his discharge, and a proportion at least of those discharged from munition factories will find employment in producing the essential things referred to, and of which we are short, so that we may expect an expenditure in the more or less immediate future that will lead to a fairly large turnover of goods.

Cause Hesitation

"Were it not for the extremely high prices, which cause hesitation on the part of the buyer, and check enterprise, the country would soon be industrially at it hammer and tongs! When the happy condition will be reached when demand can be restrained no longer and prices will permit expansion on a reasonably sound basis it is impossible to determine, but it seems to me that it can only come after there has been a lowering of the scale of wages, which must naturally follow where there are more workers than work.



PELEG HOWLAND

President of the Imperial Bank of Canada and head of the hardware firm of H. S. Howland Sons and Company Limited, Toronto.

"It is very hard for those engaged in any kind of employment faced by the extremely high cost of living to bring themselves to a frame of mind to accept a lower rate of pay than now exists. They can, however, have the consolation that lower wages mean cheaper goods and cheaper living. The action of the law of supply and demand seems to me as certain on the market price of labor, be it manual or mental, as on any other commodity, and people should keep employed at what they can get rather than remain idle. Goods must be made at prices to suit demand, or competition and production will cease and lack of work increase. Anything that can be done by the newspapers to educate the public to the necessity of keeping at work for what can be got will help to prevent dissatisfaction and bring about early that condition where price and demand meet referred to above, and industrial activity results.

"I recognize that the business situation in Canada is on a pretty sound basis. What I mean by that is that the business community in general is solvent. This is especially true in regard to the hardware trade. Hardware men for some time past have been buying so as to take care of the needs of their customers and no more. Few retailers are heavily stocked. It is a good, safe, general policy to follow, and has done much to put the trade on the foundation on which it stands to-day. The merchants who continue to work along this line can make no mistake."

View on Credit

As to his views regarding credit, Mr. Howland stated: "Credit wisely granted always helps business. Doubtless no great hardship would be imposed on the community at present by adoption of the cash system of retailing goods. Whether it is the part of wisdom to generally adopt the system with the hope of maintaining it permanently is another matter.

"I am a great believer in the advantages to be derived from credit judiciously extended, in fact our whole economic system is based on credit, and probably its curtailment in one direction would lead to its expansion in another.

Should Be Limited

"Credit should of course be limited by the retailer to what his means permit. He should not give so much that his own credit would be affected thereby. There should be in every case a fixed time for the payment of goods sold on credit, and the customer should be led to understand that the terms of sale must be carried out and payment made on time. Nor should credit be given to those of whom the merchant has not a reasonable idea from what source they will be able to raise the funds for repayment.

Would Help Business

"If credit is granted by the retail merchant on the conditions I have named, I am of the opinion it must help to the expansion of his business and thus to his profit, for the production of his neighborhood must be assisted thereby. For instance by the use of tools for the cultivation of the land the comfort and welfare of the people increased, and thus their welfare was encouraged by house-

hold goods sold in that way. It is practically an axiom that obligations to be met tend to exertion and increased industry, all leading to prosperity and growing wants to be supplied through the merchant.

Must Use Judgment

"In considering what I have said, it must be borne in mind that some men are so constituted that they cannot give credit successfully. They either credit too freely or are poor collectors. In this case, cash I would say is the only system that would prevent failure, and if that system cannot, because of local conditions, be adopted, then a change of location or retirement from business are the only two alternatives. I may say, therefore, that I would be very sorry to see a general adoption of the cash system by the retail merchants of this country, as I feel it would result in an economic loss."

Favors Happy Medium

Asked what he thought of the policy many manufacturers are adopting in continuing standardization, which was to be put into effect as a war measure, Mr. Howland stated that he favored a happy medium.

"In some lines manufacturers seem to have run wild, and there has been little excuse for the turning out of so many sizes, styles and finishes. A reasonable curtailment of these without shortening up the supply of what is actually needed by the community must lead to some saving in the cost of production and of distribution, and one would naturally think eventually to increased consumption and in consequence an increased volume of business. Of course the extent to which standardization will be adhered to will be largely regulated by competition and the desire of manufacturers to cater to the ideas or whims of those they are endeavoring to please. Pressure of this kind will probably be resisted for only a limited period.

Consult Your Banker

"If I may venture on a word of advice to merchants, I would urge upon them during this period of more or less uncertainty to keep closely in touch with their bankers and consult them frequently on conditions and on their business policy. The advice of men trained to caution at this time cannot but be helpful to everyone engaged in business."

Goods Priced Too Low and Public Got Impression Quality Must Be Poor

Edmonton Hardware Firm's Interesting Experience With Line of Cutlery—Advanced the Price and the Goods Turned Over Rapidly

AN interesting experience which shows an attitude of the buying public that has been especially noticeable since the war, was that of the Sommerville Hardware Company, Limited, of Edmonton, during the holiday season. Three years ago the firm secured a large number of two-piece carving sets with the idea of making a Christmas special with them. A year ago they were put on at the bargain price of fifty-nine cents. The firm was somewhat surprised when the sales were almost negligible. During the Christmas season just passed the same sets were shown and marked at ninetyfive cents, and they sold very rapidly.

The manager believes that the first sale did not attract buyers because prospective purchasers imagined that if the sets were only worth 59 cents the quality must be very poor. There was not, it is stated, the slightest justification for this attitude.

Want Better Goods

The incident shows what many hardware firms have commented on, and that is that people who have been making more money are buying better goods than they ever did before.

The Sommerville companies report a holiday trade that was much better than a year ago, and that prospects for 1919 are very good. This is based to some extent upon the fact that farm lands have been changing hands very rapidly, not only in the vicinity of Edmonton but in the district to the South. This means that many new places must be outfitted, new buildings erected and so on. It is also apparent that a great deal of new land is being taken up and also that many of the farmers are planning improvements which will necessitate the purchase of hardware goods.

Stocking New Line

This year the firm sees an opening for extending its trade and is stocking blacksmithing supplies to a much greater extent than in former years.

The manager stated to HARDWARE AND METAL that the sales of skates have been fully fifty per cent. greater this season than last. He attributes this to the fact that as a result of the war being ended people feel more free to buy things that they did not care to purchase before, and also to the milder winter which has made people engage in skating more than they would if the temperature were low.

In 1919 the firm added to its stock a line of toboggans, skis and sleighs. This was a new line to most stores in the West as these sports are not engaged in nearly as much as in the East. The results, however, were so satisfactory that the firm plans to lay in a larger stock than ever to take care of its growing trade.

Showed Nice Increase

The cutlery department showed a nice increase in sales in all lines. This was especially noticeable in Community silver. The manager attributes this increase to a great extent to the special window displays that were made. Six patterns were displayed, and it was found that the window displays brought not only direct but immediate results.

As a result of milder weather than usual, stove sales were about the same as a year ago. The manager states, however, that without doubt the sales would have been much larger had the weather been really cold.

EXPORT RESTRICTIONS LIFTED

The British Government this week issued a general license for the exportation of the following goods to all non-European destinations:

Fuel economizers constructed of cast iron pipes used as auxiliary heating apparatus in connection with land or marine boilers; guttering, and cast-iron gutter and cast iron pipe fittings and connections; radiators, manufactures of cast-iron pipes; tin plates, terne plates; black plates, huts, wooden; mixtures and preparations containing not more than 10 per cent aniline color, not otherwise prohibited; phenalgin; boot polish; strapping, leather, for breeches; artists' water colors; floor cloth containing jute; the following lead manufactures: Metallic packing containing lead, printing type, coffin furniture, carriage furniture, lead capsules, lead scales, lead toys, lead weights for dressmaking; the following zinc manufactures: Zinc buttons and zinc stencils; advertising signs made of iron or steel plates or sheet steel; sheets, perforated; adhesive containing no more than 25 per cent. starch or other cereal substance; oilcloth, oilcloth baize, and imitation leather.

BRITISH TRADE FAIR

The Imperial Trade Commissioner in Canada and Newfoundland, G. T. Milne, has been advised by the Department of Overseas Trade in London, that the British Industries Fair, organized by the Imperial Board of Trade, will be held in London from February 24 to March 7 next.

About 600 firms will exhibit at the fair. These firms are manufacturers of the following goods: China and earthenware; glassware of all descriptions; paper, stationery and stationers' sundries; printing; fancy goods and travelling requisites; toys and sport goods.

The Department of Overseas Trade will have offices at the fair, admission to which is by card issued by the Imperial Board of Trade. The partners or buyers of Canadian firms who contemplate visiting the fair, will be furnished with cards of admission on application to G. T. Milne.

OFFERING $10 REWARD

The Canada Cycle and Motor Co., Ltd., Weston, Ont., is offering a reward of $10 for information that will lead to the recovery of tires stolen from a shipment made to a Toronto dealer recently.

Mail Order Firms May Be Taxed

Retail Merchants Will Urge Ontario Legislature at Coming Session to Assess Profits of the Big Stores—Would Use Figures Furnished By Railways and Express Companies as Basis For Getting at Percentage

DRASTIC action aimed to protect the merchants in small towns in Ontario against the encroachments of the big mail order houses will be asked for at the next session of the Legislature by the Ontario Retail Merchants' Association. The plan which is under discussion and which will likely be favored is to tax the mail order houses on the basis of the volume of business they do in each place. In order to arrive at this amount of business it is proposed to obtain the figures from the railway companies, the express offices and from the parcel post department. No recommendation in regard to the rate of assessment has as yet been made. This will probably be left over until it is seen what action the Ontario Legislature takes in regard to the proposal.

May Be Extended

There is every probability that if the Ontario Legislature takes action along the lines suggested that the Retail Merchants' Association of Canada will take the necessary steps to obtain similar taxation in each province.

If the situation in other provinces is anything like that in Ontario, at least what letters of merchants would indicate it is like, then the small town merchants are having troubles of their own. A great number of letters from all over Ontario have been received by the Ontario Association. Practically without exception they tell of the inroads the big department stores are making on the business in the small towns and they urge in no uncertain language that action be taken to tax the profits of the big firms.

Using Parcel Post

The point is also made that under the present system of parcel post the mail order houses have a tremendous advantage. It is suggested by some that regulations in connection with the parcel post system be modified so that the mail order houses cannot use them to the extent they do now.

Many of the merchants freely predict that unless something is done the country merchants will gradually be forced out of business.

It is rather a noticeable fact that hardwaremen do not appear to be suffering from mail order competition. Hardware and similar lines, it seems, is one field which the mail order houses have found it better to leave alone. There is no question about the fact, and it has been demonstrated time after time that the hardware merchant in any part of the country can not only undersell the mail order house, but can give more service in every way. The hardware men have gone after business aggressively and that is one thing the mail order houses cannot stand. It is a well known fact that the mail order firms seek out the towns where merchants do not advertise and then centre their efforts upon them.

Keen Business Men

Hardwaremen have not only been advertising and keeping up to date stocks, but they have been advertising the fact that they invite comparison on any and all occasions with the "catalogue." Prospective buyers have found after actual comparison with the hardware merchants' prices and those of the mail order firms that the home merchant was the cheaper, and often by quite a considerable amount. Not only this, but the home merchant was prepared to give them all kinds of service that the mail order houses would not attempt. For instance, a farmer living ten miles out in the country could come in and pick out a stove. The hardwareman's price was equal to and very often less than that of the mail order firm. The home merchant was handling a standard line of stoves, parts of which could always be replaced when necessary. The mail order stoves are often flimsily built affairs, bought in large quantities at the very lowest price and would not compare in quality with the standard stoves. The farmer could order his stove from the home merchant and the merchant would deliver it and set it up and see that everything was in good order. Nothing of this kind happens with the mail order firm. The farmer may drive in ten miles only to find that parts of the stove sent by the department store are missing. Even if the stove is all there, he has to lift it around and load it himself and then drive home and put it together as best he can.

Gets No Service

The point is he gets no service from the mail order house. In case he is not prepared to pay all cash for the stove the home merchant will always accommodate him. The mail order houses never do this. Unless cash is received with the order the goods are not shipped. Very often when the time comes, as it always does sooner or later, that new parts are needed, the mail order house cannot supply them. They have sold out that line of stoves and are handling some other specially ordered line. On more than one occasion people have bought goods from the pictures in the mail order catalogues and upon their arrival have found them very different from the descriptions.

Back of every article that leaves the hardwareman's store stands the merchant's guarantee. If it is not satisfactory he will make it so. These are a few of the reasons why the hardware men are not conspicuous among those who complain so bitterly about the inroads of the mail order firms.

Although they are not hit as hard by the mail order firms as many other retailers, the hardwaremen without doubt are prepared to stand behind other merchants and do their share toward securing legislation which would check the inroads the big city stores are making on country business.

Keenly Interested

In the meantime retailers all over the country are following with keen interest the action that is to be taken in Ontario.

The following editorial from the Owen Sound "Advertiser" may be said to sum up the views of the Ontario merchants.

Tax the Mail Order Houses

"The Ontario Government is considering placing a tax on mail order houses in order to protect the merchants in the smaller towns and cities against their competition. At a meeting of the Assessment Committee of the Legislature Mr. Proudfoot raised the question; and wholesalers present were unanimous in the opinion that the big departmental stores, through their mail order business, were driving the small merchants in the country towns out of business. They stated further that the postal service, by carrying parcels at a loss and paying for it out of the carrying of letters, was giving the mail order houses an unfair advantage.

"We hope the Government will act; it should have done so long ago. It has long been well known that the mail order octopus was crushing the life out of the country merchants, drawing, by its bait of attractive catalogues and tempting advertisements, business that should go to them. That the Government appears at last to be realizing that Toronto is not the whole province is a good sign.

"Mr. Proudfoot's suggestion was that the departmental stores should be taxed according to the business done in each municipality. The only objection raised to that plan was that it would be difficult to enforce; but we do not see where there would be much difficulty. The mail order houses know where their goods go; all that would be required would be a statement from them, giving the amount received from each municipality —which would involve a good deal of work, but presents no special difficulty.

The point raised regarding the operation of the parcel post should be looked into. Is there any reason why any service should be operated at a loss, and why the loss should be made up by persons who do not use it? Why should each department of the service not carry itself? It does not look fair to overcharge letter-writers for the benefit chiefly of institutions that are actually a detriment to the country at large.

"But the matter of postal rates is incidental; the main point of interest is action to loosen, if possible, the hold the mail order houses have gained on the business of the province at the expense of those to whom it should go."

STOVE MANUFACTURERS ASK FOR BETTER RATES

STOVE manufacturers from all parts of the Dominion held a two-day session at Montreal this week at which questions in connection with export business were considered and also selling policies. It was stated to HARDWARE AND METAL that prospects are good for overseas business and that a number of inquiries, some of them for large quantities of goods, have been received. In order to compete with American and other firms the stove manufacturers need better shipping rates and a committee was named which went to Ottawa and asked the Government to arrange for a rate between any Canadian ports and Liverpool that will be as low as that obtainable by American manufacturers. As far as stove prices are concerned it was stated that Canadian firms are now selling at from five to fifteen per cent. lower than American firms but unless the Government arranged for better transportation rates they would be handicapped.

The stove manufacturers have another question that needs settling shortly. This is a request from the molders' union for an increase in wages that approximates twenty-five per cent. This request was received but no action will be taken on it for thirty days pending the settlement of other business. The American stove manufacturers recently came to an agreement with the molders by which a ten per cent. increase in wages was granted.

SAYS NAILS AND WIRE LIKELY TO RULE STEADY

ONE of the largest makers of steel goods in Canada stated to HARDWARE AND METAL this week that there was every indication of nails and wire products holding steady for some months. At present, satisfactory deliveries are being maintained to the trade, but production costs were still high and delivery of raw material at this season of the year was always a difficult thing to maintain regularly. As a consequence of this and also in view of the fact that no surplus could be laid up during the progress of the war, there was little now in the way of overstock. "As a matter of fact," he said, "makers are booked for their output for several months ahead This has been brought about by the war conditions to a great extent.

"Export prices for nails and some other wire goods are in excess of the prices obtaining in this market now. Wire rods, from which nails are made, have not changed in price. There is no indication of any kind at this time pointing to a reduction of price, for the demand abroad is going to be very great and when transportation is available there will be a big movement to overseas points."

NEW PRICE NOT BASIS IN BIG STEEL ORDER

THERE seems to be a tendency in some very well-informed quarters to think that the U.S. Steel Corporation was rather premature in announcing a reduction in prices which included a three-cent base price for plate. To show that it does not control the situation it is worth noting that the biggest plate order sent from Canada since the war ceased, that for seventy-six boilers for the Fabricated Ship Corporation, was placed inside the last week or so at a base price of 3.75, which is well in advance not only of the Steel Corporation cut price, but of the fixed price of 3.25 that ruled during the life of the U.S. War Industries Board. Certain it is that the three-cent price has not stimulated business.

Other lines continue to make concessions in prices. Sheets, for instance, are at a seven-cent mark from the warehouses. Sheet mills, both in U.S. and Canada, are out looking for business. Many mills were taken off sheets during the war, and are now returning from the rolling of plate or other war material. Their books are empty and any business offering is keenly pursued.

The Canadian Government railways are sending out specifications for considerable business in the way of supplies for the railway shops.

BIG SEASON EXPECTED FOR MADE-UP FENCING

THE demand for manufactured fencing has been developing very satisfactorily in the past few weeks and orders, it is stated, have been coming in most satisfactorily. This is accounted for, in part, because of the manufacturer's confidence regarding the future of the market. He has, in some cases, at least, gone to the extent, it is stated, of guaranteeing prices for some time. The retailer is therefore taking no chance and realizing the need of having stocks available at an early date. Some have stated clearly that they want shipment made early, so that they will be in a position to supply customers' needs on short notice.

EARLIER CLOSING IS ASKED IN TWO PROVINCES

CONSIDERABLE impetus may be given to the movement for early closing as a result of the activities of the Retail Merchants' Association in Ontario and Quebec. At the coming session of the Ontario Legislature, very largely signed petitions will be presented by the grocers' branch of the organization, asking that the closing hour be made seven o'clock. The Retail Merchants' Association will ask the Quebec Government and the Montreal city council to pass a by-law requiring all retail stores in the city of Montreal to close four times a week at seven o'clock. A great many hardware firms have expressed a desire for early closing and some general move in this direction may be made.

ALBERTA RETAILERS WANT FACTORY ACT MODIFIED

ALBERTA retailers will make strong representations to the Provincial Legislature at its next sessions to have the "Factory Act" altered. It is stated, that as it stands at present the act discriminates against the larger stores, as small stores are permitted to remain open while more important places of business, which have to employ outside help, must close. Hardware firms, it is stated, are actively engaged with other retailers in endeavoring to have the legislation adjusted as soon as possible.

THE CHRISTMAS WINDOW CONTEST.

The results of the Christmas Window Contest conducted by HARDWARE AND METAL *will be announced next week. Photographs were received from hardware men all over the Dominion and the keenest interest was taken in the competition. The photos show that some unusually fine Christmas window displays were made and comments made by the various firms indicate that this year's holiday trade was one of the best on record. All agree that the window displays were a big factor in bringing people into the stores in crowds and in making possible the big turnovers that were made.*

Results are always the best test of any window display, and the firms who entered windows in HARDWARE AND METAL'S *contest are more than satisfied. Among so many window displays and such attractive arrangements the judges had the greatest difficulty in making awards.*

WILL LIKELY CONSIDER MUNICIPAL TELEPHONES

THE question of installing a municipal telephone system to be operated by the Public Utilities Commissioners in connection with the Hydro section of that board will likely be considered in London, Ont., very shortly. This move has been made, it is stated, as a result of the Bell Telephone Company not only increasing certain service charges since the war commenced, but intimating that other charges are likely to be increased. The investigation at Ottawa in connection with the request of the Bell Telephone Company to increase its rates all over Canada is being followed by business men with considerable interest and the communications that have been received from various business organizations and from municipalities indicate that many people are anything but satisfied with the service they have been getting. The Telephone Company argues that owing to increased costs of materials and increased wages its request to advance its charges is fully justified.

EXPORT BUSINESS MAY AFFECT CORDAGE PRICES

PRICES on first class manila cordage are now back pretty well to where they were in January, 1917, and in spite of the reductions that took place recently, the manufacturers are expecting a good business this year. Sisal cordage so far has been reduced only two cents per pound. Binder twine of all grades has only been reduced a cent and a half from the prices that ruled during the season of 1918. Some firms are watching the situation in regard to securing export business with much attention and the fact that the United States War Trade Board may grant manufacturers licenses to ship abroad twenty million pounds of binder twine is a factor that may tend to keep prices firm. Recent advices from London, England, state, that while business is comparatively quiet at present a large demand must inevitably develop. As far as the Canadian trade is concerned a good volume of business at the new prices is reported.

BIG TURPENTINE DEMAND FROM SOUTH AMERICA

LATEST reports from the South in regard to turpentine are as follows: Dealers report foreign trade opening up in various directions this month in turpentine with facilities better for the movement of the latter commodity. Good sales to South America were reported during the current week, aggregating several thousand barrels. The shipping situation will steadily improve and before spring a pronounced change will probably have come in that respect. As stated on several occasions, the shipments out of the United States next four or five months will be greatly in excess of production, so that visible supplies in this country will get down to very small proportions compared with what they are normally, giving additional strength to the situation for the coming year when production is expected by experienced observers to fall below consumption.

NATURAL GAS SCARCITY BOOSTS SALE OF STOVES

SALES of stoves in many districts of Ontario received a big boost this week by the action of the natural gas companies in advertising extensively and urging consumers to go as light as possible on the gas in order that the supplies should not give out. In several instances, it is stated, the supplies came so close to giving out, especially during the cold snap in the early part of the week, that many persons hurried to purchase stoves. At Aylmer, Ontario, stove dealers made record sales for a few days and at many other points a much larger business was done than usual.

Store Founder Insisted on Plain Cards

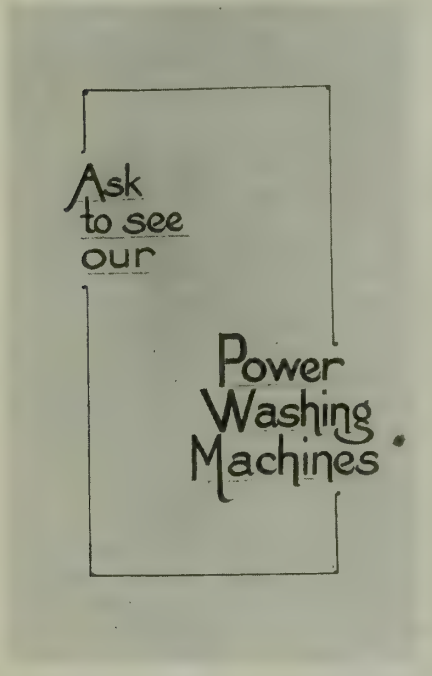
Could Not Read the Small Lettering and Decided to Have Bold Type—Uniform Style of Letter and Numeral Gradually Adopted—Illustrations Show This Style

One of a series by R. T. D. EDWARDS

THE system used in one of Canada's big stores for putting show cards on their goods is a very interesting one indeed and is sure to be beneficial to the smaller merchant.

We will first state how this store came to adopt its present system of plainly-printed uniform style show cards.

The founder of it was one day viewing their show windows. On one neatly-trimmed merchandise display was a show card neatly lettered with small type. The man's eyesight being slightly defective he could not make out what was printed on the card. The result was that an order was passed that all cards, whether in the show windows, or for interior use, must be lettered with a



bold type so that all customers might be able to read them easily.

Uniform Style Adopted

A system was gradually worked out and the result was that a uniform type of letter and numeral was adopted—a style that was applicable to hand or machine printing.

The style adopted was a square-faced Gothic, a style which the cardwriter could form by using the brush stroke method (we might say here that the brush stroke method of forming letters is the only way to turn out show cards quickly, and it is being taught and used by all the foremost schools and cardwriters). The next thing to standardize in this store was the sizes of the cards. Each card had to have a ruled border. Then a range of prices was selected, suitable to the prices of the merchandise in the various departments, from one cent upwards and many of each price and size were printed.

A large sliding door cabinet was built with shelving suitable to the various card sizes. The cards were placed in it in numeral order on their edges, this making it easy to obtain the desired price card. Sale cards, Friday bargain cards, "As Advertised" cards, etc., were all arranged in this manner.

One great feature in this company's system of show carding the store is a hard and fast rule that all cards belonging to a sale or season of the year must be taken down on a given night and replaced by the uniform white card with black printing. For instance, the day following Christmas all cards with Christmas designs are to be discarded or at the end of the semi-annual sale all sale cards must be dispensed with on a given date. This system can be worked out in the small store just the same. Don't allow Christmas cards to remain up after Christmas. It looks just as bad on the part of the store management as if "Friday Bargain" cards were left up on Saturday.

This "big store" example is not given as one to be followed minutely by the small store cardwriter, but many things can be gleaned from it that will be very helpful. For instance, many cards can be worked up ahead of time; borders can be ruled, standard prices can be made up by hand and filed away for busy seasons. The style of letter can be made uniform whether a heavy "Gothic" or a neat "Roman" be used. The color and sizes of the card should be standardized. This rule of course would vary for special sale purposes or at "opening" times.

Samples of This Store's Cards

The two styles of show cards demonstrated give a fair idea of the class of work used in the windows of the big store above mentioned. They are good readable cards. The type is plain, the layout neat and not elaborate, yet when you see either of these styles used in a couple of dozen windows all at one time the effect is good. The same form of lettering has been used for years and in all probability will be used for years to come. It is a part of the policy of the store.

The cards are white with black letters. The underlining is red. The shading on the one card can be done in any shade to suit the window trim.



POSITION WANTED

I want a place in your store.
I will be one of your greatest workers.
I will get new business for you every day.
I will always be on the job.
I will be on hand before the store opens in the morning.
I will stay and work for you after all others have gone.
I will always be enthusiastic about you.
I will tell everybody about you and your merchandise.
I will increase your efficiency many times.
I won't ask you for a cent of salary.
I am absolutely necessary to your business.
I am the WINDOW CARD.

QUEBEC OIL MEN CONVENE

The Quebec sales staff of the Imperial Oil Company, Ltd., met in convention at the Ritz-Carlton Hotel in Montreal under the chairmanship of the Montreal manager, W. W. Oswald. Between 25 and 30 men were in attendance, and the year just passed was reviewed carefully and plans made for the business of 1919. An excellent spirit was manifest throughout, and three full days were assigned the various topics which were considered. The salesmen then left for their territories, and prospects for 1919 as outlined to HARDWARE AND METAL indicate that the future promises well.

Accessory Sales Growing Rapidly

Service and Reliability, Backed by Newspaper and Attractive Window Displays, Given as Reasons For Splendid Success of Accessory Department by Winnipeg Firm—Will Extend Newspaper Advertising This Year

"OUR sales of auto accessories were easily one hundred per cent. greater than in 1917," said the manager of the accessory department of the J. H. Ashdown Hardware Co., Limited, Winnipeg, to HARDWARE AND METAL. "We are hoping to maintain this rate of increase for 1919 or perhaps increase it. Our policy has been to carry a complete and reliable line of auto supplies suitable for all cars. We aim to give the highest possible service to our customers and our stock in especially selected with regard to reliability. Any lines that are found to be unreliable are promptly dropped. By living up to this policy we have won the confidence of our customers. We are trusted and considered most dependable by all our customers, and this has been a big factor in the rapid development of our accessories department.

Has Grown Steadily

"This is our fourth year in handling accessories. In 1916 we carried only a very small stock. We were satisfied that there was room for development and in 1917 we not only doubled our stock, but doubled our business. In 1918 we considered that our stock of accessories was the most complete in Western Canada."

The Ashdown Company has gone after the accessory business aggressively. Besides carrying a complete stock of goods it has them arranged attractively. The firm is not afraid to use advertising space at any time in connection with its business, and this has helped the growth of the accessory department. The firm has realized also the value of backing up its newspaper advertisements with attractive window displays. As may be seen by the accompanying illustration the window display of auto accessories is not only striking, but it is convincing.

Helps Boost Sales

As stated above the basic principle behind the entire department is reliability and service. Note how this is carried out even in the window displays. "700 miles guaranteed," is a statement that might mean nothing in some windows. The fact that the tire shown is known by any auto owner to be a reliable one lends weight to the firm's guarantee, and when the car owner knows by experience that the Ashdown Company is prepared to make good its guarantees that confidence is established which enables a firm to double its business. "Visit Our Accessory Department" and "The Most Complete Stock in the City" are invitations that are more than likely to be accepted not only by prospective new customers in the city, but also by visitors from outside points who may be attracted by the window display.

Up to the present time the firm has been advertising on auto supplies alone only once or twice a month.

"We intend to advertise every Saturday in future in what we regard as the best paper in the city for that purpose," said the manager. "We will continue the same policy as before in regard to window displays, that is, we will back up our advertisements by attractively arranged windows."

The illustration in the adjoining column shows the type of advertisement the Ashdown Company has been using. The reproduction is one half of the size of the original advertisement. It is of interest to note that each of the firm's advertisement contains illustrations, and that all prices are given in prominent figures. The firm always aims to keep its advertisements seasonable, and this greatly increases their pulling power and general interest for auto owners.

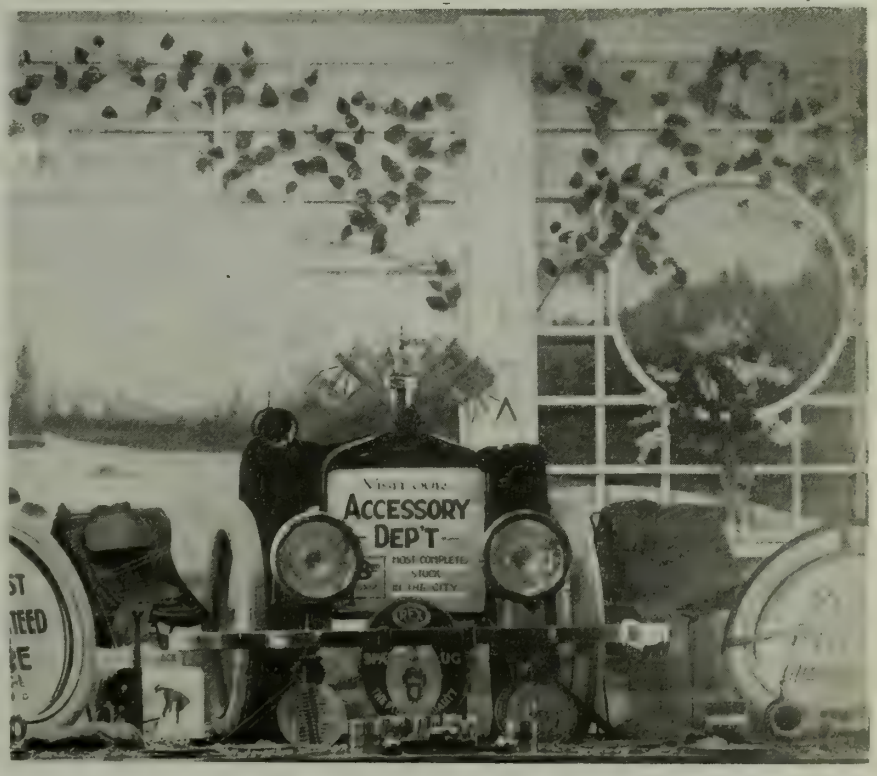


Special advertising for the accessory department and always of a seasonable character is a feature of Ashdowns sales methods.

IF I SOLD HARDWARE

I would arrange a display to show the economy of sharp cutlery. I would show the jagged slices of bread cut with a dull knife, and clean slices cut with a sharp knife.

The same contrast could easily and effectively be visualized with meat, tomatoes, and similar foods. And I might not only display cutlery, but also devices for sharpening cutlery.—Hinton Gilmore, in "System."



Window displays have been a big factor in the development of the Ashdown Companys accessory business. The use of show-cards adds to the effectiveness of the display.

EDITORIAL COMMENT

IT PAYS TO ADVERTISE

THE statement in last week's issue of HARDWARE AND METAL from Windsor, Ontario, that the *Border Cities Star* has decided to open its columns to Detroit firms has an angle that is of interest to all retailers. The *Star* was purchased by its present owner after the merchants agreed to do a certain amount of advertising. On his part, the owner of the newspaper agreed to cut out all Detroit advertising. Just what this means may be gathered from the fact that Border Cities' firms were making a fight to prevent more than three million dollars going across the river annually into the pockets of Detroit merchants. The owner of the paper claims that the merchants have not given him the support they promised and have not advertised as they agreed to. Similar complaints have been made from time to time by the owners of papers in Canadian towns when they opened their columns to mail order houses. Newspapers are a business proposition and it takes a lot of money to operate many of them. The papers have a duty to perform not only to the public, but to the merchants. On the other hand, the merchants of a town have a decided obligation toward the home newspaper. It is entitled to their support and firms who fail to use space are not working either in their own interests nor those of the community. This policy of not advertising by home merchants is to blame perhaps in a very large way for the big development of the mail order firms. There are two noticeable facts in connection with the hardware trade at the present time. One is that the business was never on a more sound basis and the other is that hardware firms were never doing so much advertising. It is encouraging to know also, from the managers of many hardware firms, that they have found advertising so successful that they are planning to increase their space. This does not mean that they have been using too little space in the past, but rather that their business has grown so steadily as a result of their efforts that they feel fully justified in taking more.

SHIPMENTS HELD UP

BECAUSE British and French ports are at present so congested that it is impossible to handle the volume of traffic the Canadian Railway Board has issued orders which will hold up all shipments for these points. There is now sufficient freight at Halifax and St. John to fill every boat which will leave in January and other shipments have been piling in on top of these. Until the Government order became effective shipments were moving overseas at the rate of half a million tons a month. The length of time the embargo will be effective is at present decidedly indefinite and will result in huge quantities of goods being held by Canadian firms in order that the terminals may not become congested also. In the meantime, Canadian manufacturers are perfecting organization for securing all the export business possible. The group plan is being worked out and manufacturers wishing to ship various lines will centre their efforts along co-operative lines. In a large number of instances credits will have to be arranged and the Government is arranging to look after this end of the business. At the present time, it is stated, prospects are bright for Canadian firms securing some excellent orders.

FUEL OF THE FUTURE

THE fact that the Province of Alberta possesses 88 per cent. of the coal deposits of Canada, and that at the present rate of consumption the anthracite supplies of the United States will be exhausted in less than a century, has resulted in considerable attention being given to the economic utilization of Western Canada fuel by the Research Council of the Dominion Government. Although no plant has yet produced lignite on a commercial scale, the Dominion Government has appropriated $200,000 for this purpose, and this is to be supplemented by the Governments of Manitoba and Saskatchewan by $100,000 each. An estimate of the total coal in Western Canada is 1,193,774,342,000 tons, most of which is lignite.

STEADILY GROWING FIELD

THAT there is over 2,000,000 horse-power of electrical energy generated in Canada is demonstrated in the report on Electric Generation and Distribution in Canada about to be issued by the Commission of Conservation. Two of the principal points brought out are the large part water-power plays in the production of electricity and the fact that over three times as much power is produced by privately-owned plants as by those publicly owned.

There is a big demand for more electric power in all parts of the country and the sale of electric labor-saving devices is increasing at a rapid rate. While there are big openings in this business for hardware men, it is an ever-widening field and one that might be cultivated with profit.

THE EXPORT SITUATION

AS stated in previous issues of HARDWARE AND METAL, while considerable export business may develop for Canada with some European countries it will be the policy of each country to provide everything possible at home. This will not only keep debts as low as possible, but will provide much needed employment for men who have been in the army. Canada's opportunity will come in providing raw materials of which these countries are short, tools and food, until those who lost so much in the war are again on a self-sustaining basis. England is turning from a war basis to a peace footing with a rapidity that is astonishing many of her commercial competitors. Already, it is stated, she has secured in the face of the keenest competition a number of large and important orders. France is following in the same line. The vast arsenal of Roanne will be devoted to the rebuilding of old and the construction of new railway material. The factories at Bourges, which have been devoted to the manufacture of explosives, will now be utilized for the manufacture of chemical fertilizers. Shops which have been working in wood for aviation will hereafter manufacture windows, doors, and parts of all sorts for the construction of houses in the invaded regions. Other works will manufacture the metal parts entering into this sort of construction.

THE RETAILERS' SATISFACTORY POSITION

AFTER four years of war and all the hardships that war conditions entailed, the retail merchant is in the most satisfactory position that he has ever been. Henry Detchon, secretary of the Credit Men's Association, in a recent address stated that the Association had reports, complete in every detail, on every retail merchant in Canada. These records show every amount that is owing, every amount that is overdue and how payments are being met, and Mr. Detchon states that there never was a time when conditions were so favorable.

"A great many merchants," he stated, "who three or four years ago found it necessary to take long credit terms, are now taking their cash discounts. When a merchant gets into that position, he can assuredly be assigned to the prosperous class."

THOSE little things which a clerk does without hope of reward quite often determine his salary for the coming year.

WHAT OTHER EDITORS SAY

EACH individual citizen has a duty to perform regarding repatriation. First of all, he must think of repatriation as something in which he is personally interested, and toward which his way of thinking will assist. He must discover means of co-operating with other citizens in facilitating the return of our soldiers and war workers to civil life. He must consider how he can readjust himself or his business to conform to any change in industrial conditions. He must have confidence in himself and the resources of Canada to absorb our returning citizens. —London *Advertiser.*

IT is a bad thing to "make business" by making articles that serve no use. To waste material is as bad as to waste food. It is even worse, for we raise food every year. But who can create iron or coal? And it takes a generation to develop a forest. We have placed many of the "non-essentials" under control. Some of them ought never to come back. The only way to prevent it is ot create so many new and useful industries that other kinds will have no place. A business that makes nothing but money is a poor kind of business. Every business ought to contribute to the daily progress of the world. I would rather hear that a man made a million blows than that he made a million dollars.—Henry Ford in his new paper, the Dearborn *Independent.*

IF those firms that can reduce prices without sacrificing reasonable profits will hasten to do so, accepting for the time being a lower rate of return, the wholesome and necessary process of deflation will be set in motion. Labor will not object to reduction in pay if the purchasing power of the dollar is increased and the standard living is not threatened. Actual, not nominal, wages determine the wage-worker's standard of living. Far-sighted and broad-minded corporations will reduce prices to a point that will eliminate not fair and reasonable profits, but "profiteering." —Chicago *Daily News.*

ADVERTISING, like any other commodity, can at once become an asset or a liability. Advertising to be of value must first establish and receive confidence, then it becomes an asset. The liability is immediately created when advertising mis-states facts and thereby establishes mistrust and uncertainty; it is to be hoped that the work of the Associated Advertising Clubs of the World, by its war on fake advertising, will be able to create such laws and conditions that advertising of the future will be a dependable medium always truthfully stating indisputable facts.—*American Artisan and Hardware Record.*

BRIGHTEN up, boys, brighten up. The boss of to-day though actually the same man is not in the same frame of mind as the boss of yesterday.

No man can rise in the ranks if he refuses to look into his employer's welfare. Living for self, working for self is not the thing. The biggest men in the world to-day are those fellows who walked the ladder rung by rung with their employers. The employer of labor who sees the employee's interest in his work will not forget when handing out bouquets. When an employee gets the big head and believes that the works cannot go on without him, the sooner he resigns the better for himself and all concerned. He might be fired if he remains.—Sarnia *Canadian Observer.*

THERE is a growing feeling throughout the country that the whole question of taxation by a tariff system should be taken out of politics and administered by an independent commission. Heretofore our tariffs have been framed by the Manufacturers' Association, by which both the old line political parties have been controlled. Now the demands of the Western Provinces and of the United Farmers of Ontario are such that the party leaders are hardly prepared to face the situation. An unbiased and competent commission could frame a more equitable tariff pclicy than any of the political parties have done.—Forest *Free Press.*

EVENTS IN THE TRADE

Business Changes

Westboro, Ont.—H. A. Stinson, hardware, has sold to J. Weatherall.

Lougheed, Alberta.—Kirkman & Coleman have purchased the hardware business of McClure & Graham.

Personals

A. Danielson has joined the staff of Grant & Sons, hardware, Galahad, Alta.

C. E. Houlding, of Saskatoon, spent the week in Winnipeg on business.

J. Buller, of Gendreau & Buller, Lampman, spent a few days in Winnipeg on business this week.

Walter Street, Amisk, Saskatchewan, has purchased the implement business of A. M. West, at Hughenden, Alta.

S. W. Smith, manager Toronto branch Brandram-Henderson Ltd., spent a couple of days in Collingwood last week.

Major C. O. Fairbank, of the hardware firm of Van Tuyl & Fairbank, Petrolea, Ont., has been elected mayor of the town.

M. J. Beatty, of Beatty Bros., Limited, Fergus, Ont., plans to leave about the end of January to attend the Fair at Lyons, France.

D. L. Henderson, until recently with the Collingwood Hardware Company, Collingwood, Ont., this week joined the sales staff of the Aikenhead Hardware Limited, Toronto.

R. Bennett, recently with J. Yolles, stove and furniture dealer, Toronto, has joined the sales staff of the Hamilton Stove and Heater Company, of Hamilton, Ont.

L. C. Stewart, Halifax, N.S., one of the directors of Brandram-Henderson Ltd., Montreal and branches, was a visitor at the Toronto offices of the company this week.

Russell Creighton, who has been a salesman in R. J. Walkem's hardware store at Tottenham, Ont., for two years, has taken a position as travelling salesman with the International Harvester Company.

Fire Losses

The Horwood Glass Mfg. Co., Ottawa, sustained a small loss by fire.

The stock of the McClary Mfg. Co. was damaged by smoke and water during a big fire in adjoining premises at Montreal.

The hardware store of George D. McCash, at Brock, Saskatchewan, was completely destroyed in a fire which swept the business section of the town. The loss of Mr. McCash is estimated at $10,000.

Fire which is believed to have originated from a leaky lamp destroyed the hardware store of James Montjoy at Chauvin, Alta. The fire reached a keg of powder which exploded and the flames spread through the whole building in a few minutes. The loss of $5,000 is partially covered by insurance.

Kingston Hardware Man Selected as Chairman

Percy B. Chown, of the hardware firm of A. Chown & Company, Kingston, Ont., has been honored by not only being re-



PERCY B. CHOWN
of Kingston who was appointed Chairman of the city Fire Committee.

elected for a third term, as alderman for Victoria Ward, but as chairman of the Fire and Light Committee. Although a busy man, Mr. Chown has found time to devote to the interests of the city, and during his term in the council has worked hard. Prior to entering the the City Council he served for many years on the Board of Education, and was chairman of the Property Committee.

Frederick Simmons, another Kingston hardwareman, who was re-elected as an

to our customers and our stock is espe-

and Light Committee.

Obituary

Arthur P. Leonard, of Weyburn, Sask., travelling salesman for the Rumely Machine Company, died from pneumonia, which followed a short illness with influenza.

The death occurred at St. Charles River, Richelieu, Quebec, of Oza Bayard, tinsmith.

Julius E. Waterous, one of the founders of the Waterous Engine Company of Brantford, died on Saturday last.

William Branan, of Melfort, Sask., agent for the John Deere Implement Co., died from influenza. He was a native of Strathroy, Ont.

Frederick T. Hoskin, for forty years in the tinsmithing business at Strathroy, Ont., died as a result of a fall in which he fractured his hip. He was in his 91st year and prior to going to Strathroy resided at Bowmanville.

George L. Gillies, hardware dealer, Highgate, Ont., while on his wedding trip was stricken with pneumonia and died in Grace Hospital, Detroit. Mrs. Gillies is still very ill with influenza.

Trade Notes

The National Fuse Company, 144 York St., Hamilton, Ont., manufacturers of electrical appliances, has changed its name to the Equator Manufacturing Company.

The Stevens-Hepner Company, Limited, of Port Elgin, Ontario, has been granted permission to increase its capital stock from $150,000 to $500,000.

The Canadian Accessories Company, S. Coll, Daniel Leitch, and Thomas Shipping, have commenced business at Ridgetown, Ont.

The Dominion Linseed Oil Company, Ltd., manufacturers of Livingston Brand Linseed Oil, with factories at Baden, Ont., and Montreal, have opened a factory at St. Boniface, Manitoba, with a view to looking after the Western and Pacific Coast trade. Mr. H. P. Livingston, general manager of the company, has been in Winnipeg for some time, directing the installation of this new plant, which is now running, and ready for business.

Montreal News

Maurice Wheeler, of Sargent & Co., was in Montreal this week.

George Shaw, of the Millers Falls Co., was in Montreal this week.

T. L. Hopkins, of the Stevens Arms Co., was in Montreal during the week.

Mr. McIntyre, of McIntyre and Taylor, Toronto, was a Montreal visitor this week.

Among those attending the sales convention of Lewis Bros., Limited, in Montreal, was Douglas Carter, a former tra-

veller for this firm, but who is now in Picton, being associated with Carter Bros., retail hardware.

T. B. Hinchman, of the John H. Graham Co., New York, was a Montreal visitor.

Richardson and Bureau have recently been appointed the Montreal selling agents for the Clipper Tool Co., Buffalo, New York.

H. T. Meldrum, of the H. T. Meldrum Co., addressed the Montreal electrical men at their luncheon on Wednesday on "Trade Opportunities."

F. J. Macdonell, eastern representative for the Victor Saw Works, Ltd., Hamilton, was a caller at the Montreal office of HARDWARE AND METAL.

At the annual meeting of the Canadian Paint, Oil and Varnish Association, Walter B. Ramsay was nominated as a candidate to the council of the Montreal Board of Trade.

Thos. R. Frazer, vice-president of the King Hardware Co., Ltd., Atlanta, Ga., was in Montreal this week. Mr. Frazer was on a brief visit to his brother, John A. Frazer, sales manager for Lewis Bros., Ltd.

R. A. Cowman, representing R. Johnson, Clapham and Morris, Ltd., Manchester, England, was in Montreal this week. Mr. Cowman is making a special visit to Canada to ascertain what Canadian manufacturers can do to supply demand in England.

Hon. C. C. Ballantyne, Minister of Marine and Fisheries, and also vice-president of the Sherwin-Williams Company of Canada, Ltd., who has been in the Royal Victoria Hospital for nearly two weeks, after an operation for appendicitis, is now out of danger.

Incorporations

The Perfection Garden Tools Company, Limited, capital $100,000, head office, Toronto, has been granted a provincial charter. The firm plans to manufacture and deal in wood and iron implements for agricultural purposes.

Toronto Battery Service Company, Limited, Toronto, Ont., capital $40,000, plans to acquire the business of S. L. Pearson & Co., Toronto, and manufacture and deal in batteries, and auto accessories.

General Motors of Canada, Limited, capitalized up to $1,000,000, of Walkerville, Ont., has been granted a provincial charter.

Canada Iron Foundries Limited, Hamilton, Ont., capital $1.000,000, has been granted a provincial charter.

The Smart Turner Machine Company, Limited, Hamilton, Ont., capital $200,000, plans to take over as a going concern the business of the Smart Turner Machine Company, Limited, of Hamilton, and manufacture pumps, steel barrels, and other metal goods.

FENCE COMPANY SOLD

The founders of the Sarnia Fence Company, Ltd., Sarnia, Ont., M. D. Pendergast and M. H. Pendergast, have sold their entire interest in this company and are going to the States, where they have two other fence plants. Messrs. H. Banwell and Wm. Lottridge, of the Banwell-Hoxie Wire Fence Company, Hamilton, and James Playfair, of the Great Lakes Transportation Co., are the new owners of the company. Mr. Lottridge will be manager, it is announced.

Ford Company May Supply Owners With Tires at Reasonable Price

Big Deal is in Progress, it is Stated, By Which Ford May Control Output of One Line of Canadian Company's Tires

ACCORDING to information given to HARDWARE AND METAL negotiations are well under way for the purchase by Henry Ford of the entire output of a certain well known line of automobile tires. While no prices have as yet been definitely stated, it is rumored that they may be supplied to Ford owners at about ten or twelve dollars.

The Ford Company has recently been advertising that it plans to greatly extend its service to Ford owners. Under the new plans it is aimed to have all dealers handle Ford parts. Supplying Ford owners with standard 30 x 3½ tires may, it is stated, be a part of this service. The situation promises to be an interesting one.

The question of supplying tires to Ford owners at a reasonable price is one which, it is stated, has been under consideration by the Ford Company for some time. A representative of a tire company with which it is stated the Ford Company is arranging for practically its entire output of one line of tires, stated to HARDWARE AND METAL that an announcement might be made in a couple of weeks, giving details of the proposition.



REGINALD H. MONK

As stated in last weeks issue of HARDWARE AND METAL. *Mr. Monk has joined McArthur Irwin Ltd., Montreal, as manager of their chemical plant.*

PORT ARTHUR HARDWAREMAN IS GIVEN THIRD TERM

B. Tourtellot, manager of the Tourtellot Hardware Co., Port Arthur, Ont., was re-elected in the recent municipal elections to the city council for a third term. In a field of twenty seeking the ten seats on the council, Ald. Tourtellot was elected almost at the head of the polls. J. C. Dobie, of the firm of Marks, Clavet & Dobie, headed the polls in a hard-fought contest for the Board of Education. F. W. Barton, senior member of the Barton-Fisher Hardware Co., tried for a seat on the council, but was defeated by a very narrow majority. Mr. Barton, just to show that he has the determination to get what he makes up his mind to have, has given the local papers notice by announcing, the day after the election, his candidature twelve months hence.

DOMINION BATTERY CO.'S SALESMEN'S CONVENTION

The first annual convention of the sales staff of the Dominion Battery Co., Toronto, was held at the King Edward Hotel this week. Discussions took place on topics of interest to the sales force, and also on advertising, and methods of co-operation with the trade during the coming year.

One of the interesting events of the week was a luncheon at the King Edward Hotel, which was attended by James Dixon, president; Wm. M. Turnley, managing director; J. A. McMahon, director; C. W. Moodie, director, and the following salesmen: E. W. Long, P. C. Paiement, M. Engers, J. D. Bryan, J. R. Skinner.

The luncheon was also attended by A. L. Lockwood, president the Lockwood-Ash Motor Co., Jackson, Michigan; Mr. T. E. Reynolds, special sales representative of the Lockwood-Ash Motor Co., Jackson, Michigan; Messrs. Ward & Fuller, of the Dominion Battery Company's staff, and Mr. L. J. Cunniff, of the H. K. McCann Company, Limited, Toronto.

An inspiring address was delivered by Mr. J. Dixon, president of the company, who thanked the officers and salesmen for their excellent co-operation during the past year. Mr. Dixon referred in a most optimistic manner to the wonderful opportunities which were presented for developing the firm's business during 1919.

Annual Convention of Lewis Bros., Ltd.

Salesmen Were Keenly Interested in Program, Which Was Replete With Special Features—Sales Problems Were Discussed by Representatives From All Over Dominion

ONE of the most successful conventions ever held by Lewis Bros. Ltd., Montreal, wholesale hardware, was that in Montreal from Monday, January 6, and continued daily until Friday.

During the past four years the management had, in common with many concerns throughout Canada and the States, deferred the assembling of their sales force. But, with a cessation of the war and with great possibilities presenting themselves, it was felt opportune that the men should come in to the "house" for mutual discussion of the big sales problems that will present themselves in the coming months.

The various sessions were held in a special convention room of the Queen's manager John A. Frazer, assisted by Hotel under the chairmanship of sales J. Thurston Smith, secretary-treasurer of the firm. Nearly thirty travelling salesmen were present and this was, for a number, the first convention which they had been able to attend.

Interesting Program

A unique program was a feature of this year's proceedings, speakers being brought to Montreal to address the salesman on the selling points possessed by many of the lines of staple and special goods sold by the firm throughout Canada that this was an undoubted success, was attested by the men after the close of this part of the week's program, and many expressions were voiced that this feature alone was well worth the time spent in convention. Special attention was also directed to the new auto equipment department just opened and to the 200 page catalog, illustrative of these lines, which is just off the press.

Another instructive feature introduced this year was a special visit to the Montreal plant of the Steel Company of Canada. The whole of Friday afternoon was so spent and the various processes of manufacture of steel products proved alike interesting and educative.

Banquet to Salesmen

The banquet given by the firm to their sales force and some invited guests on Friday night at the National Club was very successful. About seventy-five attended and the tables were laden in a manner to remind the guests of pre-war dinner functions. Mr. Fraser presided, and his duties as toastmaster were shared by Mr. J. Thurston Smith. Many toasts of appropriate nature were drunk and during the evening a pleasant and complete surprise was sprung on both Mr. Fraser and Mr. Smith, the travellers having quietly arranged the presentation to the former of a splendid dinner wagon and to the latter of a fine upholstered arm chair. Suitable recognition of the great surprise and appropriate choice of these gifts was made by both recipients.

Among the invited guests at the banquet were the following: Richard Hunter, Kingston; D. G. Carter, Picton; W. R. Yendall, London; Elmer A. Cabana, Buffalo; Mr. Craig, Hamilton; and John R. Anderson, J. E. A. Bureau, and A. H. Illsey, Montreal.

The Program

The week's program was as follows:

MONDAY, JANUARY 6.

2.30 p.m.—Roll call.
2.32 p.m.—Address of welcome. Mr. Jno. A. Frazer, sales manager Lewis Bros., Ltd.
3.00 p.m.—Address. Mr. G. D. Davis, manager Hardware and Metal, Toronto, Ont.
3.25 p.m.—Address. H. B. Render, Auto Supply Department, Lewis Bros., Ltd.
3.30 p.m.—Address. H. C. Thompson, Teddy Morel, president Hall-Thompson Co., Hartford, Conn.

TUESDAY, JANUARY 7.

9.00 a.m.—Roll Call.
9.01 a.m.—H. V. Armstrong, General Catalogue Work.
10.00 a.m.—J. F. O'Brien, General Asbestos Co., Charleston, S.C.
10.30 a.m.—Mr. Jones, Northern Electric Co., Montreal, P.Q.
11.00 a.m.—E. B. Callaher, vice-president Clover Mfg. Co., Norwalk, Conn.
Luncheon Recess.
2.00 p.m.—Roll Call.
2.05 p.m.—H. C. Burrows, sales manager Hill-Smith Metal Goods Co., Boston.
3.00 p.m.—T. C. Goodwin, Champion Spark Plug Co., Windsor, Ont.
3.30 p.m.—"Bull Ring." "Roll up your sleeves and cuss the house."

WEDNESDAY, JANUARY 8.

9.00 a.m.—Roll Call.
9.01 a.m.—H. V. Armstrong, General Catalogue Work.
10.00 a.m.—F. J. Macdonnell, Eastern Representative Victor Saw Works, Hamilton.
11.00 a.m.—R. H. Dawson, Cutlery.
11.15 a.m.—A. H. Illsey, Associate Editor Hardware and Metal, Montreal.
11.30 a.m.—J. A. Miller, president Canadian Pyrene Mfg. Co., Montreal.

Luncheon Recess.

2.00 p.m.—Roll Call.
2.01 p.m.—M. H. Schott, Canadian National Carbon Co., Toronto, Ont.
2.30 p.m.—W. P. Kearney, vice-president Dominion Chain Co., St. Catharines, Ont.
3.00 p.m.—B. H. Kaple, Brunner Manufacturing Co., Utica, N.Y.
3.30 p.m.—J. A. Donnelly, A. Ramsay & Son Co., Paints.
4.00 p.m.—G. F. Cowper, Canadian National Carbon Co., Toronto.
4.30 p.m.—J. C. Gibson, Oneida Community Co., Silverware.

THURSDAY, JANUARY 9.

9.00 a.m.—Roll Call.
9.01 a.m.—H. V. Armstrong, General Catalogue Work.
10.00 a.m.—J. E. Norwood, president Automobile Accessories Co., Baltimore, Md.
10.30 a.m.—W. R. Yendall, general manager Richards-Wilcox Mfg. Co., London.
11.00 a.m.—Mr. Stevenson. H. W. McCandless & Co., New York, N.Y.
11.30 a.m.—Mr. Van Allen, Otter Manufacturing Co., New York, N.Y.
12.00 a.m.—Ralph Waldt, Weaver Garage Equipment.
Luncheon Recess.
2.00 p.m.—Roll Call.
2.01 p.m.—H. S. Hart, Dillie & McGuire Co., Richmond, Ind.
3.00 p.m.—H. C. Ring, assistant in sales, Frank Mossberg Co., Attleboro, Mass.
4.00 p.m.—Mr. Young, Champion Ignition Co., Flint, Michigan.
4.30 p.m.—Mr. Barker, sales manager Northwestern Chemical Co., Marietta, Ohio.

FRIDAY, JANUARY 10.

9.00 a.m.—Roll Call.
9.01 a.m.—Elmer A. Cabana, vice-president Buffalo Spec. Co., Buffalo, N.Y.
9.30 a.m.—W. P. Richardson, Perfection Garden Tool Co., Toronto.
10.00 a.m.—H. B. Render, Automobile Accessories Catalogue.
10.30 a.m.—"Peace Conference." Everyone taking part.
Luncheon Recess.
1.30 p.m.—"sharp"—Leave Queen's Hotel and spend the entire afternoon going through the plant of the Steel Company of Canada.
Evening.
6.30 p.m.—Banquet, National Club, 157 St. James Street, Montreal.

The salesmen present were: G. Bambridge, L. H. Brown, E. A. Burden, N. Depocas, G. L. Devitt, D. Deschamps, A. N. Drouin, C.. Cobeil, J. P. Hammill, G. R. Hagerman, G. E. Karch, A. D. LeBlanc, C. H. McGibbon, H. E. McGill, Z. Miron, E. Pilon, J. E. Pilon, L. R. Rettie, J. E. Arnett, E. A. Runions, J. A. Trempe, J. A. Tanguay, C. C. Young, R. F. Warren, A. Lamy, G. C. Dufresne, V. Gagne, F Castillon, J. C. Paquette.

W. A. MACLENNAN PASSES ON

Had Been in Attendance at Sales Conference of Steel Company of Canada at Hamilton—Stricken in Toronto—Died at Montreal

W. A. Maclennan, who had charge of the sales office of the Steel Co. of Canada at Vancouver, B.C., died suddenly last Sunday morning following a very brief illness. The late Mr. Maclennan came East to be in attendance at the Sales Conference of the company at Hamilton held last week and following this had gone to Montreal. He returned to Toronto Thursday night and was taken seriously ill Friday morning. He insisted on going back to Montreal that day and arrived there in a very serious condition. His nephew, to whose home he went, enlisted the aid of nurses and doctors, but Mr. Maclennan passed away on Sunday morning, January 12, at the hospital to which he had been removed. Mrs. Maclennan, his wife, is ill with influenza. The funeral was held on Tuesday of this week.

IRWIN AUGER BIT CO. CONVENTION

The Irwin Auger Bit Co. have just held at their factory, Wilmington, Ohio, a salesmen's convention to discuss present plans and prices and confer in regard to future policy and development. This convention was attended by all the salesmen of the United States and Mr. T. Mortimer of Toronto, who represents them for Canada. A distinct note of optimism characterized all the discussions and the sessions of the convention were conceded by all to have been most helpful.

A very pleasant feature of the convention was a banquet at which the executive officers entertained all the employees, including the salesmen, where brief speeches were made and an excellent programme carried out.

BIG DEMAND FOR PLATE GLASS THIS YEAR PREDICTED BY BROKERAGE CO.

BECAUSE building activity in Canada follows somewhat along similar lines to that across the line, generally to a greater extent when the population proportion is considered, the following notice just sent out to the trade by the Johnston Brokerage Co., of Pittsburgh, may have much interest for Canadian firms:

Plate Glass

To the Trade,—

The projected construction, compiled from reliable sources, shows that expenditures aggregating $500,000,000 will be under way before the end of 1919. This tremendous outlay is reported by various publishers of journals issued for the guidance of architects, contractors and dealers in various building lines. The proposed construction embraces industrial and office buildings, apartment houses, hotels and residences, institutional, church and municipal buildings, etc.

Will Require Glass

The construction mentioned, of which some detail is given below, will require an immense amount of plate glass, in fact a great deal of flat glass products, but refer to and are most interesting to plate and window glass manufacturers and dealers. There are other demands for plate glass that will consume a surprising feetage, among them being the automobile industry and the export trade. Both of these outlets now promise new records in consumption. There are hundreds of localities where building activities are resuming from which no reports are obtainable, but these will come in due time and will materially swell the already large figures. The sale and delivery of plate glass will certainly be conducted on more rational and business-like lines. Long time and meaningless contracts entirely controlled by the speculative buyer will cease. This change will be welcomed by the legitimate and substantial distributor and will put the market on a solid and proper basis.

Some Estimates

To recapitulate prospective building for which plans have been drawn and in a majority of instances contracts executed, the figures below are submitted:

New York City, N.Y., $70,575,000; Buffalo, N.Y., $3,693,000; Newark, N.J., $4,255,000; Boston, Mass., $20,816,000; Worcester, Mass., $1,920,000; Eastern Mass. (except Boston), $3,855,000; Maine and New Hampshire, $1,350,000; Connecticut & Western Mass., $6,089,000; Philadelphia, Pa., $43,740,000; Trenton and Camden, N.J., $3,955,000, Eastern Pa. (except Phila.), $4,250,000; Baltimore, Md., $4,160,000; Pittsburgh, Pa., $15,575,000; Cleveland, Ohio, $34,450,000; Columbus, Ohio, $3,535,000; Cincinnati, Ohio, $2,005,000; Chicago, Ill., $144,047,000; Detroit, Mich., $50,000,000; St. Louis, Mo., $4,898,000; Kansas City, Mo., $20 000,000; Minneapolis, Minn., $10,000,000.

The figures, large as they appear, only scratch the surface. Consider the Central and Western districts, the great North-West, the Pacific Coast, the South, etc. Prepare for big business, the biggest you have ever experienced or handled.

RIFLE SHOOTING TO BE REVIVED

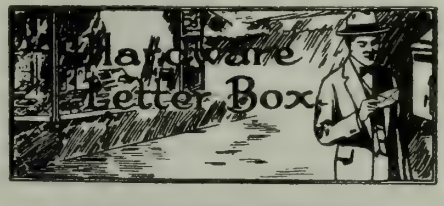
Preparations are already under way for the revival of rifle shooting in Montreal. Lieut.-Col. Robert Starke presided at a meeting held this week to discuss the matter with parties interested. Among other topics that will receive the attention of the military men asked to attend, will be the appointment of a Bisley team, and also the matter of continuing rifle practice in Canada as obtaining before the war.

BAD BLAZE AT MONTREAL

Damage to the extent of $250,000 is estimated to have been done the building and contents known to Montrealers as "Motor Row" on Saturday. The city's water pressure is stated to have been so low that the fire department was unable to cope with the fire effectively. While the Cadillac and Just Motor Companies are reported to have suffered extensively, the Dominion Motor Car Co., White Motor Car Co., and Cutten & Foster were also losers.

WERE WELL CARED FOR

During the influenza epidemic recently the management of the Gillette Safety Razor Co. of Canada, Ltd., took prompt and effective action to care for its employees. Not only were its own sick given every attention, but the families of employees who had been stricken were attended by Mrs. A. A. Bittues, wife of the manager. Mr. Bittues also was active in assisting, as well as Dr. and Mrs. Dean. As a result of the energetic measures taken the fatalities were kept very low. The company maintains an emergency hospital in its Canadian factory at Montreal.



Theimo Washing Machine

Bonthron & Drysdale, Hensall, Ont.—Kindly advise where we can get repairs for the Theimo washing machine.

Can any of our readers supply manufacturer's or agent's name?—Editor.

Soot Doors

W. Walker & Son, Ltd., Toronto.—Could you let us know manufacturer of soot doors in the city?

These are made by the Gurney Foundry Co., Toronto.—Editor.

Spring Motors

Hamilton Sales Co., Hamilton, Can.—We have constructed a patented rotary evaporator and we require a spring motor for same, similar to those which were used for rotary store signs before electric motors came into use. Could you assist us in getting names of manufacturers of such motors?

Spring motors are procurable from the Otto Heineman Phonograph Supply Co., 172 John St., Toronto; His Master's Voice, Ltd., 208 Adelaide Street West, Toronto; Hedason Mfg. Co., New Haven, Conn.; H. C. Thompson Clock Co., Bristol, Conn.; H. G. Saal Co., 4410 Ravenwood Ave., Chicago; A. F. Meisselbach & Bros., 29 Congress Street, Newark, N.J.; Thomas Mfg. Co., Dayton, Ohio. Some of these firms deal in phonograph motors only, and whether they would have "pull" enough for you we cannot say. By submitting full details with probable load to be carried to them, however, they could advise you definitely.—Editor.

Aladdin Mantles

The Tourtellot Hardware Co., Port Arthur, Ont.—Where can we procure Aladdin mantles for coal oil lamps?

These are procurable from the Mantle Lamp Co., 297 Aladdin Bldg., Montreal, or branch at Winnipeg.—Editor.

Wants Turnstiles

Cochrane Hardware Ltd., Sault Ste. Marie, Ont.—Where can we secure recording gates or turnstiles?

These are supplied by the Cleveland Turnstile Co., Cleveland Ohio; National Ticket Co., Cleveland, Ohio; F. P. Smith Wire and Iron Works, Chicago, Ill.—Editor.

Brass and Bronze Hardware

R. Irvine, 305 Ashdale Ave., Toronto.—Can you give a few names of American manufacturers of brass and bronze hardware?

We are not quite clear as to just what type of hardware you wish to secure but manufacturers whose names appear below turn out a wide range of goods which will probably include items you wish to buy. We assume you must have a list of Canadian manufacturers. Brainerd Mfg. Co., East Rochester, N.Y.; National Brass Co., Grand Rapids, Mich.; Garden City Plating & Manufacturing Co., Chicago, Ill.; Foster, Merriam & Co., Meriden, Conn.; Yale & Towne Co., New York, N.Y.; The Stanley Works, New Britain, Conn.; S. & F. Corbin, New Britain, Conn.; Russell & Erwin Mfg. Co., New Britain, Conn.; Sargent & Co., New Haven, Conn.;; Lockwood Mfg. Co., New Haven, Conn.; Chicago Spring Butt Co., Chicago, Ill; Chicago Hardware Co., North Chicago, Ill.; Bommer Bros., Brooklyn, N.Y.; Champion Hardware Co., Geneva, Ohio; Reading Hardware Co., Reading, Pa.; Penn Hardware Co., Reading, Pa.

THE CLERKS DEPARTMENT

Popular Priced Standard Goods Sought by Robert H. Ingersoll

Youth Who Left the Farm Without a Dollar Has Sold More Than Fifty Million Watches—Has Never Stopped Advertising and Always Got Big Results

THIRTY-SEVEN years ago the Lansing, Mich., "Republican" printed this paragraph among its "personals":

"Robert H. Ingersoll left his father's farm at Delta Mills day before yesterday and boarded a cattle train for New York City to make his fortune. Young Ingersoll is just nineteen. But he is a hustler and we expect him to make his mark in the big city."

The huge city impressed, but did not frighten him. He wanted a job, and before nightfall he had that job—with an older brother who had preceded him to New York and set up as a rubber stamp manufacturer on lower Broadway.

The brother was not enterprising enough to satisfy young Ingersoll and after a few months he decided to cut loose and establish himself in the business of making rubber stamps. As he couldn't do all the work himself he sent to Michigan for his younger brother, Charles. The business grew gradually, but there were hard struggles for the young strangers to overcome. Out of each struggle they got strength and self-reliance and courage for the next one.

Charles stayed inside the store making the goods, selling to the customers who came in, keeping the books and doing the correspondence.

Robert went out and sold the goods, continually studying the market for new openings. He was convinced that the big opportunity lay in manufacturing something which he could connect with his name for which there was a big demand and which he could afford to sell at a low, standard price. He experimented with a dollar camera, a dollar toy typewriter, a dollar sewing machine, a dollar printing press and a dollar dynamo. Even in those days the power of the word "dollar" was apparent to Robert H. Ingersoll, as was the fact that fortune awaited the man who could supply an extensive demand with an inexpensive trade-marked article.

The business grew, but the money had to go right back into it. In fact, money was so badly needed to expand the business that Charles's salary could not be paid for a long time—just enough to live on was allowed him—and finally Robert gave him a share in the business in place of his back salary—the foundation of the now-famous firm name of Robert H. Ingersoll & Bro.

The Ingersoll Chain Stores

The bicycle craze was sweeping the country in the late eighties and the Ingersoll brothers operated a bicycle factory and became one of the largest jobbers in the country of bicycle parts and accessories. They also saw possibilities in the sporting goods market and started a chain of six retail sporting goods stores in greater New York. Through these they did a business of a half million dollars a year.

But Robert was not satisfied. His stocks had to be sold on a basis of price competition only and they had no reputation, no steady demand. The firm was no different from hundreds of other concerns in trade. He wanted a staple distinctive article that he could identify with his name—a specialty that would apply a universal need and be permanent in its demand.

One day in an old junk store where he was trying to sell a bill of goods he spied the smallest clock he had ever seen.

"Why couldn't it be made just a little smaller and called a watch?" was the thought that flashed across his mind. So he bought it, took it to a manufacturer. Together they worked out a model which, though large in size, was a good timekeeper and could be made at a low cost.

Of course every one laughed at him, as they had laughed at other inventors of the world's useful products. But he was persistent, and the manufacturer in Connecticut made up a few hundred watches.

The primary idea, Mr. Ingersoll says, was a watch for $1, and although the cost of production in the first year or so did not permit such a price with profit, the first watches turned out were sold direct to consumers at $1 through the medium of the firm's mail-order catalogue. This was in 1892 and thus was established the Ingersoll Dollar Watch which has become one of the most famous of American manufactured products.

First Watches Quite Clumsy

The following year Mr. Ingersoll exhibited the watch at the World's Fair in Chicago. Several improvements had been made in the model, and this with the continued high cost due to small production made it necessary for Mr. Ingersoll to sell these watches at $1.50.

Quite naturally they created a sensation. The "Columbus" was not dainty, being two and one-half inches wide and one and one-sixteenth inches thick, and it ticked with all the enthusiasm and vigor of a grandfather's clock. But at that time only the rich could afford an accurate watch, and here was one that not only kept good time but cost only $1.50.

At first the watches were just thrown into the firm's mail-order catalogue, but gradually they crowded out everything else. The power of advertising was not as well known then as it is now, and for some time Mr. Ingersoll hesitated to spend very much money in this way. But gradually he came to realize that without advertising his business would remain small, and so, in 1898, he "splurged" on a page in the old Cosmopolitan. It was his first real ad., and it cost $250. He shut his eyes, held his breath and waited for the returns to come in. The first morning's mail brought $1,800!

Since then he has never stopped advertising.

Advertising made it possible for him to increase production, and increased production made it possible for him to reduce the price to $1. "The Watch that made the Dollar Famous."

In twenty-five years in the watch business he has sold watches to more than 50,000,000 persons. His watches are sold by more than 100,000 retail merchants, scattered all over the world. He has made possible an institution that in normal times produces 18,000 finished watches every day—or more than 5,000,000 in the year. Each year he has refined and improved his watches, made them smaller and better looking, as well as better timekeepers.

Early in his business career, he adopted this policy, "Give all we can for what we get instead of get all we can for what we give," and this, with a rigid guarantee and plenty of advertising, has helped to make him the world's greatest producer of watches.

SAYS EATON'S EIGHT-HOUR DAY PLAN IS GOOD BUSINESS FOR COMPANY

THE announcement of the T. Eaton Company of the adoption of an eight-hour day policy for store employees, with Saturday a full holiday during part of the year and a half holiday throughout, at once demands admiration as indicating the desire of a successful business institution to reduce labor's burdens, says "Financial Post." There are a number of aspects—from the standpoint of the company, its competitors and the employee—from which the matter may be thoughtfully considered.

From the company's standpoint it is undoubtedly good business. Not only is the concern able to carry any financial burden which may be involved, but the good effect on public opinion is worth considerable to the biggest example of big commercial business in Canada. And in view of the greater efficiency, which may be expected from the employees during the shorter hours, it is doubtful if production and sales returns will fall off materially under the new arrangement. The work behind the counter in a large department store is most trying; the clerks are on their feet all the time, the atmosphere is not usually good and customers are often far from considerate. Under these conditions short hours are likely to be accompanied by more efficient selling efforts and when the time of opening and closing is well known and favorably recognized, it is doubtful if there will be any great reduction in the average clerk's takings.

The short hours will undoubtedly have a tendency to attract to the Eaton Company the best available help. Other concerns will quite probably find it necessary to increase wages or lose their best salespeople. This effect on the labor and economic situation will probably be farther reaching than might appear at first glance. Take in the case of the Ford Company, which not only reduced hours, but set a high standard of wages. Results, it is said, warranted the change in relation to this company, but the effect upon competing concerns, not so fortunately situated, was rather serious: Ford naturally attracted many of the efficient hands of other concerns, while those who did not respond were in a favorable position in demanding higher wages.

So far as the average employee is concerned, shorter hours no doubt add to the contentment of mind and through enlarged opportunity for recreation should increase efficiency, but idle hours provide also greater opportunities for spending. Further, it must not be forgotten that the official schedule of hours applies to the rank and file of the workers only. For those in executive positions "office hours" are usually waking hours; there is no time schedule for those who work with the mind.

On the point of service to the public there is no definite answer. The Eaton Company has by efficient methods been able to reduce its hours to the minimum for retail institutions. The argument against the old idea of keeping open so long as the people are willing to buy—that they will arrange their shopping to meet conditions—has been carried far because the public has been convinced that it pays to shop on Eaton schedule. But how far could this go? Would it be in the interest of all the people if all retail establishments should operate on such short hours? As it is the smaller establishments are given an opportunity to serve the emergency shopper when the big store is closed.

Lots of Chances For Young Men Says Ford

Henry Ford has some interesting observations to young men in his new paper, the Dearborn "Independent." For instance, he says: "Successful persons often say that opportunities are just as plentiful as they ever were. But they don't tell you what they are, where to find them or how to use them.

"If a young man were starting out to-day without a dollar, and the ideas on which present successful organizations are built were developed by other men, would it mean that there were no opportunities left? Not at all. However much we have been able to do, there is still so much to be done, so many new opportunities to be developed, that no one need despair of a chance to do something worth while.

"There are thousands of new starting places waiting to be discovered. There are thousands of needs waiting to be filled. There is great reward waiting for any one who has eyes to see the need and ability to meet it.

"Opportunity? Why opportunity is the cheapest and most plentiful of all our treasurers. Like rich virgin soil it only waits to be found and used."

EXPORT RESTRICTIONS REMOVED ON ARMS AND AMMUNITION

The United States War Trade Board announces in a new ruling (W.T.B.R. 477) that applicants for export licenses will no longer be required to attach to their application Supplemental Information Sheet X-2 except in the case of applications for the exportation of arms, ammunition, or explosives.

KILL THE VARMINT



Something the Cat Brought in. (Toronto News).

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

NEW "TOT MOBILE"

The new 'Tot Mobile" is made, it is stated, in two sizes, one ten inches high and the other twelve. The car is made, it is claimed, with iron axles, a slanting steer rod, two wheels at the front, foot rests, and a detachable shaft. The

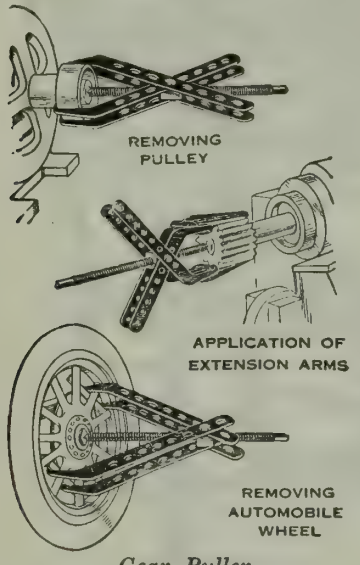


Tot Mobile

wheels, it is stated, are of hardwood. The Tot Mobile is manufactured by George W. Stock, 1344, Sycamore Street, Cincinnati, Ohio.

GEAR PULLER

The "Little Giant" gear and wheel puller is made, it is stated, of four puller arms of drop-forged steel, with hooks and adjustable stud bolt. This, it is stated, gives the device an adjustment range of from 2½ inches to 13 inches



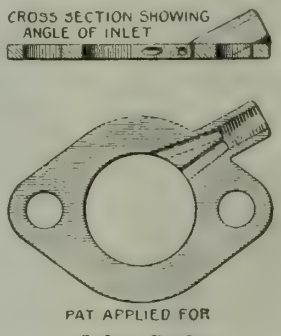
Gear Puller

when extension arms are used. The puller arms are so arranged, it is stated, that with the draw screw in place there is no need of holding or steadying bar. The puller prongs, it is stated, are designed to give maximum strength, yet to occupy little room. For this reason, it is stated, they may be used for removing timing gears or other gears where room is limited.

This device, it is stated, is handy in removing inside work and for inside pulls. For removing small pulleys or gears a pair of extension arms are used. These arms are provided, it is stated, with a locking arrangement for fastening to the pulling arms and provide for two pulling points rather than the four as in the primal attachment. The "Little Giant" is manufactured by the Premier Electric Company, Cuyler and Ravenswood Avenue, Chicago.

INLET GASKET

The Puritan inlet gasket manufactured by the Puritan Machine Works, 7 Hersam Street, Stoneham, Mass., is designed, it is stated, to facilitate the connection of auxiliary air valves, moist air devices, primers and decarbonizers. It is placed between carburetor and mani-

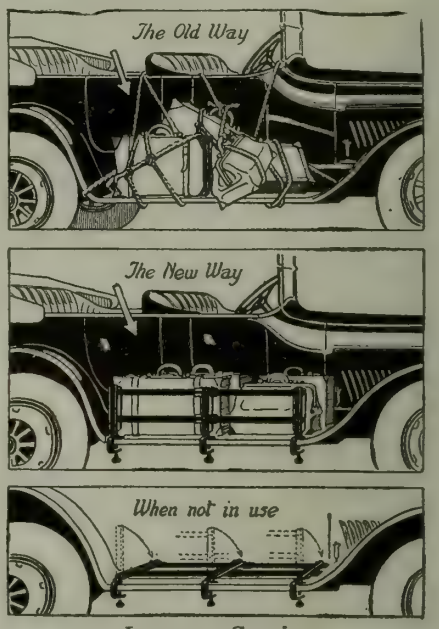


Inlet Gasket

fold. The gaskets, it is stated, are of solid brass and machine finished to a perfect surface. The inlet hole is bridged, and this, it is claimed, insures strength. It is placed in such a way that it is stated that the auxiliary charge is mixed thoroughly with that of the carburetor. The "Puritan" gasket, it is stated, does away with drilling and tapping as it is drilled and tapped to receive standard ⅛ inch pipe thread, thereby eliminating the dangers of drawing metal chips into the cylinder. The gasket, it is stated, is very easy to attach, and it is not necessary to disconnect gasoline feed pipe or hot air tube.

LUGGAGE CARRIER

The Marquette luggage carrier, made by the Marquette Manufacturing Company, Inc., 616 Endicott Building, St. Paul, Minn., is made, it is claimed, of the best grade of steel, cannot break, and has nothing to get out of order. It will, it is stated, outlast two or three cars. The carrier, it is stated, can be attached to any make of car in a few seconds and without the use of any wrench or tools.



Luggage Carrier

SOLDER CEMENT

"Greblox" solder cement, made by the Greb Company, 196 State Street, Boston, it is claimed, is a non-conductor of electricity, and will hold, it is said, metals, minerals, glass, cloth, wood paper, and practically any material. "Greblox" can be used, it is claimed, as an insulator for stopping short circuits, for mending radiators, tools, or even for repairing



Solder Cement

tears in upholstery. The cement, when absolutely dry, is not affected, it is stated, by chemicals or water, and it is said to be fireproof.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

MANUFACTURERS of bolts and nuts have issued a new discount sheet which provides for declines in many lines of bolts, some of a very substantial nature. New net prices on those lines revised will range from 5 to 15 per cent. below quotations which have been in effect during the past few months. Blank and tapped nuts, both hexagon and square, remain at unchanged figures.

New prices have been announced on wrought pipe, that with a steel base showing the greater decline. The present basis of quotations is in line with reductions made in raw materials, and a lower production cost now developing through more nearly efficient labor.

After two or three weeks of uncertainty as regards decline to be made, new prices have finally been determined upon for boiler tubes. These show a general decline of about 10 per cent. This is not the result of an accumulation of supplies, for although shipments are coming along better there are still some sizes not represented on the stock sheet. The past few weeks has seen a heavy demand for tubes, and offerings have been quickly absorbed to keep stocks at a low point.

New developments of interest are lacking in scrap metals. Dealers seem to be well stocked, and the low basis which has been named on prices may hold until some activity is manifest one way or another.

Turpentine prices, after a period of inactivity locally, have recorded an advance of 2c per gallon in some quarters. In view of the strong markets in the South, there would seem to be some probability that even higher levels will be reached. Substantial shipments of rosin and turpentine, aggregating 40,000 barrels, have left New York for South American and other ports, and depleted stocks resulting are now being replenished from producing points in South. Rosin records an advance for the week of from 10c to 35c per barrel on the low grades, and turpentine is up about 4c per gallon at primary points. Locally a little more interest is noted, and another couple of weeks will see considerable activity, it is expected.

Linseed oil has recorded a decline amounting to 10c per gallon in some quarters, the lower flaxseed market being the direct influence to bring this about. Seed is down about 18c for the week, although prices yesterday showed an advance which may mean bottom has been reached. Supplies are considered very good, and crushers expect to be in a good position to take care of heavy spring business which will be developing actively in another two or three weeks.

Arsenate of lead is lower in price, while new prices on formaldehyde provide for an advance. Dash churns, screw drivers, farriers' hammers, game traps and draw knives are among the lines which have moved to higher levels. Business is good and spring orders will soon be on their way to the retailer in big quantities.

MONTREAL MARKETS

MONTREAL, Jan. 16.—There have been several important changes this week, most of them declines. Old materials have been revised very greatly to lower levels and the market is dull. Ingot metals, too, are on the soft side, and copper, tin, lead and aluminum are quoted with less spread. Lead pipe is lower to the extent of one cent per pound, and steel sheets, both black and galvanized, are less. Wrought iron pipe is lower, and bolt discounts are changed, with a reduction being made in some styles. Cotton waste is easier, and pipe wrenches are slightly less in price.

Rope is looking firmer, and an advance in this commodity would not be very surprising, as hemp has advanced in the States two to three cents.

Waste Down About 10%; Wrenches Less

Montreal.

WRENCHES, WASTE. — Various grades of cotton waste are lower in price and the reduction is approximately 10 per cent. Stillson pattern wrenches of W & B make are being quoted in one quarter at 50 per cent. off the list instead of 45 and 5 per cent. as formerly.

Bolts Revised To Lower Basis

Montreal.

BOLTS AND NUTS.—A revision has been made through the change of discounts on bolts and nuts. The following discounts are in effect, the change providing for a reduction of 5 to 15 per cent. in some styles, while others are unchanged. Nuts are unchanged. Carriage bolts, $1 list, ⅛ in. dia. and smaller, 6 in. and shorter, 20 per cent., longer lengths, 10 per cent., 7-16 in. dia. and larger, net list; machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 25 per cent,, ⅜ in. dia. and longer, 15 per cent., 7-16 in. dia. and larger, 5 per cent.; sleigh shoe bolts, all sizes, net list; coach and lag screws, 30 per cent.; square head blank bolts, 5 per cent.; bolt ends, 5 per cent.; plow bolts, 15 per cent.; elevator bolts, 10 per cent.; fancy head bolts, 10 per cent.; shaft bolts ($3 list),

10 per cent.; step bolts, large head ($3 list), 10 per cent.; whiffletree bolts, 10 per cent.; nuts, square, blank, add to list $1.50; nuts, square, tapped, add to list $1.75; nuts, hexagon, blank, add to list $1.75; nuts, hexagon, tapped, add to list $2. Terms, 2 per cent. off 30 days from date of shipment.

New Pipe Prices Are Announced

Montreal.

PIPE.—The following prices on wrought pipe are announced and are slightly less than those prevailing previously: Standard, per 100 feet: ¼ and ⅜ in., black, $4.68; galvanized, $6.81, and for other sizes the prices are as follows with black price first and galvanized following: ½ in., $6.21, $7.78; ¾ in., $7.82, $9.95; 1 in., $11.56, $14.71; 1¼ in., $15.64, $19.90; 1½ in., $18.70, $23.76; 2 in., $25.16, $32.01; 2½ in., $40.37, $51.19; 3 in., $52.79, $66.94; 3½ in., $67.16, $84.18; 4 in., $79.57, $99.74.

Makers Are Busy On Stove Outlook

Montreal.

STOVES AND WARES.—With the season ahead a promising one, stove manufacturers are endeavoring to solve some of the problems that must be met. It is expected that some definite proposals may be forthcoming soon as to the methods of standardizing, etc. In the meantime there is but little movement, but this is a seasonable condition. Wares are being made up by the factories to fill spring orders, and the outlook for a satisfactory movement later is good.

Hemp is Firmer; Rope May Stiffen

Montreal.

ROPE AND CORDAGE.—The hemp market has been advancing in southern points, and this would mean a change here. In fact some rope makers looked for a change ere this, they state, and seem to feel that a higher price basis for rope in the immediate future is possible. There is naturally little sale for rope yet, but this will develop very probably as the season proceeds. Pure manila basis is still 28½c; British manila 24c, and sisal 25½c per pound.

Coal Oil Price And Gasoline Holds

Montreal.

COAL OIL, GASOLINE.—A steady and seasonable demand continues for coal oil. The prices are unchanged and Royalite is quoted at 19c and Palacine and Electroline at 22c per gallon. Motor gasoline is selling fairly well and the price is 34c per gallon.

Sheets Are Down; Selling Light

Montreal.

SHEETS AND PLATES.—Light selling has been responsible in part for a weakening of the market on both black and galvanized sheets. Prices show less spread now, and while there is a more nominal basis than is usual, the range of quotations is not so wide as it was. The demand continues to be limited.

BLACK SHEETS—			Per 100 lbs.
10 gauge	7 25	$7 35	$8 50
12 gauge	7 35	7 40	8 50
14 gauge	7 10	7 35	8 20
16 gauge	7 20	7 55	8 25
18-20 gauge	7 50	8 15	8 30
22-24 gauge	7 60	8 20	8 35
26 gauge	7 65	8 30	8 40
28 gauge	7 75	8 50	8 50
GALVANIZED SHEETS—			
10¾ oz.	$ 9 50		$10 75
28 gauge	10 90		10 25
26 gauge			10 00
22 and 24 gauge			9 85
20 gauge			9 65
18 gauge			9 65
16 gauge			9 50

NOTE—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Iron and Steel Hold Unchanged

Montreal.

IRON AND STEEL.—While there is some likelihood of slight readjustments being made on various lines of iron, the basis is quite steady, and any change contemplated will be of a slight nature. The country trade is less active than it would be were colder weather prevalent for the farmers cannot get about in customary fashion.

Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 22
Common bar iron, per 100 lbs.	$4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	12 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95

New Discounts on Bolts and Nuts; Some Bolts Lower

A NEW range of discounts has been named on bolts and nuts which in some cases provides for a decline of from 5 per cent. to 15 per cent., with other lines showing no change whatever. The small sizes of machine and carriage bolts show the greatest decline, with plow bolts, shaft bolts and whiffletree bolts a close second. Carriage bolts 7/16-inch and larger are unchanged, and sleigh-shoe bolts are in the same position as formerly. Square and hexagon nuts, blank and tapped, are still quoted at figures which have been in effect for some time past. The new discounts are reproduced herewith along with the old discounts for comparative purposes:—

NEW DISCOUNTS ON BOLTS AND NUTS
Applying to Standard Lists
Cancelling Previous Discount Sheets and Effective January 7, 1919. Subject to change without notice.

	New	Old
Carriage Bolts, $1.00 list, ⅜ in. dia. and smaller, 6 in. and shorter	20%	10%
Carriage Bolts, $1.00 list, ⅜ in. dia. and smaller, longer lengths	10%	10%
Carriage Bolts, $1.00 list, 7-16 in. dia. and larger	Net	Net
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter	25%	10%
Machine Bolts, ⅜ in. dia. and smaller, longer lengths	15%	10%
Machine Bolts, 7-16 in. dia. and larger	5%	Net
Sleigh Shoe Bolts, all sizes	Net	Net
Coach and Lag Screws	30%	25%
Square Head Blank Bolts	5%	Net
Bolt Ends	5%	Net
Plow Bolts	15%	Net
Elevator Bolts	10%	5%
Fancy Head Bolts	10%	Net
Shaft Bolts ($3.00 list)	10%	Net
Step Bolts, large head ($3.00 list)	10%	Net
Whiffletree Bolts	10%	Net
Nuts, square—Blank...add to List	$1.50	$1.50
Nuts, square—Tapped...add to List	1.75	1.75
Nuts, hexagon—Blank....add to List	1.75	1.75
Nuts, hexagon—Tapped..add to List	2.00	2.00

Terms: 2 per cent. off 30 days from date of shipment.

Lead Pipe Down 1c; Other Lines Easy

Montreal

LEAD PRODUCTS.—Lead pipe and lead waste are each down 1c this week, and the tendency of other lines is easy. The market range for pig lead has been less, and with any orders in sight the sellers are ready to accept business if offered on anything like a large basis. Orders are not plentiful, and solder and other products are in limited, though seasonable demand.

Lead pipe, lb.	$0 13
Lead pipe (cut lengths)	0 14
Lead waste pipe, lb.	0 14
Lead traps and bends	**Net list.**
Lead wool, lb.	0 14
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	0 12¾
Lead sheets, 4 to 8 lbs., s. ft.	0 11½
Cut sheets, ¾c lb. extra, and cut sheets to size. 1c. lb. extra.	
Solder, guaranteed, lb.	0 47
Solder, strictly, lb.	0 40
Solder, commercial, lb.	0 36¾
Solder, wiping, lb.	0 36¾
Solder wire (8 gauge)—	
40-60	0 47¼
45-55	0 51
50-50	0 55
Zinc sheets, casks	
Do., broken lots	

Big Reductions in Price Old Material

Montreal.

OLD MATERIAL.—As pointed out in HARDWARE AND METAL last week, the conditions obtaining in old metal and scrap markets were such as to indicate falling prices. This has now developed and the whole lines have been revised, copper, brass, zinc, iron and lead lines being reduced considerably. This is the immediate result of a slow demand and accumulating supplies. Notwithstanding the slump dealers are looking for an improvement in the not distant future as far as movement is concerned.

Dealers' Buying Prices:	
Tea lead	0 03 — 0 03¼
Heavy lead pipe	0 05

Yellow brass	0 10	0 11
Red brass	0 14	0 15
Light brass	....	0 08
Scrap zinc	....	0 05¾
Heavy copper	0 18	0 19
Wrought iron, No. 1, per gr. ton	18 00	19 00
No. 1 machinery cast	....	30 00
Heavy melting steel	....	15 00
Pipe scrap	15 00	16 00
Stove plate, per ton	17 00	18 00
No. 2 busheling	12 00	12 50
Old rubbers, boots and shoes	0 07	0 07½
Overshoes, lumbermen's rubber boots	....	0 05½
Bicycle tires	....	0 04
Automobile tires	0 04	0 04½

Weakness Shows in Ingot Metals

Montreal.

INGOT METALS.—There is a manifest tendency to lower tendencies on most ingot metals, and some decline is shown in tin, copper, lead, and aluminum. There is little movement.

COPPER.—While there is little to report on this line, the tendency is easy and the range narrower with 25c per pound as a ruling price.

TIN.—No licenses are available as yet and the market is quiet. Local price basis is hovering around 70c per pound.

SPELTER.—At 9½c per pound, and with the undertone unchanged, little movement has been effected.

LEAD.—A narrowing of the price range is made and quotations are now fixed for the week at 9c per pound.

ANTIMONY.—At 10c per pound the basis is unchanged and few sales are reported.

ALUMINUM.—The range this week is less, and at 43c per pound a small amount of trading is done.

TORONTO MARKETS

TORONTO, January 16.—New discounts have been issued on bolts and nuts, which with the majority of styles of bolts provide for declines from former levels. In the case of nuts, there has been no price change recorded. The new prices on wrought pipe have been determined upon and in some instances this is a fairly substantial figure. New prices have finally been determined upon on boiler tubes, which show about a 10 per cent. decline. Brass butts are down from 12½ to 15 per cent.

Business has started off splendidly and travellers report conditions throughout the country good. Spring orders are being assembled ready for shipment and in another week or two delivery of these will be in full swing. Prospects are considered excellent.

Brass Butts At Lower Levels

Toronto.

BRASS BUTTS.—A lower basis of quoting has been provided for in new prices now being named to the trade on brass butts. Indications are that the metal which has been largely used in war work is now more plentiful so that commercial interests will be in a position to secure supplies more as they want them. The decline ranges from 12½ to 15 per cent.

Cordage Holding Steadily; Selling

Toronto.

CORDAGE, TWINES.—The market on rope is holding steadily. Manila hemp has stiffened and the feeling seems general that at the declines recently recorded, rope is a very good buy. That many retailers are booking at present figures is advice gathered from the jobbers and manufacturers who indicate that volume of orders coming to hand is splendid. Prices now ruling are given as follows: Pure manila, 28½c per pound base; British manila, 24c; New Zealand hemp, 24c; sisal, 25½c.

Twines are generally unchanged. It is understood the United States Government will release 20,000,000 pounds binder twine for export at a set price, but whether this will be low enough to take care of the business offering seems a question. The situation locally is unchanged, prices ruling at figures shown in current market quotations.

Outlook for Wares Good; Stoves Too

Toronto.

STOVES, WARES. — Manufacturers of tinware, enamelware and kindred lines are very pleased with outlook for 1919 and the volume of orders coming to hand at this early date indicate that the trade are making preparations to secure increased business during the present year. The market is holding steadily and without change. Manufacturers expect to be in a better position as regards supplies so that practically a complete range of goods will be available.

The outlook for stoves is good. Travellers are starting out on their territories again and reports so far indicate that prospects are good. Prices are steadily maintained and no immediate change is looked for.

Nails Hold Unchanged; Active

Toronto.

NAILS, WIRE.—Nails are holding at unchanged levels and reports indicate that a little more activity is noticeable in these. The demand is by no means heavy, but that interest is developing seems to be generally conceded. Prices have remained steady, wire selling at a base price of $5.50 per 100 pounds and cut nails at a base of $5.85 per 100 pounds.

Smooth steel wire shows little activity and no price changes are reported, the base remaining at $6.25 per 100 pounds.

Oils and Gasoline More Active

Toronto.

OILS, GASOLINE. — Travellers are back on the road again and the results of their efforts are showing in increased activity for both oils and gasoline. In another couple of weeks it is expected business will be humming again. Prices have held at unchanged figures this week, coal oil selling at 18½c to 21½c per gallon. Gasoline is steady, too, the price remaining at 33c per gallon.

Bars Steady; Little Movement

Toronto.

IRON AND STEEL.—Prices generally have been revised to lower levels noted last week, and the market seems quite steady at quotations now prevailing. The amount of business coming to hand is small just now, but outlook is considered satisfactory. Tire steel and toe calk steel show slight readjustments from last week's figures, the former being down 5c and the latter up 15c per 100 pounds. Prices are as follows:

Common bar iron	$4 75	$5 00
Common bar steel	5 00	6 25
Refined iron	5 15	5 40
Angle base	5 25	6 50
Horseshoe iron	5 00	5 25
Tire steel	5 15	5 40
Mild steel	5 00	5 25
Norway iron	11 00	13 00
Toe caulk steel	5 90	6 15
Sleigh shoe steel	5 00	5 25
Band steel, No. 10	5 25	5 50
Do., No. 12	5 50	5 75
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 22	0 30

Steady Tone to Corrugated Sheets

Toronto.

CORRUGATED SHEETS.—The market is holding steadily and only a seasonable amount of business is being done. Similar conditions generally apply on sheet metal building lines, including eavetrough, conductor pipe, metal siding and kindred items, all of which rule at unchanged prices with the volume of trade light. Quotations on corrugated sheets appear herewith, other lines being priced in current market quotations.

TORONTO—	Per 100 Sq. Feet.	
Corrugated Sheets—	Gal'zed	Painted
No. 28 gauge	$9 00	$7 50
No. 26 gauge	10 00	8 50
No. 24 gauge	15 00	11 25
No. 22 gauge	18 00	14 00
No. 20 gauge	21 00	17 50
No. 18 gauge	27 00	21 00

Discount, 7½ per cent.

Sheets Hold at Steady Figure; Active

Toronto.

SHEET PLATES. — The market on sheets and plates is being very well maintained and jobbers report business coming to hand as very good when sea-

son is considered. No quotable changes are recorded, although big substantial orders on black sheets will sometimes be accepted at figures slightly below those shown below. Arrivals of black sheets from the mills have been good and galvanized have also been coming along freely so that stocks are rounding into very good shape. Range of quotations follows:

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$7 50	$8 50
12 gauge	$6 85	7 35	8 35
14 gauge	6 90	7 20	7 90
16 gauge	7 00	7 25	8 00
18-20 gauge		7 30	7 80
22-24 gauge		7 35	7 85
26 gauge		7 40	7 90
28 gauge		7 50	8 00
3/16-inch plate			7 40
¼-inch boiler plate			7 00

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—		
10¾ oz.	$9 30	$9 75
U.S. 28	9 00	9 25
U.S. 26	8 70	8 95
22 and 24	8 55	8 80
18 and 20	8 40	8 65
16	8 25	8 50
12 and 14 gauge	8 15	8 40

Second row of figures subject to rebate of 25c per 100 lbs. in some quarters for orders amounting to one-half ton or more.

Boiler Tubes Register Decline

Toronto.

BOILER TUBES. — Reductions have taken place in the price of tubes and these appear to be voluntary on the part of some of the sellers. There are no large stocks on hand either here or across the line. In fact there are some sizes that are not represented yet. There has been for some weeks past an unusually heavy demand for tubes, and this tends to keep the stock on hand at a low mark. Instead of the old tube list standing with ten per cent. off a new list was handed out to-day, making 2-inch lapweld tubes $32 per 100 feet against a former $36. It may be that still lower prices will come in tubes, for they are still a long way ahead of the pre-war prices, but these will, it is thought, come along gradually. It is doubtful if even after the lapse of time and much readjusting prices will ever come down to pre-war levels. By November of 1915 the price had shown only a nominal advance. After that the rise in price amounted to a real procession, and it was an unbroken succession of increases covering the period between then and the end of the war.

Boiler Tubes— Toronto—	Per 100 feet Seamless	Lapweld
1 inch	$32 00	$.....
1¼ inch	36 00	.....
1½ inch	39 00	32 00
1¾ inch	39 00	32 00
2 inch	45 00	32 00
2¼ inch	48 00	34 00
2½ inch	50 00	40 50
3 inch	58 00	45 00
3¼ inch	.....	52 00
3½ inch	70 00	54 00
4 inch	80 00	67 00

Wrought Pipe Prices Available

Toronto.

WROUGHT PIPE. — When HARDWARE AND METAL went to press last week new prices were not available on wrought pipe. These, however, have been determined upon and the present quotations which record a fairly substantial decline in some grades and sizes is reproduced in panel form herewith. Quotations appear on standard buttweld and standard lapweld steel pipe, which record the greatest declines.

WROUGHT PIPE
Price List No. 38.
Standard Buttweld

	Black. Per 100 feet	Galvanized. Per 100 feet
⅛ in.	$6 00	$8 00
¼ in.	4 68	6 81
⅜ in.	4 68	6 81
½ in.	6 21	7 78
¾ in.	7 82	9 95
1 in.	11 56	14 71
1¼ in.	15 64	19 90
1½ in.	18 70	23 76
2 in.	25 16	32 01
2½ in.	40 37	51 19
3 in.	52 79	66 94
3½ in.	67 16	84 18
4 in.	79 57	99 74
Standard Lapweld		
2 in.	28 86	35 34
2½ in.	42 12	52 36
3 in.	55 08	68 47
3½ in.	69 00	86 94
4 in.	81 75	103 00
4½ in.	93 00	118 00
5 in.	108 00	137 00
6 in.	140 00	178 00
7 in.	183 00	232 00
8L in.	193 00	244 00
9 in.	266 00	336 00
8 in.	222 00	281 00
10L in.	246 00	312 00
10 in.	317 00	402 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

Lead Products Hold; Wire Solder Down

Toronto.

LEAD AND ZINC PRODUCTS. — There have been no further developments in manufactured lead products, the market holding steadily and without change at declines recorded last week. Solder shows only one change. The wire solder being ½c lower in some quarters at 46¾c per pound. Manufacturers indicate that orders coming to hand are good and they report that they are busy meeting demands of the trade. The outlook is bright and preparations to take care of big business are being made.

Lead pipe, lb.	$0 13	
Lead waste pipe, lb.	0 14	
Lead traps and bends	Net list	
Lead wool, lb.	0 14	
Lead sheets, 4 to 6 lbs., sqr. ft., in rolls, lb.	0 11½	0 12½
Cut sheets, ½ to ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 40	0 45
Solder, strictly, lb.	0 38	0 43
Solder, commercial, lb.	0 33	0 39
Solder, wiping, lb.	0 31½	0 45
Solder, wire, lb.	0 46¾	0 54
Zinc sheets, lb.	0 26	

New List Old Materials Announced

Toronto.

OLD MATERIALS.—As indicated in last week's issue of HARDWARE AND METAL a new list of scrap metals and other lines was being worked out. This is now available and in it some very severe cuts have been made in the prices that dealers will pay. It is indicated that the list was not put out with the idea of stimulating trade, for an announcement that prices dealers will pay have been cut to pieces is hardly calculated to help matters this way. A leading Toronto dealer when asked if anything was coming in at the new low levels said, "There is practically no business going on at present. Many of the yards are going over their business for the year. As a matter of fact we do not want to buy, and sellers do not seem anxious to dispose of their holdings at present rates. I can't see where there is anything in the immediate future that is going to improve matters much either. For all practical purposes we are simply sitting on the fence at the present time."

Dealers' Buying Prices—		
Tea lead, lb.	$0 03½	$....
Heavy lead pipe	....	0 08
Yellow brass	....	0 08
Red brass	....	0 10
Light brass	....	0 07½
Heavy zinc	....	0 05
Heavy copper	....	0 15
Stove plate, per ton	....	14 00
Old cast iron, per ton	....	18 00
Overshoes, trimmed Arctics		0 06
Auto tires	0 04	....
Bicycle tires	0 02½	....
	Per gross ton.	
No. 1 railroad wrought	18 00	20 00
No. 2 railroad wrought	....	15 00
Pipes and flues	....	8 00
No. 1 busheling	....	14 00
No. 2 busheling	....	8 00
Country mixed scrap	....	12 00

Cement Steady; Plaster of Paris, Too

Toronto.

CEMENT, PLASTER OF PARIS.—A very steady tone is noted in regard to cement. There is little activity just now, this being the quiet period, but the outlook seems quite bright, and when trade opens up in another month or six weeks it is expected to show very satisfactory returns. Prices hold at unchanged levels as shown in current market quotations. Plaster of Paris is quiet just now and prices are holding without any quotable change. Activity is expected to develop in the next few weeks.

Formaldehyde Goes To High Levels

Toronto.

FORMALDEHYDE.—New prices have been named on formaldehyde at which orders are being booked, and these show an average increase amounting to about 4c per pound. It is expected these prices will carry through the coming season, figures which have been reached being as follows: 400-lb. barrels, 36 1-3c per pound; 200-lb. kegs, 39c per pound; 100-lb. kegs, 40¼c per pound.

Lead Easier; Other Metals Steady

Toronto.

INGOT METALS.—Lead is slightly easier again this week, but beyond this change there is nothing new to report in the situation, all lines holding at unchanged levels. Business is quiet and only buying done is for immediate requirements.

COPPER. — Lower prices in United States markets have not affected quota-

tions here as yet. The market is quiet, little interest being reported and any sales made are on the 30c per pound basis.

TIN.—The situation is without change as far as tin is concerned. Supplies are ample for immediate requirements, though there is little coming through. Price holds at around 70c to 80c per pound.

SPELTER. — No new developments are recorded in spelter. A fair trace of activity is apparent, but no price changes are noted, 9½c per pound being figure asked.

LEAD. — Lower prices have been named on lead this week and quotations generally in effect are around 7c to 7¼c per pound. There is lots of lead, but only a fair amount of trading reported.

ALUMINUM.—Interest is still lacking as regards this metal. Supplies for commercial interests are expected to improve, but little activity is noted as yet. Quotations continue at nominal figure of 50c per pound.

ANTIMONY.—There is no movement of antimony reported. Supplies are sufficiently heavy and price holds at around 10c per pound.

LONDON MARKETS

LONDON, January 16.—Important changes have been recorded in the markets this week, several lines going higher, and several reaching lower levels. The new discounts on bolts which have been made provide for a general lowering of values, though prices on nuts show no change. Wrought pipe has undergone a decline practically all along the line, some sizes and grades dropping substantially. Dash churns, screw drivers, draw knives and farrier hammers are among the lines to reach higher levels. Solder has sagged, and malleable fittings are also down somewhat. Carpet sweepers are selling at lower figures, along with vacuum sweepers. Linseed oil has declined.

Business during the past week has been seasonably good. Most hardware merchants are still at stock-taking or figuring their stock books, so are showing only limited buying interest.

Revised Discounts on Bolts and Nuts

London, Ont.

BOLTS AND NUTS.—A new discount sheet has been issued on bolts and nuts which provides for an advance in many lines, while others again record no change. Large carriage bolts, sleigh shoe bolts and nuts, square and hexagon, blank and tapped are unchanged. The discount prevailing to-day as applied to standard lists follows: Carriage bolts ($1 list) ⅜ x 6, smaller and shorter, 20 per cent., over 6 inches long, 10 pepr cent.; 7-16 in. dia. and larger, net list; machine bolts, ⅜ x 4, smaller and shorter, 25 per cent., over 4 in. long, 15 per cent., 7-16 in. dia. and larger, 5 per cent.; sleigh shoe bolts, ⅜ in. dia. and smaller, net list, 7-16 dia. and larger, net list; coach and lag screws, 30 per cent.; skein bolts, 25 per cent.; square head blank bolts, 5 per cent.; bolt ends, 5 per cent.; plow bolts, 15 per cent.; elevator bolts, 10 per cent.; fancy head bolts, 10 per cent.; step and shaft bolts ($3 list), 10 per cent.; whiffletree bolts, 10 per cent; nuts, square, blank, add $1.50 to list; nuts, square, tapped, add $1.75 to list; nuts, hexagon, blank, add $1.75 to list; nuts, hexagon, tapped, add $2.00 to list.

Dash Churns Move Upward

London, Ont.

DASH CHURNS.—New prices have been named on ash wood dash churns and these provide for an advance all along the line. The difficulty in securing suitable wood, its high prices, along with high scale of production costs have been factors to bring about increased values. The present quotations are: No. 1 x 5 gal., $23 per dozen; No. 2 x 7 gal., $24.25 per doz.; No. 3 x 10 gal., $27.50.

Screw Drivers Up; Farriers' Hammers, Too

London, Ont.

SCREWDRIVERS, FARRIERS' HAMMERS.—Quotations named on Champion screw drivers provide for a higher range of prices. The figures now named to the trade being as follows: 3-in., $2.80 per dozen; 4-in., $3.45; 5-in., $4; 6-in., $4.85; 7-in., $5.65; 8-in., $6.50; 10in., $8.

Helelr farier hammers are also quoted at higher levels, the new price on the No. 64 x 13-oz., 14-oz., and 16-oz being $15.50 per dozen.

Tire and Roof Patches; Windows Quoted

London, Ont.

TIRE, ROOF PATCHES, WINDOWS. Prices have been named on the "Locktite" patches for tires or mending use, quotations being as follows: household size, $2 dozen; No. 3, $4; No. 2, $8. Sticktite windows for automobiles are also being quoted to the trade, the prices given out ranging at these figures: No. 1, for Ford 1916 model, $1 each; No. 17 for Ford 1917 and 1918 model, 50c each; No. 3, oval for Overland, Buick, Maxwell and Chevrolet, $1.40 each; No. 6 J. M. for Dodge, 50c each. Another item on which prices have been named are Sticktite Roof Patches. The No. A selling at $4 per dozen boxes and No. B at $4.40 perp dozen boxes.

Carpet and Vacuum Sweepers Decline

London, Ont.

CARPET AND VACUUM SWEEPERS.—Lower prices are ruling on Bissell carpet sweepers, the present quotations showing a decline of $3 per dozen on those that are nickel-plated finish and $2 per dozen on those with Japanned finish. Bissell vacuum sweepers show quite substantial declines also; all of these changes following on the heels of advanced prices named some time ago. The new quotations on both carpet and vacuum sweepers are given herewith:

Carpet Sweepers—Champion, Japanned—$34.00 doz.; N.P., $40.00 doz.; Standard Jap'd., $36.00 doz.; N.P., $42.00 doz.; Universal, Jap'd., $37.00 doz.; N.P., $43.00 doz.; Grand Rapids, Jap'd., $39.00 doz.; N.P., $45.00 doz.; Princess, N.P., $46.00 doz.; American Queen, N.P., $48.00 doz.; Parlor Queen, N.P., $51.00 doz.; Elite, N.P., $51.00 doz.

Vacuum Sweepers—Household, $88.00 doz.; Grand Rapids, $98.00 doz.; Superba, $114.00 doz.

Drawknives Up; Solder Down

London, Ont.

DRAW KNIVES, SOLDER.—Higher prices have been named on draw knives this week, the Winsted carpenter line now selling at following figures: 7 in., $14.50 dozen; 8 in., $15.50 dozen; 9 in., $16.50 dozen; 10 in., $17.50 dozen. Declining tin and lead markets have been factors to bring about lower prices on solder, and the present price on half and half solder of 44¼c per pound reflects this easier tendency.

Wrought Pipe Registers Decline

London, Ont.

WROUGHT PIPE.—New quotations are available on wrought pipe, and these reveal a generally lower tendency. Standard buttweld steel and standard lapweld steel, prices on which appear in panel elsewhere record perhaps the biggest decline. The new figures are in line with lower prices on raw material and lower production costs due to more nearly efficient labor. Quotations now ruling are down from 5 to 10 per cent. in most cases.

Pipe Fittings Slightly Easier

London, Ont.

PIPE FITTINGS.—A slightly easier tendency is to be noted in prices which have just been issued on pipe fittings. The present range of net prices and discounts is given as follows: Malleable fittings, Class B, black, 26c per pound; class C, black, 18c; class B, galvanized, 37c; class C, galvanized, 26c; bushings, 20 per cent. discount from list; unions, 35 per cent.; plugs, 15 per cent.

Rope Holds; Nails Unchanged

London, Ont.

ROPE, NAILS.—Prices named on rope

a couple of weeks ago are without change. Jobbers report a very good volume of orders coming to hand, and as the manila hemp market has stiffened, present figures seem to represent very good value. Quotations are as follows: Pure manila 28½c base per pound; British manila 24c; New Zealand hemp 24c; sisal 25½c. No change in the base price of nails has been made, wire being quoted at $5.50 per 100 pounds and cut at $5.85 per 100 pounds.

Putty, Glass, White Lead in Oil Holding

London, Ont.

PUTTY, GLASS, WHITE LEAD IN OIL.—Prices on putty, window glass and white lead in oil have been maintained at steady and unchanged levels during the week. White lead in oil is being booked for spring delivery at present prices. Business for immediate delivery on all three lines is seasonably quiet. The range of quotations is given herewith:

Putty—per 100 lbs.:	
Standard, 100-lb. drums	$6.75
Standard, 25-lb. drums	7.00
Pure, 100-lb. drums	8.75
Pure, 25-lb. drums	9.00
Window Glass:	
Single Diamond	25%
Double Diamond	25%
Cut Lights	10%

White Lead in Oil—per 100 lbs.:

	In Ton Lots	Less Than Ton Lots
Pure	$17.80	$18.15
Pure Elephant	18.30	18.65

Arsenate of Lead Takes New Prices

London, Ont.

ARSENATE OF LEAD.—Spring booking of dry arsenate of lead is now in progress, new prices having been named to the trade which range at following figures: ½ lbs., 43½c per pound; 1 lbs., 39½c; 5 lbs., 36c; 10 lbs., 35c; 25 lbs., 34½c.

Linseed Oil Lower; Turpentine Firm

London, Ont.

LINSEED OIL, TURPENTINE.—Lower prices have been reached on linseed oil, the present basis providing for a decline of 10c per gallon. The past week has seen quite a flurry in all grains, and flax seed has suffered declines mainly through the probability that Argentine seed may be a factor in the world's markets again. A steadier tone is noticeable to-day but there seems to be an uncertainty as to what the future may be. Present prices on linseed oil are as follows, per gallon: 1 to 2 bbls., raw, $1.60, boiled, $1.63; 3 to 5 bbls., raw, $1.59, boiled, $1.62; 6 to 9 bbls., raw, $1.57, boiled, $1.60. Southern markets on turpentine show increased strength, and a revision to higher levels locally seems possible. Supplies are very good, and whereas demand is light, outlook is considered bright. Range of prices follows, per gallon: 1 bbl lots, $1.10; 2 to 4 bbl lots, $1.09; 5 gal. lots, $1.20.

WINNIPEG MARKETS

WINNIPEG, Jan. 16.—Price changes during the week, while not numerous, are important, and affect such lines as barb wire and game traps, both moving up in price. Plain galvanized wire, coil spring wire, galvanized and black sheets, together with wrought pipe, bluestone and solder, show slight revisions downward.

Business is still fairly quiet, as dealers are all stock-taking, but jobbers are preparing for the usual spring rush, and feel very optimistic regarding business prospects for this year.

Substantial Decline Made in Sheets

Winnipeg.

BLACK GALVANIZED SHEETS.—Shipments of galvanized sheets seem to be coming through more freely, with the result that prices during the week have receded substantially. Stocks are reported now to be fairly well assorted. Prices on black and galvanized sheets now ruling are quoted herewith:

Galvanized Sheets—10¾ oz., $10.75 per 100 lbs.; 28 ga., $10.35; 26 ga., $10.05; 24 ga., $9.90; 22 ga., $9.90; 20 ga., $9.75; 18 ga., $9.75; 16 ga., $9.60.

Black Sheets—28 ga., $8.75 per 100 lbs.; 26 ga., $8.65; 24 ga., $8.60; 22 ga., $8.60; 20 ga., $8.55; 18 ga., $8.55; 16 ga., $8.00; 14 ga., $7.95; 12 ga., $7.90.

Barb Wire Revised Upward

Winnipeg.

BARB WIRE.—Following the advanced freight rates new prices have been named for Spring covering barb wire, which provide for a slight advance. Prices for shipment from the Head of the Lakes are withdrawn. To-day's ruling prices same are as follows, Winnipeg basis: Barb wire, Lyman, $5.50 spool; Gledden, $5.35 spool; Baker, $5.30 spool.

Plain Twist Wire Lower; Others, Too

Winnipeg.

PLAIN TWIST, GALVANIZED WIRE.—Prices f.o.b. Head of Lakes have also been withdrawn on other lines of wire, including plain twist, coiled spring and plain galvanized. Prices in general have undergone a slight revision downward. To-day's markets on the various lines are quoted, Winnipeg basis, as follows: Plain twist wire, $7.00 per 100 pounds; coiled spring wire, No. 12, $5.90 per 100 pounds; plain galvanized wire, 6, 7, 8 ga., $7.30 per 100 pounds; 9 ga., $5.85; 10 ga., $7.35; 11 ga., $7.45; 12 ga., $6.00; 13 ga., $6.70; 14 ga., $7.85; 16 ga., $8.15.

Game Traps Go To Higher Levels

Winnipeg.

GAME TRAPS.—Prices on game traps have undergone a further revision during the week, moving up from 10 to 15 per cent. This is said to be due to advanced prices of raw material, labor and increased freight rates. Although this advance has been in force by the manufacturers for the past two months, Winnipeg jobbers have held to the old prices until such time as it was necessary to replenish their stocks. New prices now effective are given as follows:

Game Traps—Victor—No. 0, $2.30 per doz.; No. 1, $2.69; No. 1½, $4.06; No. 2, $5.66; No. 3, $7.53; No. 4, $8.89; No. 91, $3.78; No. 91½, $5.38.

Oneida Jump—No. 0, $3.06 per doz.; No. 1, $3.60; No. 1½, $5.37; No. 2, $7.89; No. 3, $10.49; No. 4, $12.36.

Hawley & Norton—No 0, $3.29 per doz.; No. 1, $4.23; No. 1½, $6.33; No. 2, $8.87; No. 3, $11.82; No. 4, $13.92.

Newhouse—No. 1, $5.76 per doz.; No. 1½, $8.68; No. 2, $12.82; No. 2½, $20.19; No. 3, $17.11; No. 4, $20.19; No. 4½, $18.91; No. 50, $8.67 each; No. 5, $12.27 each.

Stop Thief—No. 1, $2.08 per doz.; No. 2, $2.59; No. 3, $3.43.

Solder Drops Five Cents

Winnipeg.

SOLDER.—Heavy drops in the price of tin have had the effect of lowering solder prices on the local market as much as 5c per pound during the past week. To-day's selling prices are as follows: Half and Half, cases, 50c per pound; less quantity, 51c per pound.

Wrought Pipe Goes Lower

Winnipeg.

WROUGHT PIPE.—Pipe manufacturers advise a slight reduction in prices during the week, made possible by the increased supplies of much-needed raw materials. Stocks, it is thought, will now soon get back to fairly normal proportions. Prices now in effect are as follows:

Wrought Iron Pipe	Per 100 feet Black	Galvanized
⅛ inch	$ 6 20	$ 8 55
¼ inch	5 55	7 85
⅜ inch	5 67	7 95
½ inch	7 60	9 30
¾ inch	9 60	11 95
1 inch	14 25	17 60
1¼ inch	19 20	23 90
1½ inch	22 60	28 50
2 inch	30 90	38 25
2½ inch	49 50	61 15
3 inch	64 90	79 95
3½ inch	84 00	102 55
4 inch	99 50	121 50
4½ inch	114 40	141 50
5 inch	133 20	153 10
6 inch	172 80	212 70
7 inch	241 90	.....
8 inch	253 60	.....

Formaldehyde To Be Higher; Bluestone Down

Winnipeg.

FORMALDEHYDE. — Attention has been called to prices on formaldehyde

for Spring. However, manufacturers advise that prices cannot be named until towards the end of the month, and that they will be approximately 10c per pound higher than 1918 prices.

The price on bluestone for this year has just been named and shows a reduction of ¼c over 1918 price of 12c, making to-day's selling 11¾c per pound.

Canada Plate, Tin Plate Decline

Winnipeg.

CANADA PLATE, TIN PLATE.—As HARDWARE AND METAL goes to press, a wire has been received advising of a substantial reduction in the price of Canada plate and tin plate. Indications would seem to be that better supplies are looked for and an effort to get away from inflated values which have prevailed in an effort to hold stock are being extended. The new prices read as follows: Canada plate, half polished, $9.25; tin plate, IC 20x28, $23.50; IC 20x23, $28.50; IC 20x29, half boxes, $17.25; IX 20x28, $27.00; IX 20x33, half boxes, $16.75; IX 20x39, half boxes, $19.40.

Linseed Oil Holds; Turpentine Firm

Winnipeg.

LINSEED OIL, TURPENTINE.—Linseed oil prices still hold firm on the local market at former quotations with only a small demand. Prices are as follows: Raw linseed oil, $2.00 gal.; boiled linseed oil, $2.03 gal., in single barrel lots.

Turpentine prices show no change during the week. Stocks are reported adequate for present demands, which are below normal. Prices now ruling are as follows: Barrels, $1.20 per gallon; ½ barrels, $1.23; 5 gal. lots, $1.25; 1 gal. lots, $1.25, plus the usual extras for containers.

PITTSBURGH MARKETS

PITTSBURGH, Pa., Jan. 16.—Pig iron production in the United States in December was at the rate of about 40,800,000 gross tons a year, showing a decrease of a trifle less than one per cent. from the November rate and a decline of slightly less than three per cent. from the maximum rate on record, which was attained in September. The year's production was about 38,900,000 tons, against 38,647,397 tons in 1917 and 39,434,797 tons in 1916, the record year.

Production in 1918 was at about 12 per cent. under the average capacity for the year, the losses in production being due to the railroad breakdown last winter, occasional shortages of coke later, poor quality of coke furnished, a little labor shortage, and a considerable shortage of the classes of scrap usually used in blast furnaces to swell output.

The present blast furnace capacity is about 45,000,000 tons. There has been a sharp increase in capacity since the war started. No new furnaces were completed in 1914, and only three in 1915 and four in 1916, but in 1917 no less than 14 new stacks were completed and blown in and for 1918 the count was eight stacks. There are seven stacks now in course of erection or definitely projected, which would add considerably more than a million tons to the capacity.

Production of steel ingots in December was at the rate of 43,750,000 gross tons a year, against a rate shown for November of 43,000,000 tons a year. The maximum rate attained was in September last, at the rate of 46,800,000 tons per year.

Steel ingot production in 1918 amounted to about 42,200,000 tons, against 43,700,000 tons in 1917 and 41,400,000 tons in 1916. As was the case in pig iron, the steel ingot output in 1918 was considerably below the capacity, which averaged during the year about 48,000,000 tons. Capacity at present is about 49,000,000 tons, and there is about 1,000,000 tons capacity involved in new construction now in progress.

Some blast furnacemen, also some scrap dealers, are attempting to argue just now that building of new steel capacity has outrun blast furnace construction, so that if there were such demand for steel as to call for all steel making capacity to be operated there would not be enough pig iron to go around. This is not correct. A careful analysis of the whole situation indicates that the balance between pig iron capacity and steel capacity is the same as was shown by the actual production in 1916, and in that year no steel works suffered from lack of pig iron. That is, if the production of steel making pig iron bore to the 49,000,000 ton steel ingot capacity the same proportion as obtained in 1916 there would be left, out of a 45,000,000 ton production of pig iron, about 7,000,000 tons of foundry and other grades not used by steel works. Furthermore, the United States in 1916 exported about 600,000 tons of pig iron and about 200,000 tons of scrap. Assuming that the steel works undertook to operate at capacity, they would be able to get a supply of pig iron and scrap, but there would be in addition a margin of safety in the cutting off of exports of pig iron and scrap.

Mill Operations Light

The rate of steel production in December was surprisingly heavy, in view of the lightness of demand. Apparently the mills made every effort to ship promptly against orders on books, for fear customers would ask for postponements. The average steel consumer probably did not realize, immediately upon the signing of the armistice, how plentiful steel was going to become. The matter is well understood now, and by as much as steel was shipped freely in December, the requirements of buyers are now diminished. Some estimates place steel mill operations last week at as low as 65 per cent. of capacity, and while this seems like a tremendous

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Differentials and Extras on Galvanized Steel Sheets

FOR the convenience of those in the trade who may not have list of differentials and extras on galvanized steel sheets, the following list, dated January, 1919, which applies on the Premier line, may prove useful as a basis to work on. It is indicated this agrees in every detail with the differentials and extras asked by United States mills when under Government regulation. It is further said that about the only change from last year is in the differential on 10¾ oz.. now 40c, formerly 30c per 100 pounds, but as 10¾ oz. is practically 30 gauge and the differential has always been 50c for 30 gauge, it is thought the 40c differential on 10¾ oz. is more in line with what it should be. The increased differential originated it is stated, in the United States.

Base Sizes— Gauges No. 12 to No. 30 inclusive—24, 30, 36 ins. wide; 72, 84, 96, 120 ins. long.

Extras for Odd Sizes— On all sizes other than shown above when specified in quantities of less than 4,000 lbs., prices will be quoted on application.

Extras for Width—

Nos. 12 to 26. Over 32 to 36 ins.	Nos. 28 to 30. Over 32 to 36 ins.	Nos. 12 to 18. Over 36 to 40 ins.	Nos. 20 to 24. Over 36 to 40 ins.	No. 26 Over 36 to 40 ins.
No extra.	20c extra.	10c extra.	20c extra.	30c extra.

No. 24 and heavier—Under 24 to 12 ins.....15c per 100 lbs.
No. 24 and heavier—Under 12 to 9 ins.....25c per 100 lbs.
No. 25 and lighter—Under 24 to 12 ins.....20c per 100 lbs.
No. 25 and lighter—Under 12 to 9 ins.....35c per 100 lbs.

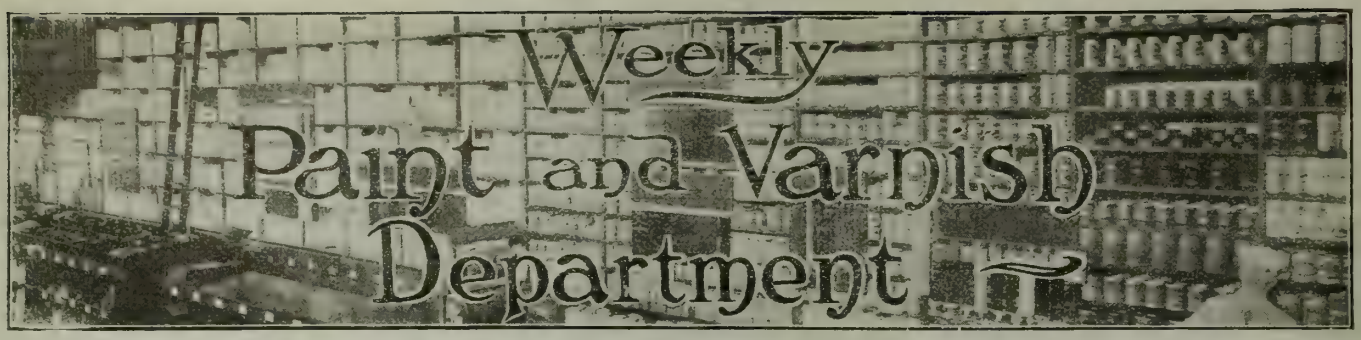
Extras for Length—

Gauge.
No. 16 and heavier—60 ins. to 144 ins.....No extra
No. 18 and lighter—Over 60 to 120 ins.....No extra
No. 18 only—Over 120 to 132 ins..... 5c extra per 100 lbs.
No. 19 and lighter—Over 120 to 132 ins.....10c extra per 100 lbs.
All gauges—Under 60 to 30 ins.....10c extra per 100 lbs.
All gauges—Under 30 to 18 ins.....20c extra per 100 lbs.

Gauge Differentials—

Gauge.
No. 30 —Add 50c per 100 lbs.
10¾ oz. —Add 40c per 100 lbs.
No. 29 Add 25c per 100 lbs.
No. 28 —Base.
No. 25-26—Deduct 30c per 100 lbs.

Gauge.
No. 22-24—Deduct 45c per 100 lbs.
No. 17-21—Deduct 60c per 100 lbs.
No. 15-16 Deduct 75c per 100 lbs.
No. 12-14—Deduct 90c per 100 lbs.



Making People Think "More Paint"

Service to Your Community and Bigger Business For Your Store Will Follow the Application of This Idea—Opportunities on Every Side For Increasing Paint Sales

"HOW much is the average dealer agency, carrying our full line, worth to us?" This question came from the president of a large paint and varnish manufacturing concern to his sales manager.

"His worth is exactly in proportion to the service he renders his community through his paint department," was the prompt, though somewhat surprising reply.

Turn that answer over in your mind for a few minutes, you who retail paints and varnishes.

When the man, who superintends the solicitation of your "valued orders," measures the worth of your business to his company, not in cold dollars and cents, but in terms of service to your community; doesn't it suggest a new slant from which to promote and extend your paint and varnish sales?

Service the Standard

Service to your locality as a measurement of business value!—not how much cold cash he was obtaining from his agencies—nor how much each was getting out of his community—but how much service was each community receiving from its dealers and the line of paints and varnishes they sold

Just read that sales manager's answer over again.

Turnover, gross and net sales, profits, quality, etc., are set aside in his mind for the serious and more profitable consideration of what the ultimate consumer was receiving.

Long experience had taught him that if the service rendered the community by his dealers was building permanency, increased business and a clientele of satisfied, come-back customers, all of these necessary phases of business would take care of themselves proportionately.

Reverses the View

Perhaps this viewpoint turns ordinary questions of business hindside-before.

In many instances such a reversal would work out to greater profit than harm.

Then apply this question home:—What is your attitude towards your trade through your paint department?

Is it solely "how much can I get out of my community?"

Remember the old text warning us about reaping that which we sow. Its moral is double acting, working both ways.

The man who "just sells" paints and varnishes without regard to service and consequences is drifting along with those "get them and get them good" methods that will "get" him sooner or later.

Such methods are becoming relics of ancient history in paint and varnish merchandising.

A Better Standard

The dealer who is planning the building and development of a paint department for permanent profit and increased business will lay his foundation on the policy of "giving them and giving them good" methods.

It will help him to think over that sowing and reaping text in a rosier light.

Applying this sermonette closer home and in detail:—

Is every house in your community painted sufficiently well, and frequently enough, to protect and preserve it against the inevitable ravages of moisture and weather?

It is reasonably safe to say they are not, in at least seven cases out of ten.

Then what are you doing about it?

Are You Doing This?

Are you seeing that every available piece of literature supplied to you by your manufacturer is distributed to the owners of these seven paint-neglected houses?

Are you stirring up the advertising department of your manufacturer to go after these fellows?

Have you posted your clerks to observe the paint neglected condition of your town? Have you instructed them to throw out personal suggestions in their sales talk to these property owners whenever they enter your store?

It's easy enough to make sales after a man starts thinking of his own free will about painting. Too often his thinking apparatus is a long time starting in this direction when left to itself.

Merchandising and salesmanship of the higher order makes it a duty of starting him to think and then making the sale.

If you are doing these things, not only are you promoting sales, but you are extending to the individual and the community a service, within your power, for the protection, preservation and beautifying of their property.

Neglecting Chances

If you are not doing these things, then you are neglecting to measure up to a value that is being increasingly looked for, not only by your supply house, but by your customers and possible customers as well.

Once the ball is set a-rolling in the direction of service there is no end to the returns it will bring you.

Did you ever get wind of the fact that Jim Jones, or John Smith or Henry Perkins wanted to sell a piece of run-down property and did you ever suggest to them that a few dollars invested in paint and paint application would boost the possible sale price?

Besides being a kindness, that's real sound dollar-in-pocket service to your customer and money-in-the-till business for you.

Perhaps that sales manager was not so far wrong after all in his estimation of worth. Under his hat there

(Continued on page 62)

Brighten the Home-Coming

Thousands of our soldier boys will soon be back home again. The shadows and sorrows of war are over, and we all look forward to the glad reunions.

There will be many demands upon the **Hardware Dealer** for **both Paint and Varnish** to assist in making the **"Welcome Home"** a happier one.

Moore's "Impervo" Floor Varnish is just the thing to lend a spirit of brightness and good cheer wherever used. Recommend it to your customers. The ease with which it may be applied, its delightful finish and the amount of wear it will stand from rough usage always brings the customer back for more.

Once sold—always sold. That's how our agencies feel about it.

We know our **attractive agency** plan will interest you. It's such a **liberal one.** A postal will bring you particulars. Write us.



"IMPERVO"

Elastic
Floor
Varnish

Benjamin Moore & Co., Ltd.

West Toronto
Ontario

rested a whole lot of other service ideas that he knew were within the power of his agents if they would only exercise them in their first hand contact with their local trade.

Facts, figures and experience had taught him that the more his agents sought to extend such services, the more valuable their paint departments would become to them as well as to his own business.

Just keep thinking over his method of valuation—then apply it by seeing how much you can do for your trade through your paint department—if you do, you will surprise yourself by finding how much your trade will do for you.

IF I OWNED A PAINT STORE

I would make a direct appeal to children in the hope of obtaining new customers during the slack winter season. In the centre of my window I would place a doll's house with the rooms handsomely papered. I would also exhibit odds and ends of wall paper stock, cut into strips for papering dolls' houses.

I would then offer to paper free of charge any doll's house brought in to me by any little girl, or to provide wall paper without cost to any child sending me the exact dimensions of her house. Many little girls would take advantage of my offer. In this way I would expect to keep up interest in my wall paper designs in the stormy winter season. This interest would focus the attention of the elders on my special winter services, such as interior varnishing and the like.

The cost of the plan would be small and I would be disposing of otherwise useless remnants.—Clarence T. Hubbard in "System."

ANNOUNCE NEW POLICY

George A. Marshall, who has recently purchased the Perfection Sanitary Brush Company, 1118 Queen St. West, Toronto, announces that the company has discontinued the system of selling their goods from house to house, and sell through the hardware trade, thereby eliminating the former system, and giving more satisfaction to the consumer as well as the retailer, who would reap the benefit of making a profit on such goods. This firm is the original maker in Canada of Sanitary Twisted Wire Brushes, Mops, Dusters, etc., and prior to Mr. Marshall taking over the business sold largely through agents who called from house to house.

NOT LOWERING PRICES

The British Brush Manufacturers' Association has issued a circular to the trade expressing the view that existing conditions for some time to come, will not admit of any reduction in the selling price of brushes. The war bonus is still being paid to the workers, prices of raw material are still running high, and in some instances have increased during the past month, so that conditions generally do not admit of any reduction in the cost of manufacture.

The Brush Department

Hardware Dealer Has Chance to Render Real Service in Selling Brushes

Customers Often Forget All About Brushes and Get Poor Results From Trying to Work With a Worn-out or Hardened Brush

MOST hardware dealers can sell a great many more brushes this year if they will go about it in a systematic way. In a great many stores brush selling is neglected. This is not done intentionally, but in the great majority of cases thoughtlessly. A customer comes in to buy some paint and the hardware dealer will go to a good deal of pains and trouble to see that he gets just the right paint for the job he has in mind. He will give him all sorts of directions about how to use it and so on and in a great number of cases forget all about selling him a brush.

Getting the right brush is a most important part of the painting. More than one job has not been as well finished as it might have been simply because the worker did not have the right brush. When he went to the hardware store to get the paint he forgot all about asking about a brush or he thought that the old one that was at home would do all right. The hardware man did not talk brushes to him or explain to him why a certain brush would give the best results.

Was Unsatisfactory

The man went home and after finding the old brush discovered that it was as hard as only a brush that has not been used for half a year or so can get. After working around with it for an hour or so perhaps he got it into a condition where it was at least semi-pliable and started to work. It was plain from the start that it was not working right and would not work right and yet the worker rather than lose any more time and anxious to get the painting done went on. At the end he had a job that in spots looked as if the paint had been thrown on. There were bare spots and rough spots and streaks and other objectionable features.

Easily Avoided

This sort of thing has happened times without number and the whole difficulty could have been obviated had the hardware man or his clerk in the first place suggested that a new brush was necessary. The man would have saved time, he would have saved money and he would have had a satisfactory job that would have encouraged him to do more painting instead of looking forward in the future to side-stepping any more such work and trouble.

This is only a simple thing and yet there is a big chance here for not only boosting sales of brushes, but rendering real service to one's customers. Most of them fail to seriously consider the brush question when starting to do painting. Working with too small a brush will make hours of extra work for a man or woman who attempts to paint walls or ceiling or do other similar work in the home. This is trying on their temper and a suggestion from the hardware man that a wide brush would be better would have obviated the trouble. On the other hand it is impossible to get results in painting small articles with a huge brush. The painter simply cannot get into the corners and cracks with it. If he has gone down town perhaps a couple of miles to buy the paint the chances are that he will not want to walk down again purposely just because he forgot or did not know about the brush.

The Time To Sell

The time to sell the brush is when the man is buying the paint and when he gets home and does a nice job and does it quickly and satisfactorily he will appreciate the suggestion of the hardware man, especially if he has had any experiences in working with either the wrong kind of brush or with an old and very much worn-out one that has been lying around the house for years. It may seem that this is a small service the hardware man can do and yet in reality it is a big one, making as it does for that more or less intangible quality that establishes good will for a store or merchant. Good will is usually founded on just such little things and once established will bring customers back to the store for everything they may need that the store carries.

The head office for Alberta of the Imperial Oil Company has been moved from Calgary to Edmonton. F. Turley, who has been assistant manager for the province, goes to Edmonton as manager, and A. E. Halverson, of Edmonton, who has been city salesman, becomes assistant manager.

BOECKH'S
EST 1856
TRADE MARK REGISTERED
RUBBER SET

Bring Your Customers Back

IT IS sometimes said: "First come, first served," but truer, "Best served, first to return." This is especially true of buyers of brushes.

BOECKH'S RUBBER SET BRUSHES

have stood the test in every line of work where good brushes are necessary.

Boeckh's Brushes are made of the finest materials obtainable, by workmen who are thoroughly trained in the art of making quality brushes.

Each Boeckh Brush you sell means a satisfied customer. Satisfied customers are a source of steady income.

Sell Boeckh's—it pays.

BOECKH TRADE MARK EST 1856 TORONTO



THE BOECKH COMPANY, LTD.

TORONTO, - CANADA



BARNS

M L QUALITY

Need More

PAINT PROTECTION

Think over these two facts

1st. There is a greater yearly loss on farm buildings through lack of paint than actual loss by fire.

2nd. Prices of lumber have more than doubled during the past four years.

These conditions call for more barn and stock-building protection and preservation by means of paint.

IMPERIAL BARN AND ELEVATOR PAINT

Is made to give the maximum value in protection and preservation and in colors suitable for any requirement.
Can be used in metallic buildings with Galvano Primer.

Write us for full particulars and Color Card.

THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

Big Chances for Selling More Paint

London, Ont., Paper Draws Attention to Neglected Condition of Store Fronts—Elora Hardware Man is Early Bird in Getting After the Farmers—Edmonton Firm Getting Ready For a "Clean-Up Week"

ALTHOUGH the year is young there are many indications that paint sales should be numerous. It is not often that the daily press awakens in the middle of the winter to the fact that buildings are suffering from a lack of paint. The following from the London "Advertiser's" editorial columns shows that a whole lot of badly needed painting has been held up in that city.

Clean Up This Spring

"CAN London's Chamber of Commerce consider any more important subject than the improvement of the appearance of the city? And are citizens so smug in fat content that they will refuse to acknowledge that there is ample room for specific treatment?

"Take a man who gets a haircut once in two months, and who goes with a smear of beard upon his face in business hours, or a woman who always presents a "dowdy" appearance. Do they commend themselves by carelessness any more than the overtailored dandy or the too-much enameled female? Men even pile up fortunes to-day because people want their shoes to shine, a shine being an indication of neatness on a shoe, if it is the reverse on a coat sleeve.

"The city needs some hair-trimming and cosmetic treatment. Some of our store-fronts have not had a coat of paint in ten or fifteen years. They are covered with the colors provided by smokestacks, and smeared with rust from leaking pipes. The showy windows are contained in shining glass and polished metal, but if a visitor glance at the upper stories he will think about the city much as he would think about a man with a very dirty collar. We ought to send the community shirt-front and collar to the laundry when the smudges are apparent.

"A plan might be worked out whereby some general color scheme for buildings would be accepted. The city could do worse than donate the paint. With well-kept streets (dirty pavements are like soiled shoes on a man), and properly-painted buildings, we would not be far from reaching the 'spotless town' class."

Not the Only Ones

While London stores and homes may be needing paint, the same condition is general all over the Dominion. Not in many years have farm buildings been so neglected from a paint standpoint. Aside from the fact that farmers, taking them as a class, are hard men to sell paint to they have been so busy making money by responding to the call for "greater production" that they have used little paint. There was also the fact that they were short of help. This lessened the already decreased paint consumption in the rural districts.

This year the farmer will have the help and he will certainly have the money. It is up to the paint dealers to go after the business hard and they will make up for all the arrears of neglected painting.



Don't neglect your barn, which is the most important building on the place.

Of course you use paint on your house and out-buildings, and for the same reason you should use paint on your barn. Paint is not only meant to make buildings look better but its most important use is on account of the protection it affords against the attacks of the weather.

A well painted barn will keep in good repair for a century while an unpainted, neglected building will go to pieces in a quarter of that time. Come and see us today about special barn paints.

A. HOBBS
HARDWARE, PAINTS, OILS, ETC.
ELORA

This is one of the first paint ads to appear in the newspapers this year. The above reproduction is one half the size of the ad. Note the arguments this dealer uses with the farming community.

Cities Need It Too

There has been just as much work held over or neglected in the cities too. With 300,000 soldiers coming back and many families getting back to normal housekeeping conditions again there will be an endless number of homes to paint and all kinds of furniture that has been stored or not used to "fix up." Hardware men cannot begin too soon to commence their "drive" on this paint trade. Some of them have commenced already. This is the way A. Hobbs, of Elora, Ont., is drawing the attention of the farmers of his district not only to the work they should do, but also to the fact that he has the paint for them to do it with and will be glad to give them the benefits of his advice in making a selection. Mr. Hobbs is one of the first to open up his advertising guns on the farmers this year.

Plan a Campaign

Other firms, however, are busy with plans. The Sommerville Hardware Co., Ltd., of Edmonton, is busy arranging the details of a "Clean-Up Week." While no date has as yet been announced the firm plans to get busy as early as possible in the spring. It will use both newspaper space and its windows, it is stated, to drive home the idea that a whole lot of painting is necessary in Edmonton and vicinity.

In many parts of the United States regular "Paint-Up Campaigns" are being planned. Canadian dealers might find it profitable to do something along this line and it is not unreasonable to expect that the manufacturers would co-operate with them fully in any efforts they may make.



This Manitoba dealer goes after winter business as shown above. By using this arrangement his ad looks twice as large as it really is.

LADIES OF STAFF ENTERTAINED

The ladies of the staff of Brandram-Henderson Ltd., Toronto, were entertained on Wednesday evening of this week to a dinner at the King Edward Hotel, which was followed by a theatre party. Mrs. S. W. Smith, wife of the Toronto manager of the company, was the hostess and reports indicate how enjoyable the evening's entertainment was in its entirety. Appreciation was also expressed of the comradeship and get-together spirit underlying the evening's entertainment.



Varnish Efficiency

Varnishes vary greatly in quality. Good varnish makes a finish of lasting beauty, poor or unsuitable varnish does not. They cost the same to apply, and the difference in the price per gallon is nominal. Cheap varnish is costly economy.

For architectural work and every other purpose for which varnishes and their allied products are used, Berry Brothers' varnishes, enamels and stains are 100 per cent efficient. The name of Berry Brothers guarantees the utmost in quality and dependability.

It pays to make a leader of "Berry" brands because the label is an effective selling argument.

Partial list of distributors of Berry Brothers' products

Wood, Vallance & Adams -	Calgary, Alta.	Wood, Vallance & Co., Ltd. -	Winnipeg, Man.
J. H. Ashdown Hdwe. Co. -	Calgary, Alta.	Hunter, Henderson Paint Co. -	Vancouver, B.C.
Sanderson, Pearcy Co., Ltd. -	Toronto, Ont.	Dartnell, Ltd. - - -	Montreal, Que.
Frank A. Gillis Co. - - -	Halifax, N.S.	Lariviere, Inc. - - -	Montreal, Que.
Marier & Tremblay - -	Quebec, Que.	L. Levasseur Co., Ltd. - -	Montreal, Que.
Revillon, Ltd. - - -	Edmonton, Alta.	L. H. Gaudry & Co. - -	Quebec, Que.
Hudson's Bay Co. - -	Calgary, Alta.	Moose Jaw Hdwe., Ltd. -	Moose Jaw, Sask.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties
Walkerville, Ont.

(715)

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Jan. 16.—Linseed oil has dropped 5c per gallon. This is the direct result of a lower price here for seed and this in turn followed a weaker condition in the Argentine. If restrictions are thrown off there regarding export, etc., it is expected that the easier condition will be reflected here, though some assert that a low level has now been reached at $1.50. Turpentine is quoted at $1.05 this week, there being less spread than before. Stocks are ample in some quarters, but not excessive, and it is expected export will soon develop considerably from southern points.

The coming season is viewed with confidence and signs are encouraging that there will be a greater sale of paint and painting material than ever before. Actual business received in certain quarters already indicates a bumper season in prospect.

Linseed Oil At $1.50; Seed Lower

Montreal.

LINSEED OIL.—Due to the possibility of Argentine seed reaching market in less restricted manner, and following a weakening tendency there, markets here on linseed oil have declined somewhat. Raw oil is being offered in large lots as low as $1.50, and this is the lowest price reached for some time. Some say that this will be the lowest level reached, but much, naturally, depends upon the outcome of the situation in South America. Sales are limited to small lots for the most part.

LINSEED OIL

Raw, Imp. Gallon—		
1 to 4 bbls.	$1 52	$1 62
5 to 9 bbls.	1 51	1 62
10 to 25 bbls.	1 50	1 62
Boiled, Imp. Gallon—		
1 to 4 bbls.	1 54½	$1 60
5 to 9 bbls.	1 53½	1 65
10 to 25 bbls.	1 52½	1 65

Turpentine Steady But Less Spread

Montreal.

TURPENTINE.—While there is less spread in the turpentine price this week, the basis being steady at $1.05, quantities are still limited and with the usual difficulties of transportation consequent at this season of the year, little improvement is looked for in delivery. Export demand has also been developing and this will serve to maintain a firm basis, in all probability.

Turpentine—	Per Imp. Gal.	
1 to 4 barrels	$1 05	$....
Small lots	....	1 12

(Packages extra)

Putty is Steady; Little Moving

Montreal.

PUTTY.—There is but a limited sale for putty and the basis is unchanged. Some look for a maintained price basis for some time, while one maker states that a slight revision is possible. The following quotations are available here:

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases.	7 15	7 40	7 75

Pure linseed oil putty, $2 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

No Change For White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—The basis for white lead in oil is holding. Whether there will be any change in this commodity is not yet determined. High-priced lead is in the hands of most corroders, and it would appear that they are loath to reduce prices greatly at this time. One informant stated that he looked for a maintained basis for some time and another thought there might be a slight reduction soon. In five ton lots the price is still $17 per cwt.; ton lots $17.50 and small lots $17.85.

Paint Orders Coming; Outlook Excellent

Montreal.

MIXED PAINT.—Orders for mixed paint have been very satisfactory in point of numbers, and the volume of these has totalled up well. There is a good deal of firmness to the market in many ways. Labor costs have continued on a high basis and production will be very heavy during the winter manufacturing season, a big paint maker pointed out. It looks as though the season ahead will be a record breaker.

TORONTO

TORONTO, Jan. 16.—Lower prices on linseed oil and higher prices on turpentine are two of the main factors in the paint markets this week. Arsenate of lead prices have been named and these show a decline from prices prevailing last season. The outlook for mixed paints continues good, travellers securing good spring business from those merchants not already booked up, and indications are that 1919 will be a banner year. White lead in oil is steady, and putty is holding firm at unchanged levels. Window glass is without change and paint brushes rule in a very strong position.

Lower Priced Linseed Oil

Toronto.

LINSEED OIL.—Lower prices have been established this week on linseed oil, this amounting in some instances to a total of 10c per gallon, which came in equal declines of 5c each. This is a direct result of a decided weakening in seed values, the decline for the week being about 18c. Whether this has reached its low point is uncertain, but the market stiffened yesterday, going up 2c from closing quotations of the day before. It is indicated that supplies of seed in the hands of the crushers at United States points are small and there seems to be little surplus in the country. It is said the demand is very small at the present time, and that there has never been a time when there has been so little oil booked ahead and in the hands of the crushers as now. All users of oil are looking for big business, and it stands to reason that when the revival of business comes, as it will, the brisk demand will create bullish tendencies. The situation in Canada is somewhat better, but as crushers here are in a position to export on a favorable basis to overseas points as well as United States points any move to higher levels there will be reflected in the markets here. Supplies are considered to be in good shape, a goodly amount of seed coming by rail. Prospects are considered very bright and prices much, if any, lower than present basis are not generally expected to rule. The quotations now ruling, which show a somewhat narrower range are:

Linseed Oil—	Raw Imp. gal.	
1 to 2 barrels, gal.	$1.55	-$1.60-$1.65
3 to 5 barrels, gal.	1.54-	1.59- 1.64
	Boiled Imp. gal.	
1 to 2 barrels, gal.	$1.57½	-$1.63-$1.68
3 to 5 barrels, gal.	1.56½-	1.62- 1.67



Prepare
for
Bigger Business
in your [redacted]
Paint and Varnish Department

This year will see a great revival in the use of paints and varnishes. The housing problem, which has become acute in many cities, calls for more homes to be erected at once, and these new homes will all need painting.

The re-painting of older buildings, which has been put off for various reasons during the war period, can no longer be neglected if they are to be saved from serious loss through disintegration; in fact, all signs point to a largely increased demand for all paint products during 1919.

The merchant, therefore, who is prepared with a full and complete stock to meet this demand, will be the one to reap the benefit in increased sales and larger profits.

MARTIN-SENOUR
PAINTS AND VARNISHES

will be in greatest demand on account of their exceptional High Quality. This 100% Pure Quality has earned for Martin-Senour products a reputation that can never be excelled.

MARTIN-SENOUR publicity for this year, in the way of newspaper and magazine advertising, mailing campaigns, poster showings, etc., will be far beyond anything ever before attempted, and will bring the name **MARTIN-SENOUR** to the attention of every paint prospect throughout the Dominion.

MARTIN-SENOUR Paints and Varnishes on your shelves will mean that you will be in a position to profit by this established reputation and this nation-wide publicity.

Get in touch with us at once, and learn full particulars of our exclusive Dealer-Agency plan.

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
WINNIPEG VANCOUVER MONTREAL TORONTO HALIFAX

PIONEERS OF PURE PAINT

Turpentine Goes Up Two Cents

Toronto.

TURPENTINE. — Locally the situation in turpentine has reflected the strong tendencies of Southern markets in an advance in some quarters of 2c per gallon with other interests figuring on a move to higher levels. Turpentine has advanced over 5c at primary points and indications point to a very strong market for some little time to come. The movement of rosin and turpentine out of New York for South American and other ports has, it is indicated, exceeded 40,000 barrels. The result is stocks of rosin and turpentine are very much lower in New York and a movement of these two lines to replace depleted stocks is now going on from the South. Rosin in the lower grades is firm, advancing from 10c to 35c per barrel. Supplies on hand here are equal to demands of the trade, and whereas no heavy movement is reported, trade is considered very good. Range of prices follows:

Turpentine—	Imp. gal.
1 barrel (barrel included)	$1.07-$1.12
2 to 4 barrels (barrels included) ...	1.06- 1.11
5 gallon lots	1.17- 1.22

Arsenate of Lead Records Decline

Toronto.

ARSENATE OF LEAD.—Lower prices have been named on arsenate of lead for the coming season, the new figures being as follows: Dry, per pound: ½ lbs., 43½c; 1 lbs., 39½c; 5 lbs., 36c; 10 lbs., 35c; 25 lbs., 34½c; 50 lbs. and 100 lbs., 33c; 200 lbs., 32½c. Paste, per pound: 1 lbs., 29c; 2 lbs., 26½c; 5 lbs., 25c; 25 lbs., 23c; 50 lbs., 23c; 100 lb., 22c; 600 lbs., 21c.

Steady Position to White Lead in Oil

Toronto.

WHITE LEAD IN OIL.—White lead in oil is holding very steadily in an unchanged position. The demand at the present time is only fair, but indications are that a fair amount of business for spring is being booked up. Prices have ruled without change during the week, pure white lead in oil to-day being quoted at $17.80 per 100 pounds and smaller quantities at $18.35. The various brands appear in current market quotations.

Glass Unchanged; Putty Holding

Toronto.

GLASS, PUTTY.—There have been no new developments to record in respect to window glass. The market is undoubtedly firm, and whereas little movement is in progress just now, the outlook is for heavy business in another month or two when trade opens up. Discounts appear in current market quotations. Putty is steady and prices being quoted to trade provide for no change over figures ruling for some time past. Business just now is seasonably quiet.

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 30	$5 55	$5 90
Do., 100 lb. irons	6 15	6 40	6 75
Do., 25 lb. irons	6 40	6 65	7 00
Do., 12½ lb. irons	6 65	6 90	7 25
Bladder, in barrels	7 05	7 30	7 65

Pure putty advance $2 per 100 lbs. over above prices.

PITTSBURGH MARKETS

Continued from page 59

change for an industry that only two months ago was straining every nerve to get out the last ton possible of output, it is really suggestive of a high rate of production, for 65 per cent. production out of the present capacity would mean 40 per cent. more tonnage than was produced in 1906, and it is well recalled that the demand that year was regarded as almost unprecedentedly heavy. There was enormous demand for rails, with a heavier output than attained in any other year, before or since, and large quantities of steel were used for building freight cars and locomotives. Now there are hardly any rails being rolled and only a very few tens of thousands of freight cars are still to be built, on old orders, while there is no move to place additional orders. Also, there is scarcely any new construction outside the railroads, and manufacturing consumers generally are operating at rather light rates, except the automobile industry, which is making every effort to turn out a maximum number of cars every week, wtih promise of a very full demand for an indefinite time to come. The automobile industry, however, is physically unable to consume steel equal to more than two or three per cent. of the total steel making capacity. Jobbers are buying very sparingly. Their orders are urgent, in that when they do buy they want the quickest possible delivery, as they are afraid as to prices. There is no disposition on the part of either jobbers or manufacturing consumers to buy ahead.

In the circumstances the likelihood is that steel mill operations will continue to decrease for some time to come, perhaps to a rate below 50 per cent. of capacity. Some additional demand will doubtless develop with spring, but the heavy demand, the demand that is universally expected to keep the steel industry busy and prosperous for a period of years, perhaps five, is still in the uncertain future. Steel producers are as diffident about making predictions as to when this demand will start as they are bold in asserting that some time it will come.

Prices

Pig iron and steel prices are under no pressure. The market all along the line is well defined and producers will not budge from the recognized prices. There are no offers to buy any considerable tonnages at slight cuts from existing quotations and thus there is no incentive to cut. Producers have large quantities of material sold under contract and with a steady market they expect buyers to take more material than could possibly be sold by cutting prices. Hence it is easy for the market to stay steady.

Steel Corporation Figures

The Steel Corporation reports its unfilled tonnage at the close of business December 31 at 7,379,152 tons, or 745.511 tons less than at the beginning of December. This statement is altogether a puzzle. Shipments during December were probably about 1,100,000 tons, and if there were bookings on new business equal to 350,000 tons that is all that could be expected, recalling how very dull the market was during the month. That would strike a balance in one respect, but it would leave nothing for the cancellations of war steel contracts that had to follow the sudden ending of the war. How these cancellations could avoid getting into the records before the end of December is not understood. One may speculate, of course, that the war steel business had not been entered as unfilled tonnage originally, but it would be equally difficult to explain why such an omission occurred.

RADIATORS DROP 25 PER CENT.

The "Iron Age" this week says in part of the new prices on iron and steel:

"The drop in prices has been accepted in spots in the foundry trade, as instanced by a 25-per cent. cut by radiator makers and some recessions in malleable casting prices. Guidance in respect to prices on old contracts is expected from a meeting of pig iron producers in Pittsburgh on January 15.

That this decline in radiators in the United States may be followed by a similar move here seems certain.

Trade Inquiries

1. **Iron, steel and other manufactures.**—A London firm of manufacturers' representatives wish to secure the sole representation upon a commission or buying basis of Canadian manufacturers of the following goods: Malleable iron steam fittings; electrical plant and equipment for all purposes, including shipbuilding; brass fittings; pumps; forgings; stampings; machine tools, etc.; tools of all kinds; wood manufactures; chemicals; household laundry machinery; toys; metal fittings for fancy goods, etc.

5. **Wooden handles.**—A Glasgow firm asks for quotations on broom and other wooden handles.

6. **Enamelware.**—A Glasgow house is in need of household enamelware of all descriptions.

8. **Barytes.**—A Glasgow house asks to hear from Canadian exporters.

17. **Kitchen chairs.**—A Belfast firm who have been importers of the above, knocked down, from Canada before the war, wish to be placed in touch with exporters with a view to business as soon as conditions permit.

20. **Asbestos, engine and pump packings, india-rubber goods, engineers' machines and tools.**—A Glasgow firm making a specialty of supplying engineers' and public works requirements in the engineering line, are open to consider representation of manufacturers of the above, either as purchasers or sole agents.

Why not get Ramsay's dealers' proposition To-day ?

This Spring will be a Paint Spring



The Right Paint to Paint Right

A. Ramsay & Son Company

77 Years Making Paints and Varnishes

Toronto **Montreal** Vancouver

Revillon Wholesale Ltd., Distributors
Edmonton District

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps 25% B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list: Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 12½% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 37½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augurs, add 10%.
Rockford Auger Bits, 50 and 10%.

Irwin Auger Bits, 15% to 17½% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	$13 25	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench —No 2, doz.	12 50	13 20
No. 3, doz.	13 50	14 20
No. 4, doz.	14 50	15 25

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 13c to 90c a lb.

BARS, CLOTHES

No. 4, dozen	$ 9 00
No. 5, dozen	11 00
No. 6, dozen	13 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30%.
Standard Quality, 30, 10%.
Side Lace Leather, lb..$1.70-$1.90
Cut Lace Leather, lb...$2.00-$2.20
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50, lb.	5 00
No. 3 x 60, lb.	7 50
No. 4 x 100 lb.	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, IRONING

No. 32, 5 x 12 in., doz.	$11 00
No. 35, dozen	25 00
No. 36, dozen	29 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 20%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 25%.
Machine Bolts, ⅜ in. dia. and smaller, larger lengths, 15%.
Machine Bolts, 7-16 in. dia. and larger, 5%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 30%.
Square Head Blank Bolts, 5%.
Bolt Ends, 5%.
Plow Bolts, 15%.
Elevator Bolts, 10%.
Fancy Head Bolts, 10%.
Shaft Bolts ($3 list), 10%.
Step Bolts, large head ($3 list), 10%.
Whiffletree Bolts, 10%.
Nuts, square, blank, add to list, $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%. Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. ...12-14c
F.O.B. Montreal, London, Toronto.

BRASS

Spring sheets, 24 gauge and heavier, base	$0 40
Rods, base ½ to 1 in., round	0 37
Tubing, seamless, base	0 48
Copper tubing, iron pipe size, base, ¾ in. up to 3 in.	0 52

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy ....$14.50-$17
30-gal. Standard 14 00

BOARDS (Wash), Zinc

List Doz.

Pony	$2 25
Improved Globe	4 90
Neptune	4 90
Standard Globe	4 90
Original Globe	5 40
Jubilee	5 50
Newmarket King	5 50
Western King (enamel)	7 00
Beaver (brass)	7 00

List plus 5%. F.O.B. Newmarket. F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 80 4	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list + 5%.
Triplex Spring Hinges, 20-10%.
Chicago Mortise Floor (5,000), 20, 7½ and 5%.
Chicago Relax Floor (6,000), 25-10-10-2½%.
Chicago Premier (4000), 12½%.
Chicago Ajax (3,000), 12½%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20%.
Chicago Screen Door (2000), 40-2½%.
Chicago Screen Door (3000), 16 2-3%.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN

	Proof Coil Fire		Welded B.B.	
	Mont'l	Tor'to	Mont'l	Tor'to
3-16 in.	$22.75	$17.00	$.....	$.....
¼ in.	16.75	14.50	21.75	23.70
5-16 in.	14.15	12.50	19.00	18.35
⅜ in.	13.00	11.50	15.90	14.00
7-16 in.	12.75	11.30	15.65	13.80
½ in.	12.50	11.15	15.50	13.65
⅝ in.	12.35	10.95	15.25	13.45
¾ in.	12.25	10.70	15.10	13.20
⅞ in.	12.05	10.60	15.00	13.10
1 in.	11.90	10.50	14.85	13.00

Electric Welded

	B.B.	B.B.B.
3-16 in.	$18.00	$19.00
¼ in.	14.95	16.00
5-16 in.	12.55	13.50
⅜ in.	11.35	12.25
7-16 in.	11.10	12.00
½ in.	10.95	11.80
⅝ in.	10.70	11.55
¾ in.	10.40	11.25

Montreal and Toronto American Proof Coil Chain

	B.B.	B.B.B.
3-16 in.	$17.25	$.....
5-16 in.	14.25	17.25
⅜ in.	13.00	16.00
7-16 in.	12.75	15.45
½ in.	12.55	15.25
⅝ in.	12.25	.....

Electric Welded B.B.B.—Chain, ¼ in., $13.75; 5-16 in., $12; F.o.b. Toronto.

Cow ties, 5, 10%; trace chains, net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl. $2.80-$2.95 in car lots; $3.40-$3.50 bbl. in small lots. Paris plaster, five-barrel lots $4.00; single barrel, $4.50. F.O.B. Toronto.

CHURNS

$9; No. 1, $9; No. 2, $10; No. 3, List price hand churns—No. 0, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0 $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto Hamilton, Fergus, London, St.

Wood Drills, 37½%.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD

Universal—Dozen—No. 0, $19.25; No. 1, $23.30; No. 2, $28.35; No. 3, $36.45.

Russwin—Dozen—No. 0, $19.20; No. 1, $23.40; No. 2, $28.20; No. 3, $36.60.

F. o. b. Montreal, Toronto.

CLOTHES LINE (Galvanized)

No.	Per 1000 ft
17—7-strand, 100 ft. lengths	$6.85
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 60
18—6-strand, 50 ft. lengths	5 65
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER

	Montreal	Toronto
Casting ingot, see weekly report.		
Bars, ½ to 2 in.	$43 50	$43 00
Plain sheets, base, 16 oz. and heavier	42 00	46 00
Copper sheet, tinned, 14x60 in., 14 oz.	43 00	.....
Copper sheet, planished, base 16 oz. and heavier	50 00	46 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs: No. 111, $1.55. No 121, $1.70: No. 122, $2.25; No. 127, $2.25: No. 100, $2.80 per dozen.
F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	77
No. 7, lb.	76
Nos. 8, 9, 10, 12	75

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal. Montreal Toronto

Ordinary,	52 sheets.	$ 9 00	$ 8 00
Do.,	60 sheets.	9 10	8 10
	Apollo	Crown	Gorbals
18x24x52	.....	....	....
60	.....	....	....

COKE, TIN PLATES

	Per box
IC, 20x28 base	$25 00
IX, 20x28 base	28 00
IXX, 20x28 base	32 00
IXXX, 20x28 base	36 00

F.O.B. Toronto

Raven and Murex Grades—
IC, 20x28 base, 112 sheets..
IX, 20x28 base, 112 sheets..
IXX, 20x28 base, 56 sheets..
IXXX, 20x28 base, 56 sheets
(Nominal) f.o.b. Montreal

TERNE PLATES

I. C. 20x28, 112 sheets.. $25 00
F.O.B. Toronto.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

Nominal

IC, 14x20 base	$20 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50
Sleepmeter	1 65

F.O.B. Montreal, Toronto, London Hamilton

CROWBARS, $10.50 per 100 lbs

WE MAKE
BABBITT METALS
THAT GIVE
Excellent Service
THE
CANADA METAL CO.
LIMITED
TORONTO

READY NOW!

To Quote On Your

1919

Requirements of

Babbitt Metals, Solders and White Metal Alloys

—either on flat price or sliding scale. Give quantities and metals you will need over 1919 with complete specifications. We will then make you an attractive proposition, by letter or in person. Anyway, file our name for quick quotations on all non-ferrous metals and alloys.

THE CANADA METAL CO., Limited
TORONTO

BRANCH FACTORIES: Hamilton Montreal Winnipeg Vancouver

Many Painters Insist on Using

Dougall Varnish

Experience has taught them that it is the easiest to use—looks best and lasts longest and that it is by far the most economical varnish obtainable.

Put in a Stock of Dougall Varnish

You can then be certain of selling to your customers varnish which will be good value and which will give entire satisfaction.

Write for Dealer Proposition—it's a good one.

The Dougall Varnish Co., Ltd., Montreal

QUALITY FIRST
DOUGALL VARNISHES

DRILLS—
Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank.

List each.			
1/8	$0.45	19/32	$1.20
5/32	.45	5/8	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.85	⅞	2.10
7/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.
Bit Stock, list per dozen—

3/32	$2.70	⅜	$8.50
1/8	3.00	7/16	10.50
5/32	3.50	½	13.00
3/16	4.00	9/16	15.50
7/32	4.50	⅝	18.00
¼	5.00	11/16	21.00
9/32	6.00	¾	24.00
5/16	7.00	⅞	30.00

DOORS,
See Screen Doors.
F.O.B. Toronto.

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares.

FILES AND RASPS
Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	25-27½%
Black Diamond	25-27½%
Delta Files	20
Firth Files	50

F.O.B. Toronto, Montreal, London and Hamilton.

FITTINGS
Cast iron fittings, net list; Malleable bushings, 20%; cast bushings, 20%; unions, 35%; plugs, 15 to 17½% off list. Net prices; Class B, black, 25¼ to 26c lb.; Class C, black, 16¼ to 18c lb; galvanized, Class B, 35¼ to 37c lb.; Class C, 25¼ to 26c lb.
Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	3 00
Under 40 lbs.	3 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼ in.	12-50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼ in.	18 75

Halters (Sisal)
7-16 in. gross, $24; 9-16 in., $36.
F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)
All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall, D handles, 10%. All other handles, net list. All neckyokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.
F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP
Heavy, Net Prices.

	Strap Doz. pairs.	Tee
4-inch	$2 70	$2 30
5-inch	3 33	2 88
6-inch	3 60	3 24
8-inch	4 86	3 69
10-inch	8 64	6 57
12-inch	10 71	10 44
14-inch	12 24	10 62

Light, Net Prices, figured at discount 10%.

3-inch, doz. pairs	$0 90	$0 90
4-inch	1 08	0 99
5-inch	1 26	1 17
6-inch	1 53	1 35
8-inch	2 25	1 60
10-inch	....	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6-in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.
Discount, 25%.
F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOES, Grub $10 50 11 00

HOOKS, GRASS

	English Canadian	Fox
No. 2, per doz.	$4 15	$5 00-$5 50
No. 3, per doz.	4 25	5 50- 6 40
No. 4, per doz.	4 35	6 00- 7 40
Little Giant	6 00	....
Barden Patent	6 00	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller Less 20c
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heav yiron	6-8	7 75	....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Fetherweight "XL" steel	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight(front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS
Nos. 0, 1, 2, and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$17 50
Corrugated, ⅝ in., 100 ft.	20 50
Corrugated, ¾ in.	$23 50
Corrugated, 1 in., 100 ft.	35 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS
Coppered wire, 3 in., $1.10 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL
See weekly report.

IRON, TINNED
Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished per set	2.20-2.30
Mrs. Potts, No. 50, nickel-plated, set	7 35
Mrs. Potts, handles, japanned, doz.	1.50-1.65
Sad irons, common, plain, 3, 4, and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	$4 00 4 10
Canadian Beauty Electric Irons—Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

Step Ladders	Per ft.
Perfect, 6 to 10 ft. only	$0 31
Hercules, 4 to 10 ft.	0 33
Hercules, 12 to 14 ft.	0 28
Faultless, 4 to 10 ft. only	0 29
Ontario, 4 to 10 ft. only	0 26
Shelf Lock, 4 to 8 ft. only	21

Single and Fruit Picking

10 ft. to 16 ft.	20c ft.
18 ft. to 20 ft.	23c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London.

Extension Ladders Per ft.

Up to 32 ft.	0 20
34 to 40 ft.	0 22

F.O.B. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (round reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short	$0 95-$1 10
Cold blast	1 00- 1 10

3 doz. cases, 95c doz.z; 6 dozz. cases, 90c doz.
Cold blast, genuine ruby $4.75
F.o.b. Toronto, London, Hamilton, and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2	$1 90-$2 05
Steel Thumb, No. 3	2 50- 2 75
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	$10 00
Dowswell	10 00
Noiseless	15 50
Hamilton	12 00
Ottawa	10 50
Peerless	10 50
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	107 00
Seafoam, engine drive	49 00
New Idea, electric	134 00
Sunshine	9 50
Popular, No. 1	10 50
Popular No. 2	10 00
Economic	12 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	50 50
Do., do., electric	108 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
1 X L	18 50
Perfection, engine drive	55 50
Perfection, engine drive	15 50
Gem	16 50
Winner, plain	13 50
Connor Improved	10 00
Jubilee	9 50
Canada First	19 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$12 50	$13 25
Pick, doz.	12 50	13 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$29 40
No. 8, dozen	33 60
Universal—	
No. 4, doz.	$38 10 39 60
No. 8, doz.	46 40 48 60

MOPS

O-Cedar, doz, net	$12 00
Sprustex, No. 2, doz.	$8 00 8 40
S.W. Mops, complete, doz.	5 00 5 40
Mop Sticks, doz., No. 8	2 00
Cast Head Mop, doz.	2 00
Crescent, doz., No. 10	2 50 3 35
Crank wringing, doz.	6 90

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London Hamilton.

NAILS
List adopted July 10, 1912.
Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.50 base.
Freight equalized on above points.
F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.55 base.
Freight equalized on above points. Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $5.62½.
Sault Ste. Marie, Port Arthur, Fort illiam, $5.55 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.
Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.
Cut Nails—Montreal, $5.85 base; Toronto, $5.85 base; London, $5.85; Hamilton, $5.85; no equalization of freights.
Roofing Nails—American, large head, keg, $10.
F.o.b. Montreal, Toronto, Hamilton.

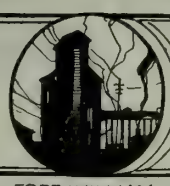
NAILS (HORSE)
C Brand

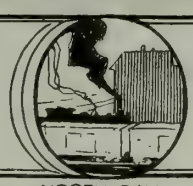
Size Capewell—	Per 100 lbs.
No. 5	$23 00
No. 6	22 00
No. 7	21 00
No. 8	20 00
Nos. 9 to 12	19 00

Discount, 10%.





















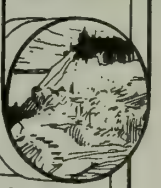


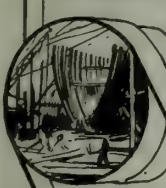


















DOMINION
Rubber System
Belting Service is Dominion Wide

No matter what your business or where it is located, there is within telephone distance of your plant, a branch of the Dominion Rubber System and a belting expert.

These technical experts are not merely salesmen, *they know belting* and its requirements thoroughly and their services are at your command, without charge, whether you are a customer or not.

Put your problems up to the Dominion Rubber System experts—*place your belting equipment in their care—they will shoulder the responsibility* for giving efficient service in all your belting, no matter what it is used for.

They are able to "speed up" your production—reduce your manufacturing or belting costs or eliminate unnecessary delays and "shut-downs."

The Dominion Rubber System is not only the largest but the oldest organization of its kind in Canada and has specialized in belting for more than fifty years—its entire facilities and Dominion Wide Service are at your command.

If you are in trouble or in doubt about a belt, 'phone, wire or write our nearest branch and *let us prove that our Belting Service means more than just selling belts.*

Canadian Consolidated Rubber Co., Limited
Head Office, Montreal

SERVICE

Halifax,
St. John,
Quebec,
Montreal,
Ottawa,
Toronto,
Hamilton,
Kitchener,
London
North Bay

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

BRANCHES

Fort William,
Winnipeg,
Brandon,
Regina
Saskatoon,
Edmonton
Calgary,
Lethbridge,
Vancouver,
Victoria.

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
4	1⅞"	10 00
3	1⅝"	$20 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch...	10 50	36 inch...	$15 00
30 inch...	12 75		

½ inch mesh and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

OAKUM

	Montreal	Toronto
Best (American)	$21 00	$22 00
U.S. Navy (unspun)		
Clipper (spun)	21 00	
Clipper (unspun)	19 50	
U.S. Navy (unspun)		
U.S. Navy (spun)	21 50	
Plumbers (spun)	$10 00	10 50

F.o.b. Montreal, Toronto

OILS

	Montreal	Toronto
Royalite, gal.	0 19½	0 18½
Palacine, gal.	0 22½	021½
Gasoline, net, gal.	0 34	0 33

	List	Gallon
Black oil (Summer)	0 19½	0 18½
Black oil (Winter)	0 20½	0 19½
Imperial Kerosene Tractor	0 55	
Capital cylinder	0 62	0 61
Machine oil, regular grades	33½-42½	32½-41½
Standard gas engine oil	0 40½	0 39½
Paraffine	0 29	0 28

List, less 15% on above.

Polarine Oil, list	0 90	
Polarine Oil, heavy, list	0 90	
Gargoyle Mobiloil, list	1 33	

List, less 25% on above.

Fuel oil, bbls. net	0 14½	0 12½
Fuel oil, tank cars, net	0 13	0 11

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll	$1 10-$1 20
Dry Fibre, No. 2 roll	0 62- 0 65
Anchor Brand	1 20
Rosin Sized Sheeting, red	1 05
Do., blue	1 10
Tarred Fibre, No. 1 roll	1 25- 1 30
Tarred Fibre, No. 2 roll	0 77- 0 83
Surprise Fibre	0 67- 0 71
Tarred felt, per cwt.	4 10
Cyclone (dry)	1 20
Cyclone (tarred)	1 30
Joliet (dry fibre)	0 65
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeting (per 100 lbs.)	13½ 0 15
Carpet Felt, 16 oz., per 10 lbs.	$5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—	
5 to 6 lbs., doz.	$12 00
6 to 7 lbs., doz.	12 75
7 to 8 lbs., doz.	13 50
Rock—	
7 to 8 lbs., doz.	12 50

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in.	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 38.

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 00	$ 8 00	$.....	$.....
¼ in.,	4 68	6 81	5 28	7 41
⅜ in.,	4 68	6 81	5 28	7 41
½ in.,	6 21	7 78	7 06	8 63
¾ in.,	7 82	9 95	8 97	11 10
1 in.,	11 56	14 71	13 26	16 41
1¼ in.,	15 64	19 90	17 94	22 20
1½ in.,	18 70	23 76	21 45	26 54
2 in.,	25 16	32 01	28 86	35 20
2½ in.,	40 37	51 19	.....	.....
3 in.,	52 79	66 94	.....	.....
3½ in.,	67 16	84 18	.....	.....
4 in.,	79 57	99 74	.....	.....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in.	$28 86	$35 34	$32 56	$39 03
2½ in.	42 12	52 36	47 97	58 21
3 in.	55 08	68 47	62 73	76 12
3½ in.	69 00	86 94	78 20	96 14
4 in.	81 75	193 00	92 65	113 90
4½ in.	93 00	118 00	112 00	137 00
5 in.	108 00	137 00	130 00	159 00
6 in.	140 00	178 00	169 00	206 00
7 in.	283 00	292 00	219 00	268 00
8 L in.	193 00	244 00	230 00	281 00
8 in.	222 00	281 00	265 00	324 00
9 in.	266 00	336 00	.....	.....
10L in.	246 00	312 00	294 00	360 00
10 in.	317 00	402 00	379 00	464 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list		$8 00
3 in., in 10-ft. lengths, list		9 70
4 in., in 10-ft. lengths, list		12 80
5 in., in 10-ft. lengths, list		17 50
6 in., in 10-ft. lengths, list		21 30

Net list.

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

Medium and extra heavy pipe, 2 to 6 inch	15%
Medium and extra heavy fittings, 2 to 6 inch	25%
8 inch pipe and fittings	Net list

F.O.B. Toronto, Montreal

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	8 50
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz bottles, doz., list	3 00
12-oz. bottles, doz., list	6 00
1-qt. can, doz., list	15 00
½-gal. cans, doz., list	24 00
1-gal. cans, doz., list	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—

4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 25%; Iron Burrs, 25%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	$2 30
Samson, 2-ply, roll	2 75
Samson, 3-ply, roll	3 30
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
R. S. Special, 3 ply	2 25
Amazon, 1-ply	2 05
Amazon, 2-ply	2 35
Amazon, 3-ply	2 65
Everlastic, 1-ply	1 80
Everlastic, 2-ply	2 10
Everlastic, 3-ply	2 40
Good Luck, 1-ply	1 80
Good Luck, 2-ply	2 10
Good Luck, 3-ply	2 40
McCombe Sp., 1-ply	1 75
McCombe Sp., 2-ply	2 00
McCombe Sp., 3-ply	2 25
Black Cat, 1-ply	2 05
Black Cat, 2-ply	2 35
Black Cat, 3-ply	2 65
Black Diamond Ready Roofing, 2 ply	1 12
Black Diamond Ready Roofing, 3 ply	1 38
Liquid roofing cement, per gal. in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 50
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto, London, Montreal.

ROPE

	Lb.
Pure Manila basis	28½
British Manila basis	24
New Zealand hemp basis	24
Sisal basis	25½

Above quotations are basis prices ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c: 9-16 to 7-16 in. inclusive 1c; ⅜ in., 1¼c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	25½
Double lath yarn	26
Yacht marline, tarred	54
Halyards	47
Hemp, deep sea line basis	47
Hemp, tarred ratline basis	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42
Italian rope basis	On application
Cotton, ¼ in.	0 81¾
5-32 in.	0 80¾
3-16 in.	75 77½
¼-in. and up	74 76¼

F.o.b. Toronto, Montreal, Brantford London, Hamilton.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star Sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

per cent. on list. F.o.b. Toronto Montreal.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 5 50	$0 20
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 5%: Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Doz.
Cast Steel	$15 00
Golden Clipper	16 00
Little Giant	17 00
Bush	15 50

F.o.b. Toronto, London.

SCREEN DOORS

Kasement, No. 1, 2 ft. 8 in., $28.80; 2 ft. 10 in., $30.00; 3 ft., $31.20; Nos. 2, 3 and 4, 2 ft. 8 in., $31.20; 2 ft. 10 in., $32.40; 3 ft., $34.20 dozen.

SNATHS

	Doz.
00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	87½
Wood, R. H., brass	82½
Wood, O. H., brass	82½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	20
Hexagon cap	20

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen $7 00

SHEETS, BLACK

See Montreal and Toronto report

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs
10¾ oz.	$9 50
U.S. 28	9 20
U.S. 26	8 90
22 and 24	8 70
18 and 20	8 60
16	8 45
14	8 35

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge $12.55; 22-24 gauge, $12.75, 26 gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$8 35
16 gauge	11 20	8 45
18-20 gauge	11 20	8 60
22-24 gauge	11 40	8 75
26 gauge	11 60	8 90
28 gauge	11 90	9 20
10¾ ozs.	12 25	9 50

Add 25c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorban "best-best
16	$12 55		$12 55
18-20	12 55		12 55
22-24	12 25		12 25
26	12 25		12 25
28	13 00		13 00

Less 25c in case lots.

F.o.b. Montreal.

SHINGLES

	Per s
Standard galvanized	$11 00

Shipping weight, 90 lbs.

Standard painted	8 50

Shipping weight, 80 lbs.

Discount 7½%.

F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL

Standard galvanized	$9 25
Standard painted	7 50

Discount 7½%.

F.o.b. Montreal, Toronto, Ottawa Oshawa.

SOLDERING COPPERS

Basc, ⅜ lbs., 58-lb., F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	18 75
Perfection No. 33, 3-burner	24 25
Perfection No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Discount 25% off list.

Freight allowed on shipments of 12 stoves.

McClary Glass Front Oven No. 70, each, net 4 25

Detroit Glass Front Oven No. 85, each, net 4 50

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters.	List
No. 525, each	7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list.

Freight allowed on shipments of 24 heaters.

F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.



SIMMS
SET IN RUBBER

BRUSHES

GUARANTEED
FOR USE IN ANYTHING

Soaked in paint remover or boiled in water, the setting composition in these brushes remains as solid as concrete.

Try this test on some of the OTHER kinds.

Why sell your customer CEMENT-SET brushes or those set in some imaginary SECRET COMPOSITION that won't stand use in alcohol, spirit varnishes, lacquers, paraffine, crude oil, grease, paint removers and a dozen other things, or

A GLUE-SET brush that cannot be used in water, kalsomine, paste, glue sizing, etc., and dries out if carried on the shelves over the season?

Why not sell him a

SIMMS
SET IN RUBBER

Brush and tell him to use it in any old thing? He can drive nails with it if he wants to; he can't harm the setting.

Samples and Prices through our jobbers on request.

T. S. SIMMS & CO.
LIMITED
ST. JOHN (FAIRVILLE), N.B.

Now's the Time to Push

Automobile Skates

TAKE advantage of this seasonable weather and of the splendid reputation of Automobile Skates.

The next two weeks should make a skate-selling record for the season.

Canada Cycle & Motor Co.
LIMITED
Montreal, Toronto WESTON Winnipeg, Vancouver

Alex. McArthur & Co., Ltd.

TRADE MARK

82 McGill Street Montreal, Canada

BLACK DIAMOND
TARRED FELTS
and SHEATHINGS

Made at our own Paper Mills.

SAVE COAL
BY USING
BUILDING PAPER

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades..	25 and 25	25 and 25	25 and 25
Draining Tools	25 and 25	25 and 25	....
Hollow Back Scoops	25 and 25	....	25 and 25
Sand Shovels	25 and 25	....	25 and 25
Hollow Back Shovels	25 and 25	....	25 and 25
Hollow Back Coal Shovels	25 and 25	....	25 and 25
Riveted Back Scoops	25 and 25	25 and 25	25 and 25
Miners' Spring Point Shovels	25 and 25	....	....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades..	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	....
Hollow Back Scoops, No. 2, black.	34.50	....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	....	30.00
Sand Shovels, No. 2, black	27.50	....	24.00
Hollow Back Shovels, No. 2, black	27.50	....	24.00
Riveted Back Scoops, No. 2 black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	....	....

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET — Bissell's Doz.

American Queen, Nickeled Fittings, Cyco Ball Bearing	$48 00
Club, Jap. Cyco Bearing	102 00
Champion, Nickeled Fittings	40 00
Champion, Japan'd Fittings	34 00
Grand, Nic., Cyco B.B.	61 00
Grand, Jap., Cyco B.B.	55 00
Grand Rapids, Nic., Cyco B.B.	45 00
Grand Rapids, Jp., Cyco B.B.	39 00
Parlor Queen, Nic., Cyco, B.B.	51 00
Princess, Nic., Cyco B.B.	46 00
Standard, Nickeled Fittings	42 00
Standard, Jap'd. Fittings	36 00
Universal, Nic., Cyco Bearing	43 00
Universal, Jap., Cyco Bearing	37 00

SWEEPERS, VACUUM — Bissell's Doz.

Grand Rapids, Nic.	$98 00
Household, Jap.	88 00
Superba, Nic.	114 00

F.o.b. factory Niagara Falls, Ont.

Prices guaranteed by manufacturers against their own decline to June 30, 1919. Also stocked by jobbers.

SWEEPERS (ELECTRIC)

Steel frame	36 40
Aluminum frame	43 90
Attachments, set	8 25

F.o.b Toronto, Hamilton, London.

TACKS — Discount

Wire Tacks .....60 and 10%

Revised Hardware Tack List adopted Jan. 1, 1916 .....60 and 15%

Double pointed tacks....60 10%

Shoe findings list adopted July 5, 1917—Net list.

List of Capped Goods adopted Jan. 1, 1916..60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOASTERS, ELECTRIC

Canadian Beauty	$4 50
Upright, with rack	$6 40

TOOLS, HARVEST

Waverly, Wellandvale, Rixford. Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount. F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft.		
8 in.....$	6 90	15 in.....$	12 50
10 in.....	7 70	18 in.....	16 00
12 in.....	9 10	Net List	

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) — Doz. with chain

Victor, No. 1	$2 60
Jump ,No. 1	3 45
Hawley & Norton, No. 1	4 05
Newhouse, No. 1	5 55

F.o.b. Toronto, London, Hamilton Montreal.

TWINE (BINDER) — Per lb.

500 ft.	$0 22
550 ft.	0 23¾
600 ft.	0 25
650 ft.	0 26½

In 5-ton lots ¼c discount from above; 10 tons and upwards, ½c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb. 75-77-80¾

4-ply, wrapping, lb. 79-81¼-85

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.o.b. Newmarket

VALVES — %

Ground work	40
Compression work, standard	45
High grade	41
Cushion work	40
Fuller work, standard	43
High grade	36
Basin cocks, No. 0 Standard	38
High grade	38
Bath cocks	48
Flatway stop and waste cocks, standard	47
High grade	45
Roundway stop and waste cocks, standard	45
High grade	45
Brass steam cocks, standard.	10% advance on list
Radiator valves, standard	10
D., removable seat	Net list
Patent quick opening valves.	30
Globe, angle and check valves, standard	Net
Do., Jenkins Disc, 5% advance	on list

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 40-10%.

Colonial, 27½%.

Imperial Ware, 27½%.

Pearl, 27½%.

Premier, net list.

Canada Ware, net list.

Diamond, net list. White Ware, 45%

Japanned Ware, list plus 30%.

Japanned Ware, White, list, plus 40%.

Plain and Jap Sprinklers, list plus 30%.

Barb $6.75

Stamped Ware, plain, 45%.

Stamped Ware, retinned, 40%.

Copper Bottoms, list, plus 10%.

Tinners' Trimmings, plain, 45%.

Tinners' Trimmings, retinned, 40%.

Tinners' Trimmings, general, list plus 20%.

Factory Milk Cans, list plus 50%.

Milk Can Trimmings, list, plus 60%.

Cream Cans, list ,plus 25%.

Railroad Cans, list, plus 20%.

Pieced Tinware, C.B., list, plus 70%.

Sheet Iron Ware, list, plus 20%.

Pieced Ware, ordinary, list, plus 50%. Fry Pans, 40%.

Spiders, steel, net list; cast iron, 10%.

Fire Shovels, Japanned, list, plus 20%.

Steel Sinks, painted, list plus 25%.

Steel Sinks, galvanized, list, plus 25%.

Light Galv. Pails and Tubs, list plus 30%.

Heavy Galv. Pails and Tubs, list, plus 20%.

Garbage Pails, list, plus 20%.

Jap. Coal Hods, list, plus 40%.

Galv. Coal Hods, list, plus 50%.

Paper Lined Boards, 30 and 10%.

Wood Lined Boards, 30%.

Stove Pipe, patent, per 100, 6 in., $22.38; 7 in., $23.87.

Common, made-up, per 100, 5 and 6 in., $24.67; 7 in., $26.07.

Polished, made-up, per 100, 5 and 6 in., ...; 7 in., ...

Stove Pipe Thimbles, 45%.

Copper Boilers, list, plus 10%.

Copper Tea Kettles, list, plus 10%.

Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.

Copper Tea and Coffee Pots, list, plus 10%.

Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

Nickel-plated Ware, 50%.

F.o.b. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS

Round plain. Sizes given are size of hole. In boxes of 50 lbs., list prices, per 100 lbs.—¼-in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.20; ⅞ in., $18.20; 15-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 33 1-3 per cent. Net extras, 26 to 49 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb. per 100 lbs.	$5.50-$5.85	$5.50	$5.35
Section, ½ lb. per 100 lbs.	5.50- 5.85	5.50	6.00
Solid, 3 to 30 lbs., per cwt.	4.25	4.25	4.25

WHEELBARROWS

Navvy, steel wheel, doz.	$58 20
Garden, steel wheel, doz.	67 20
Light garden, doz.	64.20

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire — Per 100 lbs.

No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	9 00
No. 19	9 50

Hay Wire in Coils

No. 13	6 85
No. 14	7 00
No. 15	7 20
No. 16	7 45

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 25

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra: No. 11, 12c: No. 12, 30c: No. 13, 30c: No. 14, 40c: No. 15, 55c: No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c: 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c: in ¼-lb. coils, $1.

List of extras in 100-lb. lots, net

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Barring or papering	0 18

Oiled and Annealed Wire

No. 10	$6 45
No. 11	6 47
No. 12	6 55

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire.	Toronto
No. 9 pl. galv.	5.35- 6.75
No. 12 pl. galv.	5.50- 6.15
No 13 pl. galv.	6.00- 6.25
No. 9 coil sp.	5.50- 6.00
No. 12 coil sp.	5.80- 6.25

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright $5 75

Fence staples, galvanized 6 50

In 25-lb. boxes add 50c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00

Less discount of 12½%.

Bright poultry netting staples $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus.....10%

Brass wire, 3 to 24 gauge, add 40%

25 to 36 gauge, add 25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls..$3 25

In 50-ft .rolls 3 30

Galvanized, per 100 sq. ft. in 100 ft. rolls 4 75 5 50

Bronze, sq. ft. 0 14

F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 80
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 40
Eclipse	97 70

Discount off above list, 30% and 5%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal Toronto, Kingston, Hamilton, London, St. Mary's.

For zinc products and zinc sheets See weekly report

WRENCHES

Trimo—	Doz. net		Doz. net
8 in.	$15 60	18 in.	$35 00
10 in.	17 40	24 in.	50 60
14 in.	24 45		

Coes—	Doz. net		Doz. net
6 in.	$14 60	15 in.	$35 00
8 in.	17 50	18 in.	46 60
10 in.	20 40	21 in.	56 80
12 in.	26 20		

Stillson—	Each	Doz. net
6 in.	$1 20	$14 00
8in.	1 35	15 60
10 in.	1 50	17 40
14 in.	2 10	24 45
18 in.	3 00	35 00
24 in.	4 35	50 60
36 in.	....	94 20
48 in.	....	139 20



Business Brightens When Jamieson's Arrives!

Sales are made easier when you give your customer, client and friends what is Best for his needs.

Get our line on your shelves quickly. They'll need our paint to-morrow.

There will be more paint sold in your locality if you stock "Jamieson's."

A post card will bring a paint and varnish proposition—profitable to you.

R. C. Jamieson & Co., Limited

Calgary Montreal Vancouver

Owning and Operating P. D. Dods & Co., Limited

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $8.90 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID
Bronzing liquid, No. 1.$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE	Montreal	Toronto
Per lb.	13-14	14-16

COLORS (DRY)	Per lb
Raw Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Raw Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Imp. green, 100 lb. kegs	0 25
Chrome green, pure	0 35
Chrome yellow	17-31
Brunswick green, 100 lb. k..	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100 lb. k..	0 06
Venetian red, best bright	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry	0 15
Golden ochre, 100 lb. kegs..	0 06½
White ochre, 100 lb. kegs..	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	3½-5
French ochre, barrels	0 06
Spruce ochre, 100-lb. kegs	7-8c
Canadian red oxide, bbls	2 -2¼
Super magnetic red	2¼-2½c
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE
1 lb. tins—

Venetian red	0 21
Indian red	0 35
Chrome yellow, pure	0 53
Golden ochre, pure	30-32
French spruce ochre, pure	25-28
Greens, pure	28-35
Siennas	0 32
Umbers	0 32
Ultramarine blue	0 52
Prussian blue	1 50
Chinese blue	1 50
Drop black	0 30
Ivory black	0 31
Signwriters' black, pure	0 40
Lampblack	0 40
Marine black, 5 lb. irons	0 20

F.o.b. Montreal, Toronto.

ENAMELS (white)	Gal.
Duralite	$6 50
Albagloss	3 50

GLUE	Per lb.
Brantford All Round Glue—	
Case No. 7—50-lb. pkgs	$28 00
Case No. 8—100 ½-lb. pkgs..	31 00
Case No. 9—200 ¼-lb. pkgs..	38 00
Discount.	
French medal (prices withdrawn)	
English common sheet	32-34
English prima	35-38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	28-30
Ground glue, No. 2, 112-lb. bags	22-24
Do., No. 2, less than bags	24

GLASS	Single Thick	Double Thick
Per 100 ft.		
Under 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 20 to 25%.
Sheet glass, 5 to 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE	
Plates up to 1 foot, each	$0 80
Plates from 1 to 2 feet, each	0 90
" 2 to 3 "	0 95
" 3 to 4 "	1 15
" 4 to 5 "	1 35
" 5 to 7 "	1 50
" 7 to 10 "	1 70
" 10 to 12 "	1 75
" 12 to 15 "	1 85
" 15 to 25 "	1 95
" 25 to 50 "	2 15
" 50 to 75 "	2 20
" 75 to 90 "	2 25
" 90 to 100 "	2 30
" 100 to 120 "	2 60
" 120 to 140 "	2 90
Plates 101 to 110 wide containing not over 100 ft. each	3 00
Plates 111 to 120 wide containing not over 100 ft., each	3 40
Plates 101 to 110 wide containing over 100 ft., each	3 40
Plates 111 to 120 wide containing over 100 ft., each	3 75

Trade Discount, 25%.
City deliveries, 33 1/3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS
Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 20c advance per 100 lbs. F.o.b. London and Windsor, 40c per 10 0lbs. F.o.b. Toronto and Hamilton, 30c per 100 lbs. F.o.b. Fort William and Port Arthur, ... per 100 lbs.
Maritime differential 35c per 100 lbs over Montreal.

	Montreal	Toronto
Anchor, Pure	$17 50	$17 80
Crown Diamond	17 50	17 80
Crown, pure	17 50	17 80
Green Seal	17 50	17 80
Ramsay's Pure	17 50	17 80
Moore's Pure	17 50	17 80
Tiger, Pure	17 50	17 80
O.P.W. Dec. Pure	17 50	17 80
Red Seal	17 50	17 80
Decorators' Pure	17 50	17 80
O.P.W. English	17 70	18 00
Elephant Genuine	18 00	18 30

B.B. Genuine lead, less than tons, $19.70, Toronto; $19.40, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)	
Genuine, 560-pound casks, per cwt.	$14 00 $14 50
Genuine, 100-pound kegs, per cwt.	14 75 15 50
Less quantity	16 00 17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE

	Per pound Dry	Paste
Barrels, 600 lbs.	$....	$0 21
200s	0 32½	....
100s	0 33	0 22
50s	0 33	0 23
25s	0 34½	0 23
10s	0 35	....
5s	0 36	0 25
2s	....	0 26½
1s	0 39½	0 29
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton and London.

MURESCO
Tints, 5-lb. packages, per 100 lbs.. $9.60; white, 5-lb. packages, $9.00.
F.o.b. Toronto.

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white	$4 20
Elephant, colors	3 80
B.H. English, white	4 30
B.H. English, colors	4 05
B.H. Floor	3 50
B.H. Porch Floor	4 05
Minerva, white	4 15
Minerva, colors	3 90
Crown Diamond, white	3 80
Crown Diamond, colors	3 55
Crown Diamond, floor	3 05
B.H. Fresconette, white	3 35
B.H. Fresconette, colors	3 25
Moore's House Colors, white	4 05
Moore's House Colors, colors	3 90
Moore's Egyptian Paint, all colors	3 25
Moore's Floor Paint	3 25
Moore's Sani-Flat	3 00
Moore's Mooramel	6 50
Jamieson's Crown Anchor	3 55
C.P.C. Pure, white	4 30
C.P.C. Pure, colors	4 05
O.P.W. Canada Brand, white	4 05
O.P.W. Canada Brand, colors	3 75
O.P.W. Canada Brand, floor	3 50
O.P.W. Flat Wall, white	3 35
O.P.W. Flat Wall, colors	3 25
Ramsay's Pure, white	4 15
Ramsay's Pure, colors	3 85
Martin-Senour, 100%, white	4 30
Martin-Senour, 100%, colors	4 05
Martin-Senour, Porch Paint	4 05
Martin-Senour, Neutone, white	3 35
Martin-Senour, Neutone, colors	3 25
Senour's Floor Paint	3 50
Sherwin-Williams, white	4 30
Sherwin-Williams, colors	4 05
Sherwin-Williams Floor	3 50
Flat Tone, white	3 35
Flat Tone, colors	3 25
Lowe Bros., H.S., white	4 30
Lowe Bros. H.S., colors	4 05
Lowe Bros. Hard Drying Floor	3 50
Mellotone, white	3 50
Mellotone, colors	3 35
Sanitone, white	3 35
Maple Leaf, white	4 30
Maple Leaf, colors	4 05
Maple Leaf, floor	3 50
Pearcy's Prepared, colors	3 50
Pearcy's Prepared, white	3 75

F.o.b. Montreal, Toronto.

PARIS GREEN	C.P. Berger's and Munro's Per lb.
In barrels, about 600 lbs.	0 60¼ 0 61
In arsenic wegs, 250	
In 50 lb. and 100 lb. drums	0 61¼ 0 62
In 25 lb. drums	0 62¼ 0 63
In 1 lb. packets, 100 lbs. in case	0 64¼ 0 65
In ½ lb. packets, 100 lbs. in case	0 66¼ 0 67
In 1 lb. tins, 100 lbs. in case	0 66¼ 0 67

Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PUTTY	Montreal Standard	Toronto Less than tons
Bulk, in casks	$5 60	$5 90
Bulk, 100-lb. drums	6 45	6 75
Bulk, 25-lb. drums	6 70	7 00
Bulk, 12½-lb. irons	6 95	7 25
Bladder, in bbls.	7 35	7 65

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2 cwt. advance.
Ottawa prices are 20c, Hamilton 30c London and Windsor 40c per 100 lbs over Montreal quotations

ROSIN	
Barrels, 100 lbs.	$6 90
Less, per lb.	0 08

SHELLAC
Pure White, gal. 5 15
Pure Orange, gal. 4 75
Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$3 30
B.H. Vanisher	3 00
Cumoff	3 30
Takof	2 85
O.P.W. Presto	3 00
Lingerwett	2 80-3 25
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES Per gal. can

No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins	$1.32-$1.45
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz.	1 40
Depend-on, list	3 50
B.H. Maritime Spar, list	7 00
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.	
Elastilite	3 50
Granitine Floor Finish	3 50
Hydrox Spar	3 60
Sun Varnish	2 60
Sun Spar	4 65
Sun Waterproof Floor	3 40
Jasperite Interior and Exterior	2 55
Jasperite Pale Hard Oil	1 90
Jasperite Indestructo Floor Finish	2 65
Jamieson's Copaline	3 02
M-S Marble-Ite Floor	3 29
M-S Wood-Var	3 29
M-S Double Spar	4 55
M-S Finest Interior	3 86
Elastic Interior	2 64
Mar-not	3 40
Quick Action House	2 45
Rexspar	4 62
Sear-Not	3 84
Kyanize Spar	4 95
Kyanize Cabinet Rubbing	3 85
Kyanize Interior	3 85
Luxeberry light	3 31
Luxeberry granite	3 52
Luxeberry spar	4 95
Ramsay's Universal	2 92
Crown Diamond Floor	2 60

F.o.b. Montreal, Toronto

WATER PAINTS

Opalite, 300 lb. bbls	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg	0 75
½ gal. package, per pkg	0 40
Coralite, 5-lb. pkgs., white	0 07
Coralite, 5-lb. pkgs., colors	0 07½
B.H. Frescota, 5-lb. pkge., white	7 80
B.H. Frescota, 5-lb. pkge., colors	8 40

F.o.b. Montreal, Toronto

WASTE	
Cream, Polishing	$0 21

WHITE

XXX	0 20
XX	0 19
X	0 17½
XC	0 16
Japanese	0 15
XXX Extra	0 21
X Grand	0 19¾
XLCR	0 18½
X Empire	0 17¼
X Press	0 16

COLORED

No. 5	15
No. 1	14
No. 7	13
No. 1A	11½
No. 1B	10½
Fancy	16½
Lion	15
Standard	13½
Popular	12
Keen	10½

Above lines subject to trade discount for quantity.

WAX	Per lb
WAX	Per lb.
C. & B. Floor Wax	$0 40
G H Wax	0 40
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 45
O'd English	0 53 0 62
Johnsons	0 57 0 62
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Edwards, lb.	0 40
Ramsay's	0 45
S. & W.	0 54
Crown Diamond	0 45

F.o.b. Montreal and Toronto.

WHITING
Plain, in bbls $2 50
F.o.b. Montreal, Toronto, London.
Gilders, bolted, in bbls. $3 00

WOOD ALCOHOL per gal
In five gallons ..... $1.80-$1.90
In barrels 1.70
$4 extra for barrels
F.o.b. Montreal, Toronto, London.

GLASS

of
Every Description
for
Building Purposes

We can take care of your requirements from our branch warehouses and make prompt shipments.

We stock and manufacture Plate, Bevelled Plate, Mirrors, Window, Figured, Leaded, Wired and Prism Glass.

Catalogues and price lists will be sent free upon application.
WRITE, PHONE OR WIRE your wants.

HOBBS MANUFACTURING COMPANY, LIMITED

Montreal Toronto London Winnipeg

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke. $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regale Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 27c per lb.; clip horn, 28c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Dougle Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $11.25 per 100 lbs.

BAR IRON

Bar Iron—$5.50 base; Swedish iron, $5.25; sleigh shoe steel, $5.80; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20%; over 6 in., 10-2½%.

Agricultural or No. 1 leather belting, 30-10-7½% off list.

Standard, 27-10% off list. 27% extra.

"The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.65 per lb.; cut, $1.85 per lb.; rawhide, sides, $1.60; cut, $1.80.

Blue Stone (Vitriol), 11¾c.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 20%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $19.20; ¼, $16.25; 5-16 in., $13.75; ⅜, $12.75; 7-16, $12.35; ½, $12.25; 9-16, $12.25; ⅝, $12.00; ¾, $11.65; 1 in., $11.40; Logging, 5-16 in., $15.55; ⅜, $14.55; ½, $14.05; tie-out, 47½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8 25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 35
Lookout	1 75
Sleepmeter	1 85

COPPER

Sheet and planished copper, 75c per lb. Tinned, 65c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 76 lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.85; 10 in., $7.60; 12 in., $8.95.

Conductor pipe, 2 in., per 100 ft., $8; 3 in., $9.65; 4 in., $12.75.

ENAMELWARE

See Wares.

FILES

Globe	Discount 40-5%
Nicholson Gen.	Discount 30%

FITTINGS—Malleable.

Class A	60%
Class B and C, off new list	60-10%
Bushings	10%
Unions	25%
Nipples 4" and under	40%

FORMALDEHYDE

400-lb. bbls., ... lb.; 200-lb. bbls., ... lb.; 100-lb. bbls., ... lb.; 10-lb. jugs, ... each; 5-lb. jugs, ... each; 2-lb. jugs, ... each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$15 50	19 50
26 to 40	16 50	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	21 50	27 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 05
Cold Blast, regular	1 05

GRINDSTONES

Per 100 lbs., $3.50.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 10% off.

Corrugated Strap Hinges — 4, $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherweight, $9.95.

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$10 75
28 Am. or 26 Eng.	10 35
26 Am. or 26 Eng.	10 05
24	9 90
22	9 90
18 and 20	9 75
16 Am.	9 60

IRONS, SAD

Common Sad Irons, 8 lbs., 11c uer lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$2 10
Mrs. Pott's No. 50, set	2 25

Mrs. Pott's common and iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	18 00

LEAD PIPE, $14.40.

LEAD WASTE, $15.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 30
3	2 95
4	5 25
Barn Door	
5	2 95
8	3 20
9	5 50

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 6 35
New Century B	11 65
New Idea	13 00
Snowball	9 75

MATTOCKS

Pick, $18.85; cutter, $18.85.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 60	....
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $5.80 base; Winnipeg, $6.25 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	$6 30
30 in.	7 85
36 in.	9 00
2 in. mesh x 24 in.	3 05
30 in.	3 60
36 in.	4 20
48 in.	5 60
60 in.	6 95
72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.75; 36 in., $6.10; 48 in., $7.25; 60 in., $8.50; 72 in., $9.75.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 55c.

PAINTS

Stephens' Gut White, $4.45; Stephens' House, $4.20; Stephens' Floor, $3.40; Silkatone, $3.40; Stephens' Barn Paint, $1.85.

POLISH

O'Cedar —

	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00

Liquid Veneer—

4 oz.	$2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page)

A Paint that Satisfies!



When you hand a can of paint over your counter, what are you selling your customer?

Is it just paint—a fluid which colors a surface? If that is all you can honestly give him for his money, it's high time you were linking up with a *Stephens' Agency.*

Every *Stephens' Agency* sells with every *Stephens' can of Paint or Varnish* a product that he is proud to recommend to his customer.

He knows — that the Stephens' organization is back of every sale. An organization that has a reputation for good paint.

He knows — that the high standard set for Stephens' Paints and Varnishes is there in every can.

He knows—that his customer will be thoroughly satisfied.

STOP THAT

GUESSWORK

There is only one way whereby you can be sure —take a Stephens' Agency.

Write to-day for our proposition

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg :-: Calgary

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 ft.	Black	Galv.
¼ inch	$ 5 55	$ 7 85
⅜ inch	5 67	7 95
½ inch	7 60	9 30
¾ inch	9 60	11 95
1 inch	14 25	17 60
1¼ inch	19 20	23 90
1½ inch	22 60	28 50
2 inch	30 90	38 25
2½ inch	49 50	61 15
3 inch	64 90	79 95
3½ inch	84 00	.....
4 inch	99 50	.....
4½ inch	114 40	.....
5 inch	172 80	.....
6 inch	172 80	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $9.25; full polished, ...; 18 x 24, half polished, $9.25; full polished, ... 20 x 28, half polished, $9.25; full polished, ...

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½ x 14 in., $3.55 per dozen.

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 26¼c base; pure Manila, 30c base; British Manila, 28¼c base; lath yarn, 26¼c base; African hemp, 28¼c base; cotton rope, ¼ and over, 71c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0	$0 38	$6 75
½	0 40	7 20
1	0 45	10 00
1½	0 50	9 15
2	0 57	10 35
2½	0 64	11 70
3	0 72	13 20
B. & A.—		
00, 0	$ 42	7 50
½	0 44	7 95
1	050	9 00
1½	0 58	10 50
2	0 66	12 15
2½	0 77	13 95
3	0 88	15 90

SASH BALANCES (Caldwell). 10% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—

No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—	Doz.
Grand Rapids, Nic.	$101 00
Household, Jap.	91 00
Superba, Nic.	117 00

F.o.b. Jobbers' Warehouse, Winnipeg. Prices guaranteed by manufacturers against their own decline to June 30, 1919.

STEEL SHEETS, BLACK

10 gauge	$7 90
12 gauge	7 90
14 gauge	7 95
16 gauge	8 00
18-20 gauge	8 55
22-24 gauge	8 60
26 gauge	8 65
28 gauge	8 75

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., $15.05 per doz.; D.H. Rd. Pt., $15.05 per doz.; L.H. Sqr. Pt., $15.05; L.H. Rd. Pt., $15.05; Bulldog & Jones, D.H., Rd. Pt., $16.30; D.H. Sqr. Pt., $16.30; L.H. Rd. Pt., $16.30; L.H., Sqr. Pt., $16.30; L.H., Rd. Pt., $16.30; Black Cat and Crescent Scoops—No. 4, $19.00 doz.; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50; Moose & Jones Scoops, No. 4, $19.90; No. 6, $20.90; No. 8, $21.40.

SOLDER. Per pound, 50 to 51.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $6.05 at Fort William, $6.45 Winnipeg; galvanized staples, $6.85 Fort William, $7.25 Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $8.00 base, other sizes $5.75 base. Band Steel, $5.75 base.

STEEL HOOPS

½ in., $9.75; ⅜ in., $8.50; ¾ in., $8.75; ⅝ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE—

20 x 28 I.C. box	$23 50
20 x 28 I.X. box	27 00
20 x 33 I.C. box	28 50
20 x 33 I.X. half-box	16 75
Terne plates	24 00

TRAPS, GAME—

	Dos.		
	Victor	H.& N.	Jump
No. 0	$2 30	....	....
No. 1	2 69	$4 23	$3 60
No. 1½	4 06	6 33	5 37
No. 2	5 55	8 87	7 89
No. 3	7 53	11 82	....

TUBS—

	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 72
Cotton, 3-ply, balls	0 76
Cotton, 4-ply, cones	0 75
Cotton, 4-ply, balls	0 79

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40% discount.

Colonial, Imperial, Pearl, 0% discount.

Premier, Canada, Diamond, plus 12½%.

Whiteware, 40% discount.

Japanned Ware, list, plus 40%.

Japanned Ware, white, list, plus 50%.

Japanned Sprinklers, list, plus 40%.

Stamped Ware, plain, 40% discount.

Stamped Ware, ret'd, 33 1/3% discount.

Pieced Tinware, ordinary, list, plus 65%.

Pieced Tinware, copper bottoms, list, plus 85%.

Sheet Iron Ware, list, plus 30%.

Light Galv'd Pails and Tubs, list, plus 40%.

Heavy Galv'd Pails and Tubs, plus 30%.

Jap. Coal Hods, list, plus 50%.

Galv'd Coal Hods, list, plus 60%.

WASHERS—

Iron, small lots, 33% off list plus $1.50; full boxes, iron, 33 1/3% off list plus $1.00.

WHITE LEAD—

Decorators' pure, ton lots, $18.40; less than ton lots, $18.75.

WIRE, BARB—

Lyman, 4-point, $5.50 Winnipeg; Glidden Cattle, 2-pt., $5.35 Winnipeg; Baker, 2-pt., $5.30 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; plain galvanized; Winnipeg, Nofl 9, $5.85; No. 12, $6.00; coil spring, Winnipeg, No. 9, $5.90; No. 12, $6.25.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN—

Bale ties, 14 gauge, single loop $7.65 Winnipeg; $7.25 Ft. William. Brass snare wire, per lb., 80c.

WIRE, ANNEALED—

No. 9, $6.75; 10, $6.80; 12, $6.95; 14, $7.15; 15, $7.25; 16, $7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 7 00
8 in.	8 40
10 in.	9 80
12 in.	12 60
15 in.	16 80
Perfect Handle—	
6 in.	15 00
8 in.	18 00
10 in.	21 00
12 in.	27 00
15 in.	36 00
18 in.	48 00

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$ 1 10
8 in.	1 25
10 in.	1 40
14 in.	1 95
18 in.	2 75
24 in.	4 00
36 in.	7 45
Trimo—	
10 in.	$1 50
14 in.	2 10
18 in.	3 00
24 in.	4 35

	Dozen	
Always Ready—	Black	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS—

Eze, $62.55 per doz.; Reliance, $73.70 per doz.; Emperor, $105.90. Royal Canadian, $57.95 per doz



YOU SHOULD SELL WEED CHAIN JACKS

The most easily operated Jack on the Market

Weed Chain Jacks lift a car by a few pulls on a chain and lower by a few pulls in the opposite direction. The operator can stand away from the car, clear of the wheels, mud guards and tire carriers. This feature is especially noteworthy where cars are operated by women.

They are made of malleable iron, black enamelled; the base is extra heavy to prevent upsetting; the top is concave to prevent slipping of the axle. The lifting screw is cold rolled steel with square machine-cut threads. The gear housing is stamped steel, and the chain is heavily plated to prevent rust.

A Weed Jack purchaser is a pleased customer.

GREAT WEST ELECTRIC COMPANY, LIMITED

WINNIPEG

Distributors for Laco Tungsten and Nitro Lamps

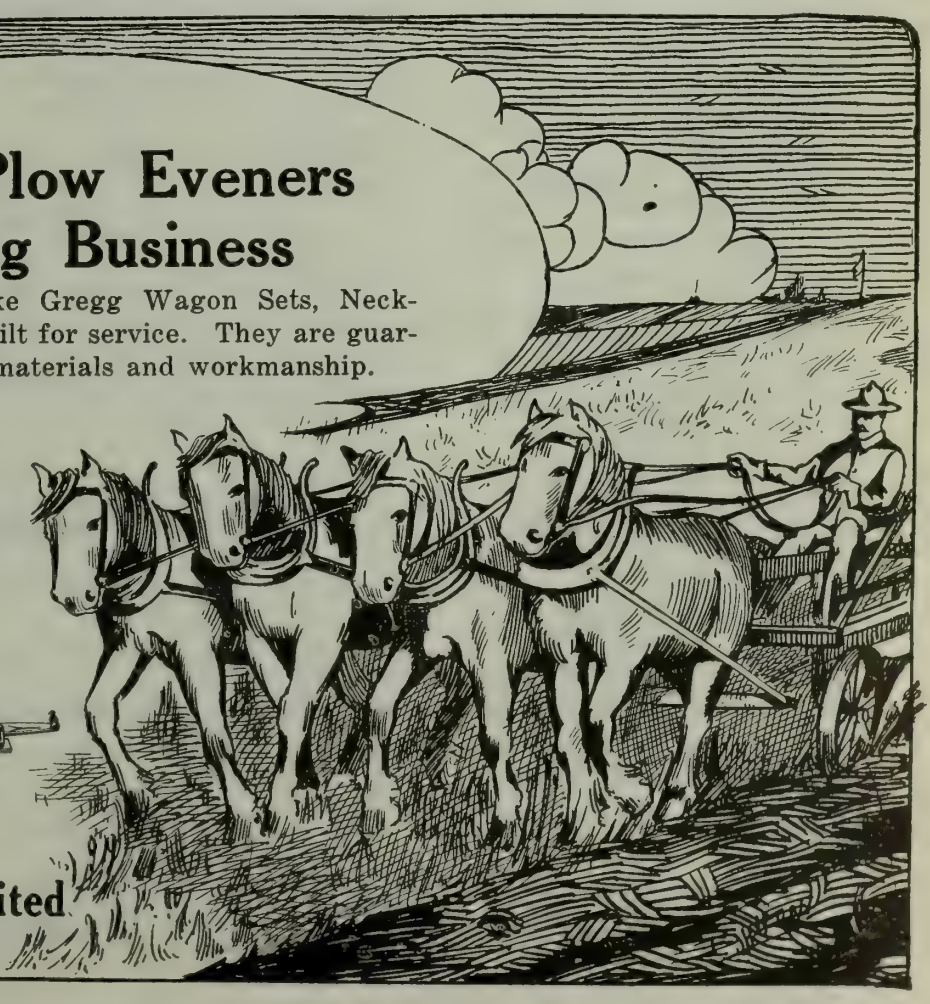
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Send for copy of catalogue describing our full line.

Any jobber in the Canadian West can supply you with Gregg Goods.





Gregg Mfg. Co., Limited

WINNIPEG

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Asbestos Pipe Coverings
Canadian Asbestoc Co., Montreal, Que.

Ankle Supports
Owen Sound Steel Press Works, Owen Sound, Ont.

Auto Accessories, Equipment and Supplies (Jobbers)
Auto Accessories Ltd., Winnipeg, Man.
J. E. Beauchamp & Co., Montreal, Que.
Canada Sales Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
North American Hardware Co., Ltd., Montreal.
Prairie Motor Sales Co., Moose Jaw, Sask.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Toronto.

Auto Accessories, Equipment and Supplies (Manufacturers)
Air-Tite Mfg. Co., St. Thomas, Ont.
W. H. Banfield & Sons, Ltd., Toronto.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
Barcalo Mfg. Co., Buffalo, N.Y.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
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Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
The Lockwood-Ash Motor Co., Jackson, Mich.
Line, Kimball Co., Moose Jaw, Sask.
Metal Specialties Mfg. Co., Chicago, Ill.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont
Northern Electric Co., Ltd., Montreal.
Will B. Lane, Chicago, Ill.
Perfection Sanitary Brush Co., Toronto.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
Kinsinger, Bruce & Co., Niagara Falls, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties Co., Hamilton, Ont.

Automobiles
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Carriage Factories, Ltd., Brockville, Ont.
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Automobile Parts
Kinzinger, Bruce & Co., Ltd., Niagara Falls, N.Y.
McKinnon Industries, Ltd., St. Catharines, Ont.

Awnings
J. J. Turner & Co., Peterboro, Ont.

Axes
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Foundries & Forgings, Brockville.
Can. Warren Axe & Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Babbitt Metal
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

Bars and Racks, Clothes
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Liners
J. N. Warmington & Co., Montreal, Que.

Basins, China and Enamelled Iron
Empire Mfg. Co., London, Ont.

Batteries, Dry
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.

Batteries, Flashlight
Dominion Battery Co., Toronto, Ont.
Usona Mfg. Co., Inc., Toledo, Ohio.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Bath Room Fixtures
Kinzinger, Bruce & Co., Ltd., Niagara Falls.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders, Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Brake Lining
Thermoid Rubber Co., Trenton, N.J.
Haddow Brokerage Co., Montreal, Que.

Brass Goods
Haddow Brokerage Co., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
The Penberthy Injector Co., Ltd., Windsor, Ont.
United Brass Founders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Conveyor
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.
Plewes, Ltd., Winnipeg, Man.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.
Samuel Trees & Co., Toronto, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Bolts and Nuts
Baines & Peckover, Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
London Bolt & Hinge Works, London, Ont.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
Northern Bolt & Screw Co., Owen Sound.
Wilkinson & Kompass, Hamilton.

Bolts, Eye
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boxes, Tin
A. R. Whittal Can. Co., Ltd., Montreal, Que.

Boxes, Wood
Canadian Wood Products Co., Toronto, Can.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., Ltd., London, Ont.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal, Que.

Butchers' Tools
Haddow Brokerage Co., Montreal, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Paint—and Confidence

When he leaves your store with a can of paint your customer believes he has what you consider the best paint on the market. He argues, unconsciously perhaps, that you would not ask him to use a paint in which you had not perfect confidence.

So he accepts the paint you sell on your say-so, and puts its success or failure right up to you.

CROWN DIAMOND
Liquid Paints

will spread confidence in your store more surely than any other paints you can sell. They are the result of over 75 years of paint manufacturing—a perfect product endorsed by three generations of Canadians.

Crown Diamond Paints have passed every test of time and climate. They are proven paints that you can sell with pride, and with the certain knowledge that they will more than satisfy your customers.

Best of all Crown Diamond Paints pay bigger profits than ordinary paints. If you will mail the coupon you will learn why.

Stewart & Wood, Limited, Toronto.
W. B. Dalton & Son, Limited, Kingston, Ont.
Robertson, Foster & Smith, St. John, N.B.
Crowell Brothers, Limited, Halifax, N.S.

McARTHUR, IRWIN, LIMITED
MONTREAL
ESTABLISHED 1842

(Coupon)
I would like to know why Crown Diamond Paints pay bigger profits. I also want full particulars of your agency plan.

Name .....
Street .....
Town ..... **Province** .....

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Perfection Sanitary Brush Co., Toronto.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
A. E. Bregent & Co., Montreal, Que.
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Blowers, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.

Brooms
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

Buckles, Harness and Trunks
McKinnon Industries, Ltd., St. Catharines, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
Peterboro Lock Mfg. Co., Ltd., Peterboro, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
Toronto Lock Mfg. Co., Toronto.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
Cannon Oiler Co., Keithsburg, Ill.

Canoes
Canadian Canoe Co., Peterboro, Ont.

Caps for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co. Windsor.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Faultless Caster Co., Evansville, Ind.
Canada Foundries & Forgings, Ltd., Brockville
The Toronto Lock Mfg. Co., Toronto, Ont.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpenters' Tools
Haddow Brokerage Co., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Casseroles
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Chains, Coil, Boom, Hammock, Tether, Dog.

Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Folding
J. E. Beauchamp & Co., Montreal, Que

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
McKinnon Industries, Ltd., St. Catharines, Ont.

Choppers, Ice
The Haddow Brokerage Co., Montreal, Que.
L. & I. J. White Co., Buffalo, N.Y.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Vel-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Reliable Churn Co., Toronto, Can.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clocks
Western Clock Co., La Salle, Ill.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont
Williams & Co., J. H., Brooklyn, N.Y.

Clippers
American Shearer Mfg. Co., Nashua, N.H.
Chicago Flexible Shaft Co., Chicago, Ill.

Closets
Wakyte Mfg. Co., Ltd., Winnipeg, Man.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clothes Dryers
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Horses
Canadian Woodenware Co., St. Thomas, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Empire Mfg. Co., London, Ont.

Connecting Rods
Williams & Co., J. H., Brooklyn, N.Y.

Coopers' Tools
Haddow Brokerage Co., Montreal, Que.

Coping Saws
Thos. Birkett & Son Co., Ltd., Ottawa.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Cooking Ware
Corning Glass Works, Corning, N.Y.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Crocks, Butter
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Crucibles
Canadian Asbestoc Co., Montreal, Que.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Clyde Cutlery Co., Clyde, N.Y.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers' Sons & Co., Ltd., Sheffield, Eng
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wilkinson Sword Co.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville.

Dampers, Fire Place
Toronto Lock Mfg. Co., Toronto.

Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Diaphragms Rubber

Dies, Stocks, Etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. Co. of Canada, Galt.

Disinfectants
J. E. Beauchamp & Co., Montreal, Que.

Display Racks and Stands
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

Doors
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Toronto Lock Mfg. Co., Toronto.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.
Toronto Lock Mfg. Co., Toronto.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons, Birmingham, Eng.
The Toronto Lock Mfg. Co., Toronto, Ont.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

Doubletrees
McKinnon Industries, Ltd., St. Catharines, Ont

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drills, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.

K K

MR. DEALER: Have you planned your campaign of WASHING-MACHINE selling for the coming season?

You will show good judgment and reap sure profits if you choose a line you can GUARANTEE, and which will cause your reputation for EXCELLENT GOODS to be increased.

KRIBS WASHING MACHINES grow in favor every day. The increasing demand for them proves that beyond question. They are EASY TO SELL because of their many attractive features—you will enjoy showing them to your customers. The PRICES are within reach of all. Machines from the modest hand-power to the highest class electric.

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K K

Good Men

DO you need the services of a good retail salesman, traveller, or manager. The best of them read HARDWARE AND METAL each week from cover to cover. Incidentally they also note the condensed ads. in the "Wanted" section. You can use space in this section at a cost of two cents per word for the first insertion, and one cent a word for subsequent insertions. Add five cents for box number or address.

ADVERTISING to be successful does not necessarily have to produce a basketful of inquiries every day.

The best advertising is the kind that leaves an indelible, ineffaceable impression of the goods advertised on the minds of the greatest possible number of probable buyers, present and future.

THE BUYERS' GUIDE

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drop Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.

Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Factory Products Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.

Electric Fixtures
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man
Toronto Lock Mfg. Co., Toronto.

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Factory Products Co., Toronto.
A. C. Gilbert Co., New Haven, Conn.
Great West Electric Co., Ltd., Winnipeg, Man
The Hessco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Superior Electrics, Ltd., Pembroke, Ont.
Usona Mfg. Co., Toledo, Ohio.

Electric Supplies
W. H. Banfield & Sons, Ltd., Toronto.
The Hessco Electric Mfg. Co., Toronto, Ont.

Emery
Dominion Glue & Emery Co., Montreal, Que.

Electrical Toys
A. C. Gilbert Co., New Haven, Conn.

Electro-plating
Toronto Lock Mfg. Co., Toronto.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass
British America Paint Co., Ltd., Victoria, B.C.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.
E. T. Wright Co., Hamilton, Can.

Engines
Cushman Motor Works, Ltd., Winnipeg, Man

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
DesRochers, Ltd., Montreal, P.Q.

Eveners for 2, 3, 4, 6 and 8 Horses
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
Westwoods, Limited, Winnipeg, Man.

Explosives
Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Garaneque, Ont

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
H. W. Johns-Manville Co., New York.
Northern Electric Co., Montreal.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Boxes
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

Fenders for Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Can. B. K. Morton Co., Montreal, Toronto.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal
Wilkinson & Kompass, Hamilton.
DesRochers, Ltd., Montreal, P.Q.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass

Fire Appliances and Liquids
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson Iver Arms & Cycle Works, Fitchburg Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Department Supplies
Canadian Consolidated Rubber Co., Montreal
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fireplace Fixtures
Stover Mfg. & Engine Co., Freeport, Ill.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Scythes & Co., Ltd., Toronto, Ont.

Flag Holders
International Sales Co., Winnipeg, Man.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Specialties
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont.

Forges, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.

Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.

Forgings, Drop
McKinnon Industries, Ltd., St. Catharines, Ont.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Furnaces
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Fdry. & Machine Co., Ltd., Moncton, N.B.
Saunders & Co., Montreal, Que.

Fruit Jars
Dominion Glass Co., Ltd., Montreal.
Walter Woods & Co., Hamilton.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.
Channell Chemical Co., Toronto.

Fuses, Electric, Refillable
The Clemens Electrical Corporation, Hamilton.
The Hessco Electric Mfg. Co., Toronto, Ont.

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Flanges for Wheels
McKinnon Industries, Ltd., St. Catharines, Ont

Flag Holders
J. E. Beauchamp & Co., Montreal.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanizers
McKinnon Industries, Ltd., St. Catharines, Ont.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garden Seats
J. E. Beauchamp & Co., Montreal.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Garages
Pedlar People, Ltd., Oshawa, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.

Galvanized Iron Cornices
Pedlar People Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co. Ltd., Toronto.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass Jars
Dominion Glass Co., Ltd., Montreal.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

There are no substitutes for Dairy Foods.

1881-1919

Looking Backward and Looking Ahead!

THE Sharples institution is now entering its 38th year of service to the Farmer and Dairyman. They have been years of pioneer work in improving two of the greatest aids to the dairy industry—the separator and the milker machine.

To-day the Sharples Suction-feed Separator is recognized the world over as the **only** separator that skims clean at any speed.

Likewise, the Sharples Milker is the only one that applies any squeeze or pressure to the teats.

World-wide acceptance of these pioneer inventions has made the Sharples factories the most extensive of their kind. The Sharples institution is also the largest American-owned separator and milker business in North America.

But past success is only a stepping-stone. We believe that dairying will become the world's most useful, most profitable industry. And in this future era of tremendous progress the Sharples institution will be ready to meet every demand made upon it.

That is the spirit behind our plans for 1919 — in which the Sharples dealer will have a large share. It will be the guiding principle in our extensive national advertising; it will be the basis of our sales aid service to the trade. A Sharples 1919 contract is the most profitable business connection a dealer could have.

P. M. SHARPLES,
President.

SHARPLES
SUCTION-FEED
CREAM SEPARATOR

"Skims Clean at Any Speed"

THE SHARPLES SEPARATOR COMPANY

TORONTO, ONT. REGINA, SASK

The Lounsbury Co., Newcastle, N.B. J. Clark & Son, Fredericton, N.B.

Distributors through all their branches

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If any advertisement interests you, tear it out now and place with letters to be answered.

THE BUYERS' GUIDE

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
J. H. Williams & Co., Brooklyn, N.Y.
Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.
Gauge Glasses, High Pressure
The Strong Machinery & Supply Co., New York, N.Y.

Gauges, Water (Standard Extra Heavy Automatic
The Penberthy Injector Co., Ltd., Windsor, Ont.
Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
The Johnston Brokerage Co., Pittsburgh, Pa.
A. Ramsay, Son & Co., Montreal.
Sanderson-Pearcy Co., Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Toronto Plate Glass Importing Co., Toronto
G. F. Stephens Co., Winnipeg.

Glue Pots, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Glue, Sheet and Ground
Canada Glue Co., Brantford, Ont.
DesRochers Ltd., Montreal, Que.
Dominion Glue & Emery Co., Montreal, Que.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Benders
Toronto Plate Glass Importing Co., Toronto

Glaziers' Diamonds
Cushman Motor Works, Ltd., Winnipeg, Man
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves
American Pad & Textile Co., Ltd., Chatham, Ont.
Hamilton-Carhartt Co., Toronto.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Poison
Kill-em-Quick Co., Regina, Sask.
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

Granaries, Portable, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg.

Graphites
Canadian Asbestos Co., Montreal, Que.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Guns
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.
Hack Saws
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd., Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.
Hack Saw Blades
Diamond Saw & Stamping Wks., Buffalo, N.Y
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.
Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Hack Saw Machines
Diamond Saw & Stamping Wks., Buffalo, N.Y
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.
Hames, Steel and Iron
McKinnon Industries, Ltd., St. Catharines, Ont.
Hammocks
Galt Robe Co., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles, Chest and Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.
Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hangers, Door
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hangers, Barn Door
Allith Mfg. Co., Ltd., Hamilton, Ont.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Can
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling Ill.
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Harness
Samuel Trees & Co., Toronto.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
Belleville Hardware Mfg. Co., Belleville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Lyons & Marks, Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling Ill.
North American Hardware Co., Ltd., Montreal Que.
Stratford Brass Co., Ltd., Stratford, Ont
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.
Duluth Show Case Co., Duluth, Minn.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont

Harness Hardware
McKinnon Industries, Ltd., St. Catharines, Ont.

Hatchets
Canada Foundries & Forgings, Ltd., Brockville
Haddow Brokerage Co., Montreal, Que.
Marble Arms & Mfg. Co., Gladstone, Mich
Stover Mfg. & Engine Co., Freeport, Ill.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Electric
Chicago Flexible Shaft Co., Chicago, Ill.
Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.
Superior Electrics, Ltd., Pembroke, Ont.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Stover Mfg. & Engine Co., Freeport, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can
Can. Foundries & Forgings, Ltd., Brockville, Ont
National Mfg. Co., Sterling, Ill.

Hinges, Adjustable Rail
Toronto Lock Mfg. Co., Toronto.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas
St. Mary's Wood Specialty Co., Ltd., St. Marys, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Plewes Ltd., Winnipeg, Man.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y

Hooks for Logging Chains
McKinnon Industries, Ltd., St. Catharines, Ont.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hubs for Ford Cars
McKinnon Industries, Ltd., St. Catharines, Ont.

Hub Caps
McKinnon Industries, Ltd., St. Catharines, Ont.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Ingersoll Watches
R. H. Ingersoll & Bro., Montreal, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Insecticides
The McDougall Bros., Ltd., Manchester, Eng.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Ironing Boards and Tables
J. E. Beauchamp & Co., Montreal
Otterville Mfg. Co., Ltd., Otterville, Ont.

Iron, Corrugated
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron and Steel Bars
Baines & Peckover, Toronto.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Bridge & Iron Works, Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.
Royal Iron Mfg. Co., Big Prairie, Ohio.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Jardinieres
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Jugs
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.
Kalsomine
British America Paint Co., Ltd., Victoria, B.C.
Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Lowe Brothers Paints

Sell Your Customers What They Want To Buy



"The Little Blue Flag Sign
Outside of your door,
Will guide the new Customers
Into your store."



There are very few customers who do not prefer the best. Especially is this true of **Paint.** They have learned to their sorrow that cheap paint is by far the dearest eventually.

It's this type of customer and this class of trade that is the most profitable for you to cater to in your **paint department.** You can best do this by putting in a stock of **Lowe Brothers' Paints.** They satisfy the most particular.

Make **Lowe Brothers' Paints** the foundation upon which to build up a successful paint department. The care and most exacting attention given to the manufacture of our paints is evident in the high quality reputation enjoyed by them.

Here is a list that will introduce this **quality line** to your trade during the winter months. Look it over and then write us for our agency proposition. It's a liberal one.

High Standard Interior Paint
Mellotone
L-B Wagon Paint
Oil Stains
Graining Color Sets
Gold Paint
Oil, Japan and Distemper Colors
Dry Colors
L-B Drying Floor Paint
Seal-cote
Auto-Carriage Gloss
Vernicol Stains
Aluminum Paint
Enamels for Furniture and Interior Purposes
Paint and Varnish Remover

Lowe Brothers LIMITED
TORONTO, ONT.

DAYTON BOSTON NEW YORK CHICAGO KANSAS CITY

THE BUYERS' GUIDE

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent
Corning Glass Works, Corning, N.Y.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extention, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn
Otterville Mfg. Co., Ltd., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.

Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automhobile
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal

Lamps and Lanterns, Gasoline
National Stamping & Electric Works, Chicago, Ill

Lamps, Lanterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.
North American Hardware Co., Ltd., Montreal
Vivid Electric Lamp Co., Toronto.

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.
North American Hardware Co., Ltd., Montreal, Q.
Vivid Electric Lamp Co., Toronto.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.
North American Hardware Co., Ltd., Montreal.
Powerlight Co., Winnipeg, Man.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.
Stover Mfg. & Engine Co., Freeport, Ill.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lawn Swings
J. E. Beauchamp & Co., Montreal
Lumber Products Ltd., Winnipeg, Man.

Lawn Mowers
Canada Foundries & Forgings, Ltd Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Taylor-Forbes Co., Guelph, Ont.

Lawn Sprinklers
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

Leather Belting and Soles
Plewes Ltd., Winnipeg, Man.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Leather Dashes and Fenders
McKinnon Industries, Ltd., St. Catharines, Ont.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lighting Systems, Store
Benjamin Electric Co., Toronto.

Lighting Fixtures, Store
Benjamin Electric Co., Toronto.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass

Linseed Oil
Brandram-Henderson, Montreal.
Canada Linseed Oil Co., Ltd., Montreal and Toronto.
Dominion Linseed Oil Co., Baden and Toronto
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
Peterboro Lock Mfg. Co., Peterboro, Ont.
Toronto Lock Mfg Co., Toronto, Ont.

Logging Chain Hooks
McKinnon Industries, Ltd., St. Catharines, Ont.

Lugs for Silos
McKinnon Industries, Ltd., St. Catharines, Ont.

Lubricants
Canadian Asbestoc Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machinists' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can

Malleable Iron Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Malleable for Carriages
McKinnon Industries, Ltd., St. Catharines, Ont.

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Marine Supplies
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton Eng.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton Can.
A. C. Leslie & Co., Montreal.

Metallic, Ceilings, Walls, Roofing, Skylights Siding, Cornices, Ventilators, Valley Windows Doors, etc.
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg

Mica
A. G. Martin, Ottawa, Ont.
Mica Co. of Canada, Ltd., Hull, Que.

Menders, Utensils
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
North American Hardware Co., Ltd., Montreal
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters
Pratt & Whitney Co. of Canada, Ltd., Dundas

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Mirrors
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.
Toronto Lock Mfg. Co., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal.

Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Neckyokes
McKinnon Industries, Ltd., St. Catharines, Ont.
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Oarlocks
McKinnon Industries, Ltd., St. Catharines, Ont.

Nipples for Radiators
McKinnon Industries, Ltd., St. Catharines, Ont.

Oakum
Canadian Asbestos Co., Toronto, Ont.
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

Oil, Coal
Imperial Oil Co., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Stains
British America Paint Co., Ltd., Victoria, B.C.

Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.

Orange Derinders
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McGregor, Banwell Fence Co., Ltd., Walkerville.

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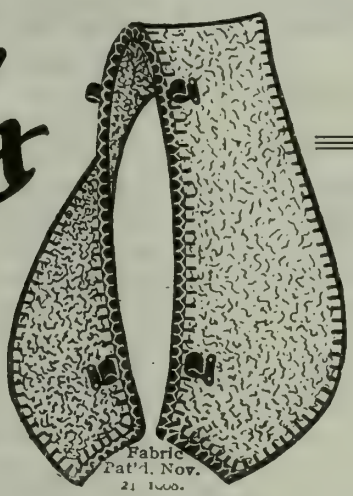
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Ornamental Iron and Wire Work
Dennis Wire & Iron Works, London, Ont.

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Canadian Asbestoc Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.
British America Paint Co., Ltd., Victoria, B.C.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., St. John, N.B.

Paint, Copper
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Paint and Varnish Remover
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Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
Walter Woods & Co., Hamilton.

Paper, Wrapping
Walter Woods & Co., Hamilton.

Packing Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg.

Pads for Horses
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Burlington Windsor Blanket Co., Toronto.

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Soren Bros., Toronto.

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Percolators, Coffee
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Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pick Handles
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Pickling Machines
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Piston Rod Packing
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestoc Co., Montreal, Que.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

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Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.

Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal

Pipe, Galvanized, Conductor
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg
Winnipeg Steel Granary Co., Winnipeg.

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto

Planters, Corn
Otterville Mfg. Co., Otterville, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Barcalo Mfg. Co., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Plumbers' Tools
Barcalo Mfg. Co., Buffalo, N.Y.
J. H. Williams & Co., Brooklyn, N.Y.

Planes
Caverhill, Learmont & Co., Montreal
Stanley Rule & Level Co., New Britain, Conn

Polishes, Auto and Furniture
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo, N.Y.
Channel Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa

Pony Kars
J. E. Beauchamp & Co., Montreal, Que.

Portable Coal Baskets
Toronto Lock Mfg. Co., Toronto.

Post Hole Diggers
Otterville Mfg. Co., Otterville, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Thos. Birkett & Son Co., Ltd., Ottawa.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.

Powder, Gun
Hercules Powder Co., Delaware.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Aylmer Pump Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa
Stanley Rule & Level Co., New Britain, Conn

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
Canada Foundries & Forgings, Brockville
Stover Mfg. & Engine Co., Freeport, Ill.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
Rapid Radiators, Limited, Toronto, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal

Radiolite Watches
R. H. Ingersoll & Bro., Montreal, Que.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto
The Toronto Lock Mfg. Co., Toronto, Ont.

Rakes
Ward & Payne, Sheffield, Eng.

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Sheffield, Eng.

Reamers
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Renfrew Refrigerator Co., Renfrew, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto

Refrigerator Hardware
Toronto Lock Mfg. Co., Toronto.

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Rivets
Parmenter Bulloch Co., Gananoque, Ont.

Roofing, Ready
Bird & Son, Hamilton, Can.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.

Rope
Plymouth Cordage Co., North Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Fred Smith, Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Saddlery Hardware
McKinnon Industries, Ltd., St. Catharines.

Saws, Crosscut and Band
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Sawset
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Fry's (London), Limited, London, Eng.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Victor Saw Works, Hamilton, Ont.

Scales
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Renfrew Machinery Co., Ltd., Renfrew, Ont.

The Financial Post on "Bolshevism"

THE menace to the social and economic system of the nation to-day is "Bolshevism."

The trouble is that while there is general condemnation of the tactics employed in the extreme development of Bolshevism, there is far too wide encouragement given to the movement which leads to this state as a natural climax.

This is a time of world-wide social unrest. What is demanded of those mediums of public expression which would serve the best interests of all is a broad view of the relations of capital and labor and social problems which must be solved. For either faction to endeavor to shift the burden of reconstruction to the other is merely planting the seeds of Bolshevism.

Besides the terse, incisive article of which the above sentences are a part,

THE POST

THIS WEEK CONTAINS:

Big Profits and Higher Dividend for Union Bank
Holt Warns Against Paternalism by Politicians
Service-At-Cost Idea is Further Argued by Pitts
President Peacock Tells of Barcelona Company's Position on Radial Issue
Manufacturers and Problems of Demobilization
Case for Bell Company is Concluded
Prosperity From U.S. Banks From War Financing
Meeting the Foreigner on Good Terms
The Development of Industry by Science
Big Drop in Municipal Bond Sales Last Year
National City Co.'s Plans for Canada
Speculation as to Trend of Prices in Bond Market
Real Estate at Medicine Hat
Desire for Show Causes High Rents
Surtax Levied by Montreal on Public Utilities
Big Assessment Increase by City of Toronto
Imperial Life Hits New Record in New Business
Aftermath of Montreal Strike
Canada Life Able to Produce Large Surplus
Shipments of Gold and Silver to the States
Dominion Bridge Gets $1,900,000 From Quebec Government

Above mentioned are a few of the more important contents of this issue of THE FINANCIAL POST. Send a subscription to THE POST and note its business value to you. Use this form in sending subscription which is $3.00 per year.

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Canadian Shovel & Tool Co., Hamilton, Can.

Saws, Crosscut and Band
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Screen Doors
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Windows
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.
J. E. Beauchamp & Co., Montreal, Que.

Gorden Seats
J. E. Beauchamp & Co., Montreal, Que.

Seats, Fibre
J. E. Beauchamp & Co., Montreal, Que.

Separators
Dominion Sewing Machine & Phonograph Co., Winnipeg, Man.
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
B. & S. H. Thompson, Montreal, Que.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.

Shovels, Snow
J. E. Beauchamp & Co., Montreal, Que.
Thos. Birkett & Son Co., Ltd., Ottawa, Ont.

Shingle Stains
British America Paint Co., Ltd., Victoria, B.C.

Show Cases
Duluth Show Case Co., Duluth, Minn.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Silver Plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Skylights, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Solder
J. E. Beauchamp & Co., Montreal, Que.
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Sleighs
J. E. Beauchamp & Co., Montreal, Que.

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.
Soren Bros., Toronto, Ont.

Soldering Paste
Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

Soot, Destroyer
Canada Witch Co., Ltd.
Moncrieff & Endress, Ltd., Winnipeg, Man.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.

Spark Plugs
Canadian Carbon Co., Ltd., Toronto
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1694 St. Urbain St., Montreal
Hyslop Bros., Toronto
The Lockwood-Ash Motor Co., Jackson, Mich.
Northern Electric Co., Ltd., Toronto
The Royal Canadian Specialties, Hamilton.
Sharp Spark Plug Co., Cleveland, Ohio.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sporting Goods
J. E. Beauchamp & Co., Montreal, Que.

Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg

Stampings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Stoneware
Medalta Stoneware, Ltd., Medicine Hat, Alta.

Store Fixtures
Cameron & Campbell, Toronto.

Stoves
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne, Hamilton, Can.
Canada Foundries & Forgings, Brockville
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Gurney Foundry Co., Toronto
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Merchants Hardware Specialties, Ltd., Calgary
Record Foundry & Machine Co., Moncton, N.B
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.
Royal Fireless Cooker Co., Ottawa, Ont.

Stoves and Ranges, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Stoves, Gas and Coal
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
O-Rih-O Mfg. Co., Winnipeg, Man.
Safety Stove Pipe Co., Ltd., Toronto, Ont.
Sheet Metal Products Co. of Canada, Toronto.

Steel, Cold Rolled Band
J. E. Beauchamp & Co., Montreal, Que.
J. N. Warmington & Co., Montreal, Que.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Merchants Hardware Specialties, Ltd., Calgary
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Mild, Sleigh Shoe, Tire
Baines & Peckover, Toronto, Ont.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton

Steel Wagon Hardware
McKinnon Industries, Ltd., St. [illegible] Ont.

Stays, Friction
Toronto Lock Mfg. Co., Toronto.

STUCCO BOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sweat Pads
American Pad & Textile Co., Chatham
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Tacks
Steel Co. of Canada, Ltd., Hamilton, Ont.

Talking Machines
Dominion Sewing Machine & Phonograph Co., Winnipeg

Tanks, Cistern
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont
R. McDougall Co., Ltd., Galt, Ont.

Tanks, Galvanized Steel
Winnipeg Ceiling & Roofing Co., Winnipeg

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. of Canada, Galt

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
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Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.

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Barton Netting Co., Windsor

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Brown, Boggs Co., Hamilton, Ont.

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Jas. Morrison Brass Mfg. Co., Toronto.
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Plewes Ltd., Winnipeg, Man.
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Stover Mfg. & Engine Co., Freeport, Ill.

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Otterville Mfg. Co., Otterville, Ont.
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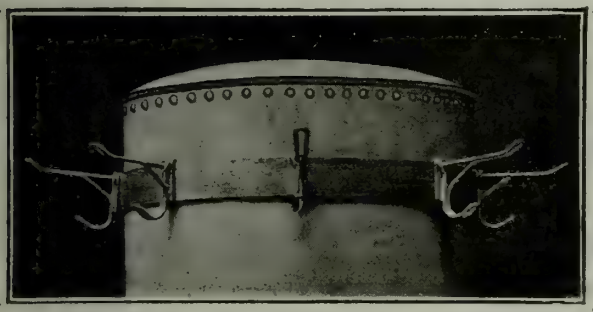
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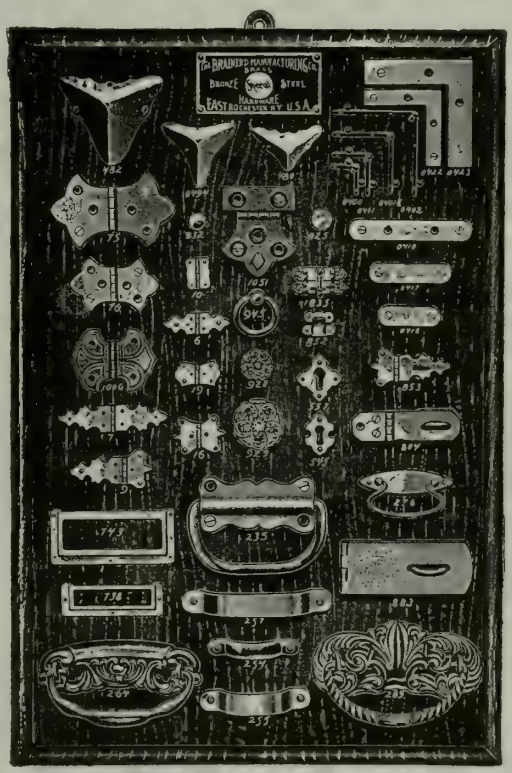
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contents are carefully censored—no sex stories—you can take it into your home with the utmost confidence.

A word about the contents—

"Why Laurier Will Wait"

In discussing the policy of the Liberal leader during the coming session of Parliament, J. K. Munro predicts, in January MACLEAN'S, that Laurier will allow Union Government a free hand. In this policy of inactivity "he sees the way open to the accomplishment of all his purposes. If he is half the politician his friends believe he is, he will sit and smile and wait—yet a little longer."

All Canada is interested in what is going to happen in Ottawa. J. K. Munro, veteran press gallery man, is a shrewd observer, and his political articles in MACLEAN'S have stirred up more comment than anything else appearing in the press of the country. He knows politics from the inside. "Why Laurier Will Wait" is a forecast of the near future that bristles with interesting points. A few of the other "head-liners" in this issue:

Bolsheviks at Work in Canada

A sensational article on activities in subterranean circles. There are foreigners in Canada ready to wave the red flag.

Achievements of the Canadian Army

Since the Canadian Division was formed, they have not retired a foot nor lost a gun—a marvellous record. An inside story of how this great army was handled and controlled is told by H. F. Gadsby who spent a month at Headquarters during the last great offensive.

The Grave Dangers of Peace

An article by Agnes C. Laut on the insidious new propaganda being launched by the Germans to split the Allies.

Jock in a Juggernaut

The most interesting war article in a long while, because it is new—it deals with experiences in the tanks.

AND THESE AS WELL:

The Dance Halls of Dawson - By E. Ward Smith

My Hour - - - By Robert W. Service

The Strange Adventure of a Rialto Rainstorm - By Arthur Stringer

The Minx Goes to the Front - - - - By C. N. and A. M. Williamson

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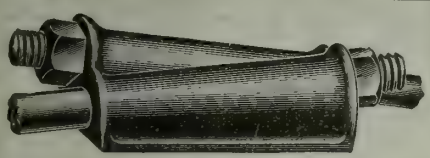
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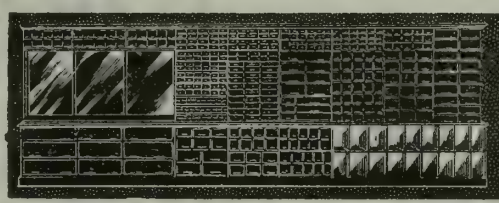
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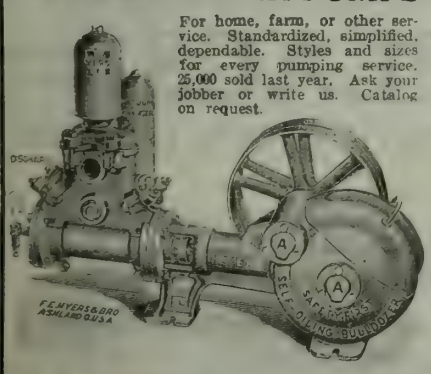


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Somebody's selling Babbitt and kindred alloys in your locality. You would be that somebody if you pushed Owl Metals. Especially Owl Traction Babbitt for Tractors. Owl Babbitt Metal for Threshers.



OWL METAL COMPANY
WINNIPEG

Getting Results
A large firm in a Western Canada city recently advertised in Hardware and Metal Want Ad. Page for a man to fill a responsible position—result 21 replies. This indicates that the want ad. page is followed closely. The man YOU want to reach is reading this page.

Let HARDWARE AND METAL
Sell It For You

MANUFACTURERS SUPPLIES

Firms advertising in this department are particularly interested in supplying requirements of manufacturers, and solicit their inquiries.

WHY have our sales increased 200% over last year?

BECAUSE our prices, quality equal, are 10% lower than others

OUR GRADES

Colored---1B, 1A, 7, 1, 5

White---Jap, XC, X, XX, XXX

ACME WASTE MFG. CO.
LIMITED
482 WELLINGTON ST. W., TORONTO
5 Queen Street, Montreal 1206 McArthur Bldg., Winnipeg

C. KLOEPFER, LIMITED
Edward Halloran, General Manager
44-50 Wellington St. East, TORONTO
Factory at Guelph, Ont.

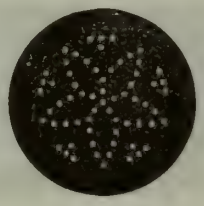
We solicit your enquiries on—

IRON and STEEL

CARRIAGE HARDWARE and AUTOMOBILE ACCESSORIES
BLACKSMITHS' HARDWARE and SUPPLIES, Etc.

Prompt attention and quick delivery assured.

Chair Seats---In Three Ply Veneer Staple Patterns



Every C.V.C. chair seat is made of best material, well glued, nicely formed and carefully bored; corners of seats well rounded, edges smoothed, sand-papered and finished with real church pew varnish.

Ask for samples, and compare with any other make.

Canadian Veneering Co. Inc.
Acton Vale, Quebec.
Distributors: Richardson & Bureau 55 St. Francois-Xavier St. Montreal

The Engineers' Supply Co.
173 McDermot Ave., E. Winnipeg, Man.

Importers Jobbers Manufacturers' Agents

Engine Packings, Belting, Asbestos Products, Power House Supplies and Specialties

Consignments Solicited.

Open to negotiate for new lines for Western Canada.

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

Get Ready for Official Peace Celebration

All Wool Bunting **FLAGS** *Write for Prices*

OF ALL NATIONS NOW IN STOCK

FINNIE & MURRAY, LTD.
WINNIPEG, MANITOBA
Manufacturers of Tents and all Canvas Goods

Look for the full name

Russell Jennings

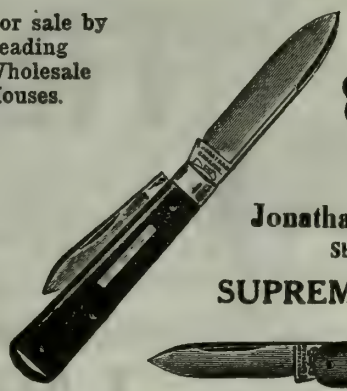
stamped on the round of our

Auger Bits

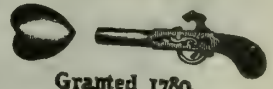
The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.
CHESTER, CONN., U.S.A.

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY



JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our
CUTLERY

REGISTERED TRADE MARK

By seeing that thi exact mark is on each blade

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

BUR-NOR HATCHETS
WITH STEEL HANDLES

A Handle that doesn't break.
A Blade that keeps its temper.

15 Different Styles.

Make inquiries to-day about it.

BURGESS-NORTON MFG. CO.
GENEVA, ILL.

Representatives for Quebec and the Maritime Provinces:
HARDWARE AGENCIES, SOUTHAM BUILDING, MONTREAL



The Real Ankle Support That Makes Others Look Like Imitations

Sell Perfection Ankle Supports—the only sure and comfortable ankle support on the market.

Made from the best quality of steel, and is so devised that by means of a hinge and sliding attachment the ankles may bend forward or backward, but simply can not bend sideways.

You'll sell more skates this winter as well as supports if you handle this line.

Write us for prices.

Owen Sound Steel Press Works, Owen Sound, Ont.

LOOK FOR
THE **FLAG & CROWN** MARK



SHEFFIELD CUTLERY

H.R.S & Co.

Henry Rogers, Sons & Co. Limited

Established 112 Years
SHEFFIELD & WOLVERHAMPTON, ENG.

JOHNSTON BROKERAGE COMPANY
WINDOW GLASS

Selling numerous Standard Brands.
Carloads and Contracts Only.
Also 29 oz., 32 oz., 34 oz. and 39 oz.

EXCELLENT SERVICE LARGE CAPACITY
GOOD PACKAGES AND QUALITY

FIRST NATIONAL BANK BUILDING
Pittsburgh, Pa.
Canadian Agents: Joseph Taylor & Son, 53 Yonge St., Toronto, Ont

Live Salesman

You will find that live retail salesmen, invariably read Hardware and Metal each week. You can reach the best retail salesmen in Canada through the "Wanted" page of HARDWARE AND METAL.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

BRASS CHECKS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD
HAMILTON, ONT.

ALLEN FLUX
NON-ACID—FOR SODERING

at it since '93

Throw away that Bottle of muriatic acid! It's dangerous stuff to have around—and, really, it is a sad excuse as a sodering flux compared with Allen Non-Acid Sodering Fluxes. Allen fluxes make joints just about three times as strong and a good deal quicker. Send for samples, circulars. L. B. Allen Co., Chicago, Ill.

TRADE **SAWYER** MARK
Registered
STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG
A good concern to do business with

GASOLINE MANTLES
FOR THE FINEST··· BUY AN R-M
ASK FOR SAMPLES & PRICES
RECOGNIZED AS THE STANDARD MAKE
FOR LIGHTING SYSTEMS FOR HANGING LAMPS AND LANTERNS
R.M. BAG
JUNIOR R-M
R.M. Moore & Co. Ltd. VANCOUVER B.C.
PACIFIC COAST MANTLE FACTORY

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



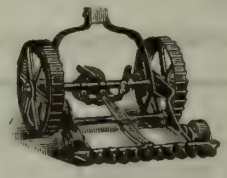
STERLING
Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

BATH ROOM FITTINGS
K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE
AUTO ACCESSORIES

BEAR BRAND **LAMP BLACKS**
A Germantown of quality that gets big business
WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST NEW YORK

THE CLIPPER

There are three things that destroy your lawn: Dandelions, Buck Plantain and Crab Grass. In one season the Clipper will drive them all out. All dealers should investigate selling possibilities. Drop us a line and we will send circular and prices.



CLIPPER LAWN MOWER CO., Dixon, Ill.



NORCROSS
Garden Cultivator-hoe
"Used the World Over"
Send for Catalog
C.S. Norcross & Sons, Bushnell, Ill.

STOVE & ELECTRICAL
ELECTRICAL MICA
MICA
Stove mica in assorted sizes for the trade
A. G. MARTIN
234-236 Besserer St.
OTTAWA, ONT.



STOVE MICA
All sizes of Clear Mica in stock for immediate shipment.
Price List on Application
Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.

TENTS, AWNINGS
FLAGS ALL SIZES, ALL KINDS
Lumbermen's, Sportsmen's, Hunters' and Campers' Complete Outfits. Clothing, Footwear, Supplies and Accessories.
Send Postcard for Catalogue
GRANT, HOLDEN, GRAHAM LTD.
OTTAWA, CANADA



A. H. FRASER Representing Manufacturers of
Hardware and Auto Accessories in Western Canada
1150 Homer St. VANCOUVER, B.C.



WASHERS
Round Iron Washers, all even thickness and smooth, all sizes in stock, any quantity from 100 lbs. up. Packed in jute bags. Prompt shipment. Send your inquiries to
De-Ro Brand
DESROCHERS, LIMITED
268 Centre St., Montreal

Have you read page 103? It will interest you.

Wanted

FOR SALE

HARDWARE BUSINESS IN GOOD DISTRICT, 7.5 miles from Calgary. No opposition. Clean, staple stock. Easy terms. Good reasons for selling. Apply Box 173, Hardware and Metal.

FRUIT FARM IN THE NIAGARA DISTRICT, situated about ten miles from Hamilton, on Lake Ontario. Close to trolley line and G.T.R. station, school, church, bank and post office. Modern house and out buildings. Good bathing beach. Will sell or exchange for live hardware business. Box 151, Hardware and Metal.

AN EXCEPTIONAL OPPORTUNITY

SPORTING GOODS BUSINESS OR SENIOR partner's interest for sale. Doing largest business in Middle West and capable of any desired expansion. Stock carried about $25,000. Now is the time to get in. Particulars from Box 171, Hardware and Metal.

TRANSLATIONS

ENGLISH INTO FRENCH. COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

WANTED

WANTED—SET OR PART OF SET OF TINsmith tools in good condition. M. Howell, 216 Seaton St., Toronto.

SALES BUREAU

Ontario Retail Hardware and Stove Dealers Association

Full information regarding any of the following offerings on application to W. F. Macpherson, Secretary, Prescott, Ont. Mention number of offering in which interested.

OFFERING NO. 1

Overstock Martin-Senour Paint, to sell $3.65 gallon, in quarts. Also Neutone and Floor Paint at $3.25, in good condition.

NO. 2

A quantity of Rifle and Revolver Ammunition for Holland, Browning, Luger, Mauser, Winchester, Mannlicher. Splendid chance for special sizes.

NO. 3

One Vertical Force Pump for Engine Drive, without cylinder, slightly used.

NO. 4

One hundred feet Iron Fire Ladder, Cameron, Perth, make. New. Ten cents foot.

NO. 5

Number four Sharples Suction Feed Cream Separator. New, $65.00. Forty boxes Linoleo. New, 15 cents.

NO. 6

One ton Apollo Galv. Sheets, 30 x 120 x 26 ga., at an attractive price.

POSITIONS WANTED

Sales Manager Wanted

FOR City Manufacturing Plant, preferably young man not over 30, with thorough knowledge of the hardware business; good salary for live man of integrity. Box 170, Hardware and Metal.

YOUNG HARDWAREMAN DESIRES POSITION as manager Western hardware store. Six years' experience. Good references. Box 150, Hardware and Metal.

MANUFACTURERS' AGENT—EXPERIENCED traveller—wants a line of hardware or steel specialties in Toronto on commission. Box 168, Hardware and Metal.

EXPERIENCED HARDWARE AND FURNIture man is open for engagement as Retail Manager or Travelling Salesman. Good references. Box 99, Hardware and Metal, Toronto.

RETAIL HARDWARE CLERK, THREE YEARS' experience, wants job as clerk or travelling salesman in or near Toronto. Box 30, Clarksburg, David Hedley.

EXPERIENCED TRAVELLER WANTS TO sell, in Toronto, on commission, Tungsten lamps or hardware specialty. Box 159, Hardware and Metal.

DISCHARGED SOLDIER DESIRES POSITION as clerk in good hardware. Two years' experience. Western Canada preferred. Box 160, Hardware and Metal.

HARDWARE CLERK, FIFTEEN YEARS' retail experience, desires position as manager of store in Alberta or Manitoba. Best of references. Box 161, Hardware and Metal.

HARDWARE SALESMAN, TWELVE YEARS' experience, desires change of position. Good stock-keeper, buyer and salesman. First-class references. Would accept position retail or wholesale. State salary. Box 165, Hardware and Metal.

HELP WANTED

WANTED—A LIVE SALESMAN TO REPRESent a large paint manufacturing company in the Province of Ontario. Apply by letter, giving past experience. Good opportunity for bright man. Apply Box 167, Hardware and Metal.

LIVE SALESMAN WANTED FOR MONTREAL Island, Quebec City, balance of Quebec Province, Nova Scotia and New Brunswick. Reply stating experience, lines sold, territory now covered and how often. Also furnish names of two or more reliable references. Remuneration by commission only with extra bonus according to sales. Exclusive territory if sales warrant. Apply Box 172, Hardware and Metal.

MISCELLANEOUS

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

STOVE REPAIRS FOR ADMIRALS, CLIMAX, Pen Esthers, Acmes, Crown Hurons, Garlands, Colonials, Marvels, Silver Kings, Souvenirs, Imperial Oxfords, Jewels, Peninsulars, Sterlings, Oak Laurels, Sunlights, Pandoras. Write for full list of stoves and prices. Grundy Bros., Strathroy, Ont.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fensome hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis Fensome Elevator Co., Toronto.



When you see the above Trade Mark on anything pertaining to Fishing Tackle you need have no hesitation in recommending it to your customers.

There is no possibility (except in a few articles) of prices for Fishing Tackle being reduced before next season, so that during the period of transition you would be well advised to place orders well ahead of your every-day requirements.

Orders for future delivery are now being booked, but owing to the great pressure we have had with Government work it will be some time yet before we are able to attain our pre-war output.

Our new General Catalogue is now in preparation, and we are placing on a Register the names of Fishing Tackle Dealers who will obtain a copy on publication. Have you sent in your name? If not, do so now.

In the meantime we invite and welcome your enquiries and will be pleased to quote you for anything we can supply. We are Wholesale only, and all enquiries from consumers direct are referred to the nearest retailer. We don't cut into his business.

Morris Carswell & Co., Ltd.
118 Howard Street, Glasgow, Scotland

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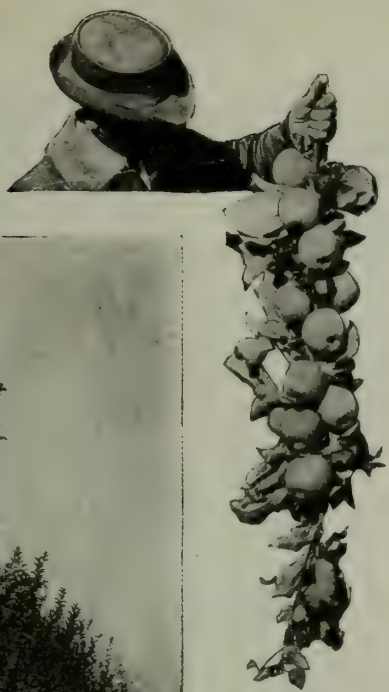
Hardware Merchant's Influence

¶The local hardware merchant exerts a great influence throughout the district in which his store is located. The majority of hardware merchants have been established for many years; they are reputable merchants who have built up their businesses on sound business principles and who have endeavored in every possible way to give the best possible service to their customers and supply them with goods which will give satisfaction.

¶Is it any wonder, therefore, that when customers visit the store of a well-known and long-established hardware merchant, they consider him an authority on lines which he is selling and will usually follow out his recommendation regarding the lines which they wish to buy. Actual investigations have proven that in the majority of cases customers place absolute confidence in the recommendation of their local dealer.

¶The chief problem, therefore, confronting the manufacturer who wishes to distribute products to the hardware trade or to introduce new lines, whether direct or through wholesalers, is to sell the hardware merchant and his sales staff. When you sell the hardware merchant and his salesmen on your line, you can rest assured that you have then gained the co-operation of the strongest retail selling force in the Dominion.

¶Practically every worth-while buyer and seller of hardware in Canada can be reached through the advertising pages of HARDWARE AND METAL. The keenest hardware buyers in Canada are the closest readers of the advertising pages in HARDWARE AND METAL, because it pays them.



SHERWIN-WILLIAMS INSECTICIDES





Berger's Pure Paris Green

Dry Lime Sulphur

Calpoiso Arsenate of Lime

Arsenate of Lead Dry

Arsenate of Lead Paste

Tuber-Tonic



$100,000,000 Lost in 1917 by Not Spraying Fruits and Vegetables

Protect your customers as well as your profits by booking your requirements now for insecticides. Farmers and owners of war gardens will soon be requiring these goods. A good stock will bring you good profits and also help increase your sales in other lines.

Write us for our free booklet, "Spraying Calendar."



THE SHERWIN-WILLIAMS CO.
of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
MONTREAL, TORONTO, WINNIPEG, VANCOUVER, LONDON, ENG.





"This B-H Dealer's Proposition Looks Better Than Ever!"

"To begin with, there is the same high quality, which has placed Brandram's Genuine B.B.White Lead, B-H. "English" Paint and other B-H goods quite beyond the reach of competition. And that quality is extended into some new products such as B-H Auto Enamel, making the B-H Agency still more attractive."

"Then there is the same liberal advertising policy---with good new features added."

"Ask any B-H Dealer what he thinks of our co-operation. He will tell you it helps him wonderfully in developing his paint and varnish business."

"Don't be satisfied with anything but the best goods, the best service, and the best advertising co-operation."

"Before Spring business opens up, look into the B-H proposition! You don't have to merely ***listen*** to it---you can actually ***see*** our complete range of dealer's helps, and it will not obligate you in any way to look it over."

"Let us send our traveller up to see you, with his sample trunk. Name and address, please!"

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST.JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

HARDWARE AND METAL

Vol. XXXI
No. 4

PUBLISHED EVERY SATURDAY SINCE 1888

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

January 25
1919

CARPENTER-MORTON
QUALITY
ECONOMY PRODUCTS
REG. U.S. PAT. OFF.





"There's the Trademark I Swear By"

It's the mark of quality in the beginning that spells economy in the end.

It's a real pleasure to sell Carpenter-Morton Economy Products to my customers for I know when I make the sale that satisfaction is assured.

Brother Merchants, you make no mistake when you concentrate upon the Carpenter-Morton line.

Besides buying merchandise of quality that gives you a liberal profit you buy a line reinforced by an ever-increasing intelligent advertising campaign that is appearing in all the worth-while national periodicals of the country. Not in small, seldom-seen space, mind you, but in dominating space, many ads in four colors that have 100% reader attention. Stick to Carpenter-Morton Economy Products and your customers will stick to you.

Write for our new book illustrated in four colors. It describes the virtue of Carpenter-Morton Economy Products and explains in detail our 1919 Sales and Advertising Campaign.

CARPENTER MORTON CO.

Established 1840

77 Sudbury St. Boston, Mass.

Distributing Branches—Chicago and San Francisco
Canadian Distributor—A. Ramsay & Son Co., Montreal



In our last message we urged you to "face the New Year with confidence"—and we meant every word of it.

A careful survey of the business situation has convinced us that 1919 is going to be a wonderful year. There never was a time when Canadians could look into the future with such satisfaction. The gigantic reconstruction plans will ensure business activity in a country which now rejoices in the return of peace.

To prove our own confidence, we have just placed contracts for the most comprehensive advertising campaign in our history. Many newspapers have been added to our list, and each paper will carry more insertions in larger space, telling Canadian Housewives why they should buy O-Cedar Products.

O-Cedar Polish Mop

Who will make these sales—you or some other dealer? That depends upon your own efforts. You can get the business—and it's mighty profitable—if you dress your windows and arrange your store displays so as to focus our widespread advertising on your store. Then in your local paper, to direct still more O-Cedar business your way, you can use our free electros—either single cuts or complete ads.

The cut shown above is merely to show what you can do in the way of store and window display, using a few boxes or display fixtures. We have lots of signs and hangers for helping you to develop O-Cedar sales. Will you write and ask us for them?

Order O-Cedar Products from your Jobber.

CHANNELL CHEMICAL COMPANY, LIMITED

369 Sorauren Ave. **TORONTO**

AUXILIARY HEAT

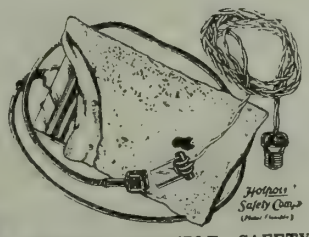
Electric and Oil Heaters



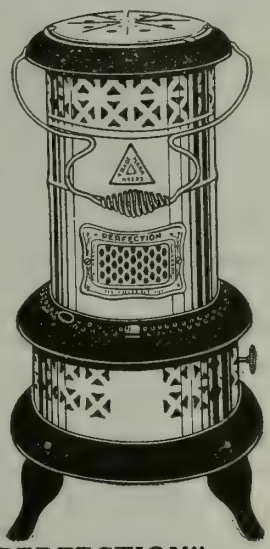
The "RED HOT" Electric HEATING AND COOKING STOVE

With the mild winter we are having, with spring in sight, and coal at $12 a ton, there should be a greater than usual demand for auxiliary heating appliances such as those we are here illustrating.

Now is the time to arrange for a window display of these lines. Show them in action on your counter, and introduce them to every householder who comes into your store.



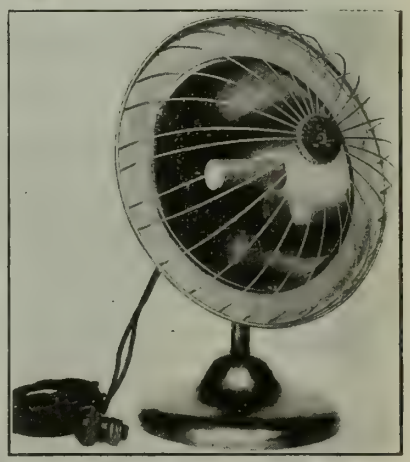
METAL, FLEXIBLE SAFETY COMFO—Hot-pad, Flexible. Will fit around neck, shoulder or limb, etc. No water to heat—no rubber water-bottle to fill—no rubber to deteriorate



"PERFECTION" OIL HEATER

The "PERFECTION" Oil Heater is well known—a heater which has proven itself efficient in every respect—throws a strong heat, is clean and odorless. The "Perfection" is a big selling line in both rural districts and the city.

The "RED HOT" Heating and Cooking Stove—one of the newest on the market, approved by the Hydro-Electric Commission. Sells at a popular price; good profit for the retailer.



"MAJESTIC" ELECTRIC HEATER

The "Majestic" needs no introduction to the trade. Is a handsome fixture, throws a splendid volume of heat. Made in several styles and sizes.

Ask our travellers, or write direct for the above line.

Rice Lewis & Son, Ltd.
VICTORIA ST.
TORONTO

UNIVERSAL

What Sells UNIVERSAL Home Needs?

They are the best in mechanical construction, material and quality. Nearly every home in your community is using, with the utmost satisfaction, utensils bearing this UNIVERSAL Trade Mark.

Our national advertising in the prominent publications, such as The Saturday Evening Post, Delineator, Woman's Home Companion, Pictorial Review, Literary Digest, and many others, keep up the interest in UNIVERSAL Bread Makers, Food Choppers, Percolators, Electrical Appliances, Vacuum Bottles, Cutlery, Pocket Knives, etc.

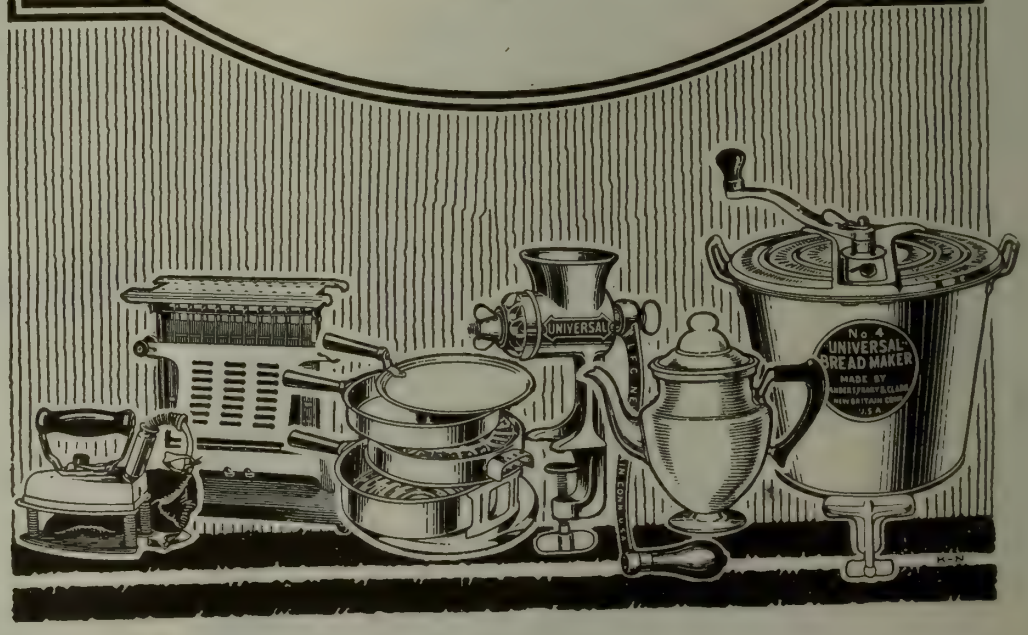
Make our advertising your advertising by following it up with attractive window displays and advertising in your local papers, for which we will furnish electrotypes. This will help exploit the idea that your store is headquarters for UNIVERSAL Home Needs.

UNIVERSAL Home Needs are made to meet the Home service requirements of the consumer and the store profit requirements of the Dealer. Act to-day, not to-morrow.

UNIVERSAL

LANDERS · FRARY & CLARK

NEW BRITAIN CONNECTICUT



Buy Only the Best

BLACK DIAMOND

Black Diamond Axes
Fully Guaranteed
ALL POPULAR PATTERNS

A Great Selling Value

They have the qualities which appeal to the man who uses an axe—the balance, the hang, clean cutting and chopping ease with attractive finish and symmetrical outline.

When sold, they stay sold and sell others.
A workman who likes a tool invariably recommends it to another.
Advertises it.

*

You will like these axes.

*

They will bear you a profit.

*

They will please your customer.



Single Bit
Michigan Tourville
Half Wedge
Full Wedge

*

Double Bit
Michigan
Picketts.

*

They are strictly guaranteed against defect.

*

Carried in all standard weights.

MICHIGAN PATTERN

GUN METAL FINISH

WRITE FOR ONE OF OUR AXE AND HATCHET CATALOGUES

For all Axes see our Catalogue No. 50, pages 1 to 10

LEWIS BROS., LIMITED, MONTREAL

WHOLESALE DISTRIBUTORS EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

Write for our **AUTOMOBILE SUPPLIES** *new Catalogue*

Show Your Customers Why

they ought to choose the Starrett Hack Saws on a strict basis of comparison of how fast they will cut; how economically and how much better they stand up under strenuous work.

STARRETT HACK SAWS

are the **right** saws to sell. Made of the finest tungsten steel, with properly milled teeth, flexible or hard backs. Starrett Hack Saws cut saw costs because they save time and labor.

Send for Catalog No. 21-MA.

It shows Starrett Hack Saws and Adjustable Frames, also many styles and sizes of fine Precision Tools.

STARRETT HACK SAWS CUT QUICKER LAST LONGER



THE L. S. STARRETT CO.

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled

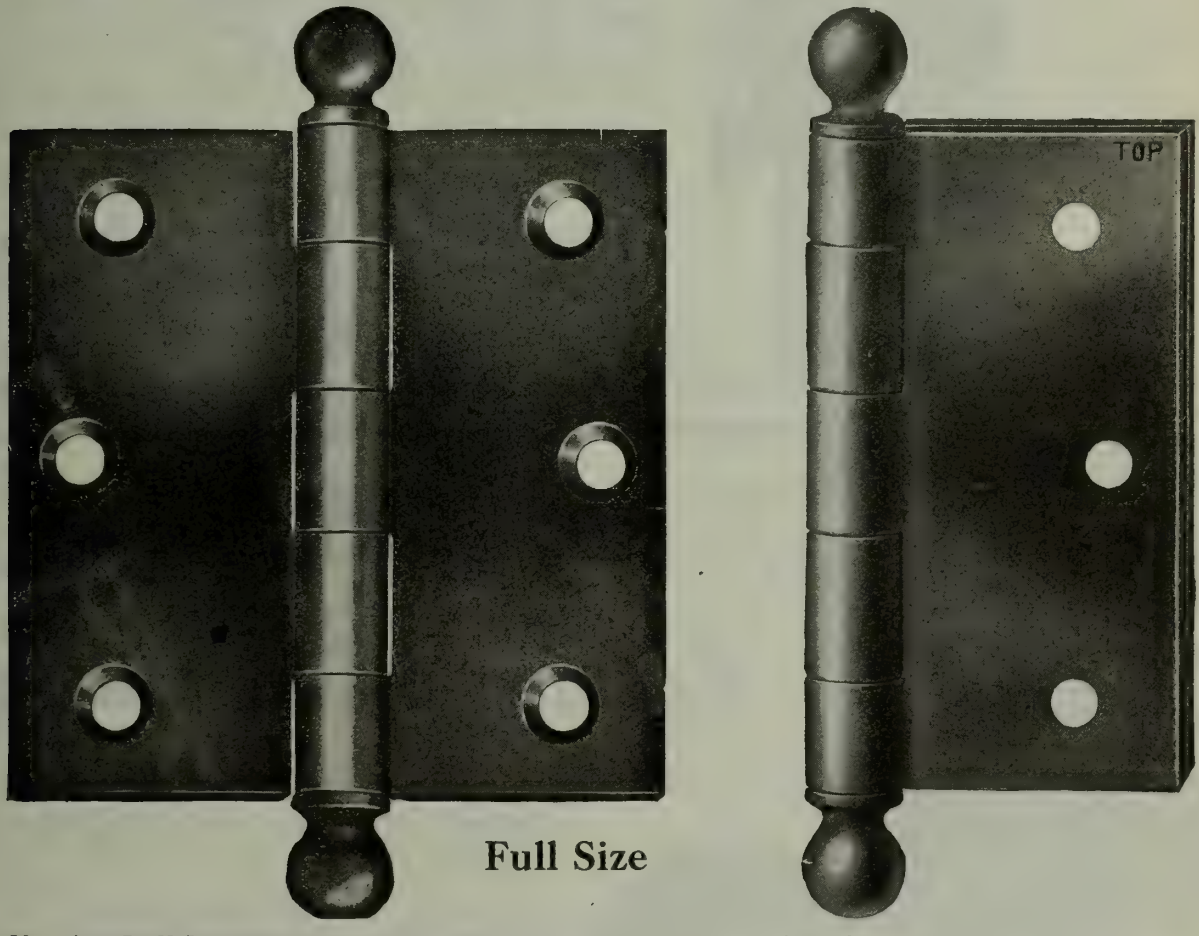
ATHOL, MASS.

42-870

Starrett Hack Saws

No. 500
BALL TIP BUTT

A Butt is a little thing and many Hardware Dealers are prone to not give sufficient thought and consideration to the purchase of this line. **Do not make this mistake!** A small, unsatisfactory sale to-day may reflect back to you in the absence of greater sales in the future. The service to be expected of a Butt is what proves its worth. We are proud of our **No. 500 Ball Tip Butt,** so much so that we back it to the limit. It takes no secondary consideration in the manufacture of our many lines. **It's the Ball Tip Butt you should be selling.**

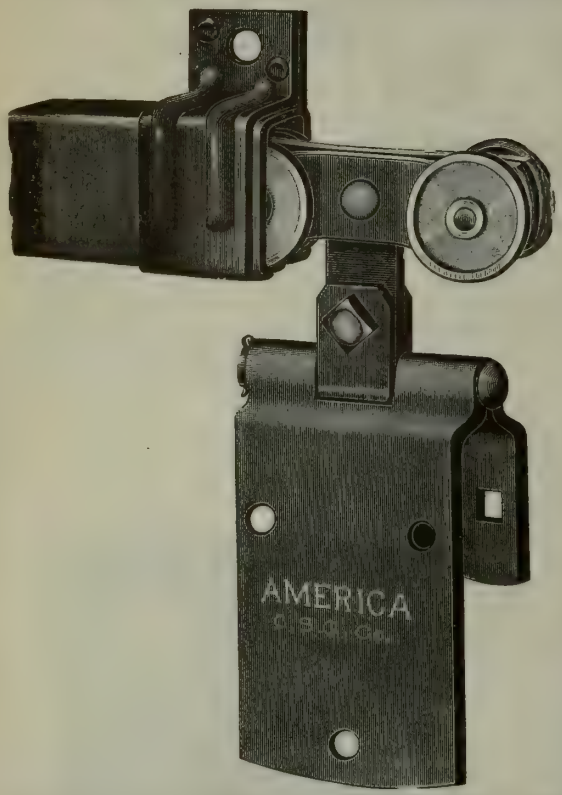


Full Size

No. 500 Ball Tip Butts lend a quality appearance to any interior or exterior. **The mark of Distinctiveness** upon any door. Will last longer, wear better and prove altogether more satisfactory than a cheaper Butt. Made of **Bright Steel, Japanned or Plated,** and comes to you individually wrapped with screws in the unusual **"National Way."** You can create any amount of **customers' satisfaction** by selling **No. 500 Ball Tip Butts.** Customers' satisfaction means more business for you. Isn't that worth while? May we tell you how? Write us.

National Manufacturing Company, Sterling, Ill.

America Tandem Truck Trolley Hangers



Among users of Door Hangers and merchants who sell them the "AMERICA" is admitted to be the most efficient and practical hanger for operating barn, factory, warehouse or garage doors.

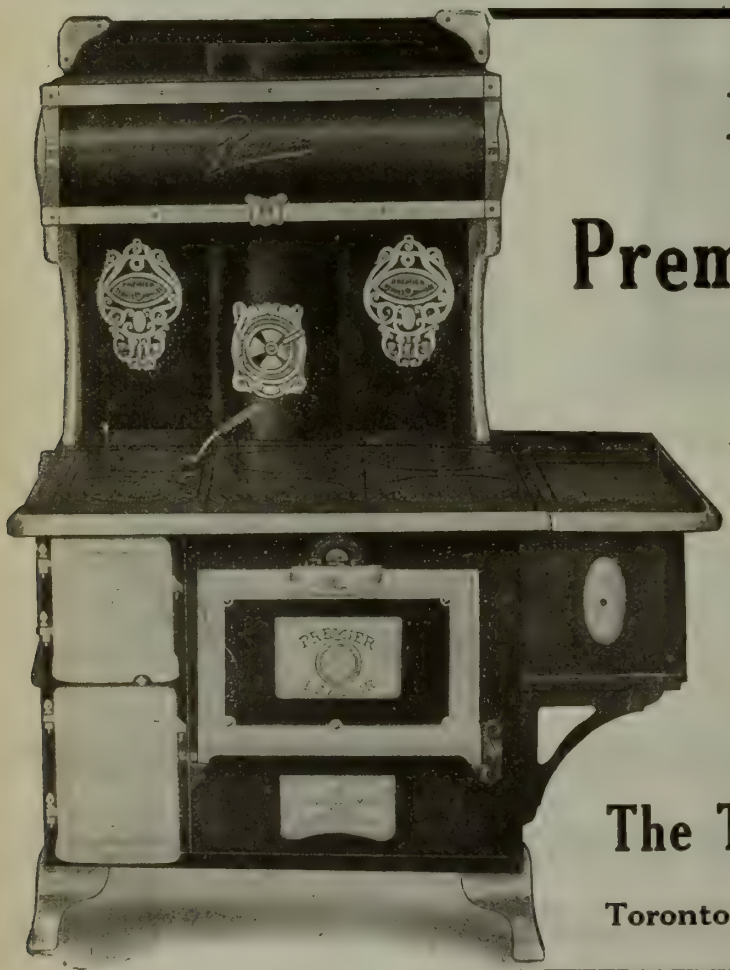
Constructed of heavy steel, fitted with hardened roller bearings and has lateral adjustment which permits increasing or decreasing space between door and building.

AMERICA Hangers run in the famous Hatch Trolley Track supported with corrugated brackets, and carry heavier doors.

MANUFACTURED BY

CANADA STEEL GOODS CO., LIMITED

HAMILTON, ONT.



DAVIDSON'S

POPULAR

Premier Leader Range

is a range that is built to supply the demand of a high-grade steel range at a popular price.

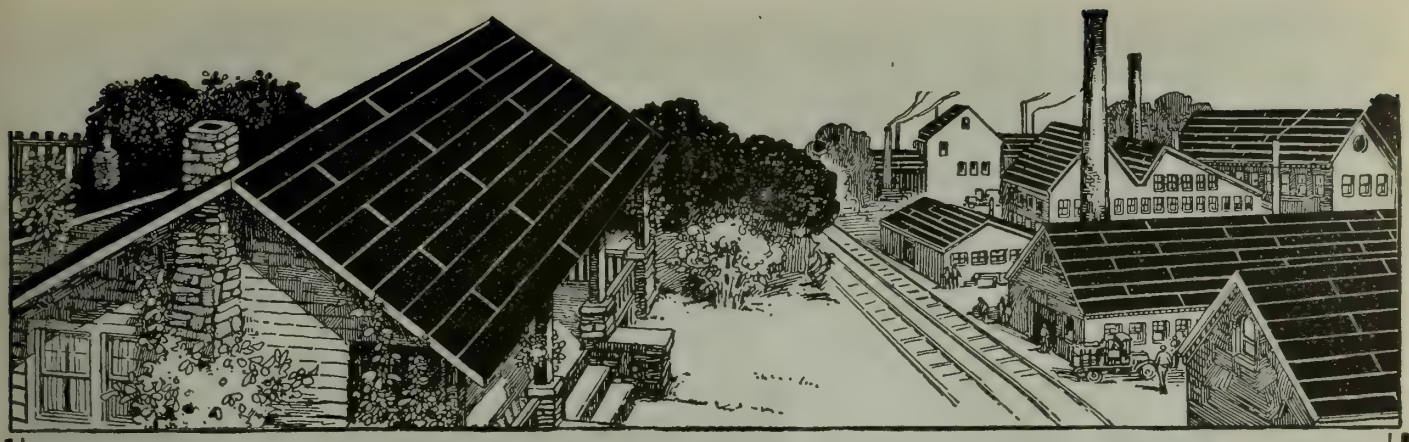
It is just as fully guaranteed, as to its baking and economical operating qualities, as our higher-priced ranges.

There is a "Premier" to meet every demand, whether for a steel or cast range, one fully dressed or strictly plain. The "Premier Leader" is made square or with reservoir.

The Thomas Davidson Mfg. Co.

Limited

Toronto **Montreal** **Winnipeg**



SAMSON ROOFING

Is truly a perfect roofing, and is the pride of the most exacting conditions of manufacture. You will find it not only most profitable, but actually a pleasure to handle, for the quality of materials and expert workmanship go to make a roofing which you can depend upon to give the very best of satisfaction.

FULLY GUARANTEED

HOWLAND'S SAMSON QUALITY H.S. HOWLAND SONS & CO TORONTO

H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE

138 West Front Street

TORONTO

HOWLAND'S SAMSON QUALITY H.S. HOWLAND SONS & CO TORONTO



This Book Helps You Cash In

Here's a book that shows the way to cash in on our big advertising on Millers Falls tools. In fact it shows you how to cash in on all the advertised lines you carry. And it helps you build up tool business of every kind—from every source.

The man who wrote it is one of the biggest tool men in the country. And the book is jammed full of practical suggestions from cover to cover.

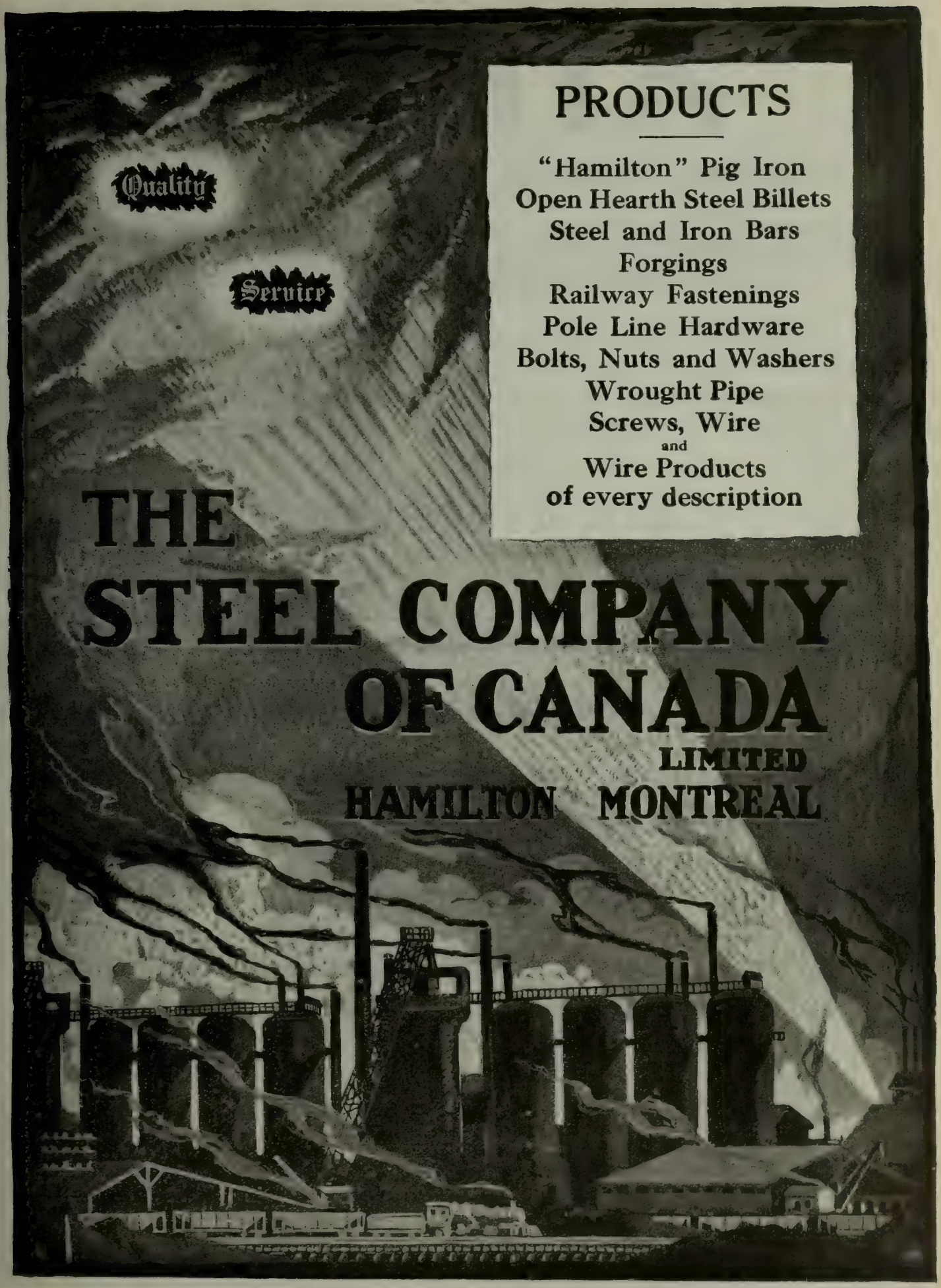
It is recognized as the best handbook on the subject ever printed. Free on request.

Every dealer should have our special No. 732 Brace display on his counter, so that he can connect his stock with our Saturday Evening Post advertising on this popular tool. Write for details on our special display offer.

MILLERS FALLS COMPANY

"Toolmakers to the Master Mechanic"

100 River Street **Millers Falls, Mass.**


Quality
Service
PRODUCTS
"Hamilton" Pig Iron
Open Hearth Steel Billets
Steel and Iron Bars
Forgings
Railway Fastenings
Pole Line Hardware
Bolts, Nuts and Washers
Wrought Pipe
Screws, Wire
and
Wire Products
of every description
THE STEEL COMPANY OF CANADA
LIMITED
HAMILTON MONTREAL

ATKINS

Sterling Quality Cross-Cut Saws



The Saw that brings a *higher price*—a *bigger profit*. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell St.**



Tree Pruners

This year there will still be as great a need as ever for **more production.** Your contribution to the good of the cause can take the form of recommending **Taylor-Forbes Tree Pruners** to your customers.

The perfection of workmanship evident in these Tools puts them **in the front rank** of all **Tree Pruners.** Besides the two illustrated—the **Detroit** and the **Orchard King**—we manufacture several others.

There is money in handling our full line. Inquire of your jobber, and if he can't supply you, write us direct.



Taylor-Forbes Co. Limited

Head Office and Works :

Guelph, Ontario

Taylor-Forbes Co., 246 Craig St., Montreal; H. G. Rogers, Limited, 147 Prince William St., St. John, N.B.; Canadian United Mfrs. Agency, London, Eng.; Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.; H. F. Moulden & Son, Travelers' Bldg., Winnipeg, Man.



Approved!

Every Wilt You Sell Passes Rigid Inspection

No **WILT** Drill is knowingly allowed to pass out of **WILT** hands if it shows any defect—**no matter how small. It is rejected in the inspection department.**

Every possible test by trained and shrewd inspectors vouchsafe your guarantee of **WILT** Drills to your customers.

"Wilt Drills Are Fully Guaranteed."

Wilt Twist Drill Co. of Canada, Limited

Walkerville, Ont.

London Office: **Wilt Twist Drill Co., Moorgate Hall, Finsbury Pavement, London, E.C. 2, England**

NAILS

Wire Nails

All Standard and Special Gauges

Nail Wire, Rivet Wire

Oiled and Annealed Wire—Galvanized Wires
Plain Barbed and Coiled Spring.

Dominion Iron & Steel Company, Ltd.

SYDNEY, N. S.; MONTREAL, QUE.

WIRE

Peace
Prosperity
and Progress

HENRY DISSTON & SONS, INC.

KEYSTONE SAW, TOOL, STEEL AND FILE WORKS

TORONTO - CANADA

PHILADELPHIA, U.S.A.

BARCALO "S" ADJUSTABLE WRENCH

GUARANTEED



ALL PARTS
WORK SMOOTHLY
NO BINDING
OR SHAKING
ADJUSTMENTS CLEAN.
PERFECT GRIP.

BARCALO MANUFACTURING CO.
BUFFALO, N.Y., U.S.A.

OFFICIAL AWARD RIBBON

PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915

PRESIDENT

PRESIDENT OF THE SUPERIOR JURY

DIRECTOR OF EXHIBITS

SECTY OF THE INTERNATIONAL AWARD SYSTEM

MEDAL OF HONOR

DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES

CHIEF

TRIMO TOOLS



Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.



TRIMO PIPE WRENCH WOOD HANDLE



TRIMO PIPE WRENCH STEEL HANDLE



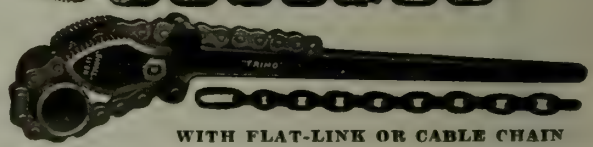
TRIMO PIPE CUTTER



TRIMO MONKEY WRENCH

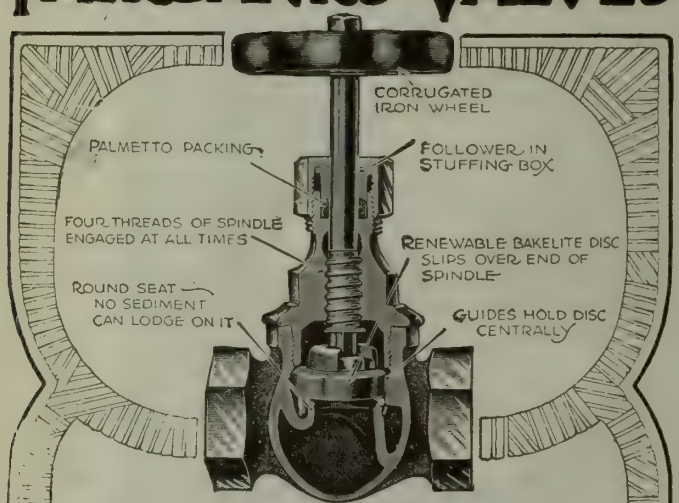


TRIMO CHAIN WRENCHES



WITH FLAT-LINK OR CABLE CHAIN

FAIRBANKS VALVES



Renewable Disc Valves

The only tool required is a wrench to remove the bonnet. The vise, hammer and cold chisel are all eliminated. Once sold always demanded by your trade.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Windsor, Winnipeg, Saskatoon, Calgary Vancouver, Victoria.

WANTED

Fall Orders for Hardware such as follows:

Snow Shovels,
Lanterns and Globes,
Weather Strip,
Axes, Mitts and Gloves

A good stock on hand, and orders promptly shipped.

Thos. Birkett & Son Co. Ltd.

Wholesale Hardware Merchants

Ottawa Ontario

CANADA
FOUNDRIES & FORGINGS
LIMITED

SMART'S AXES



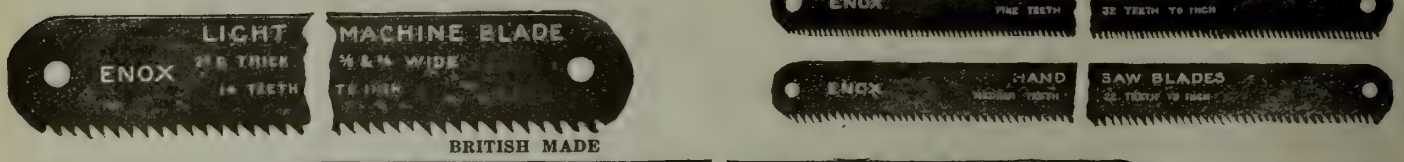
Chopping and Hand Axes of all descriptions.
All prices guaranteed against decline during season.
Smart's dealers control the axe business in their community.

Write for Tool Catalogue.

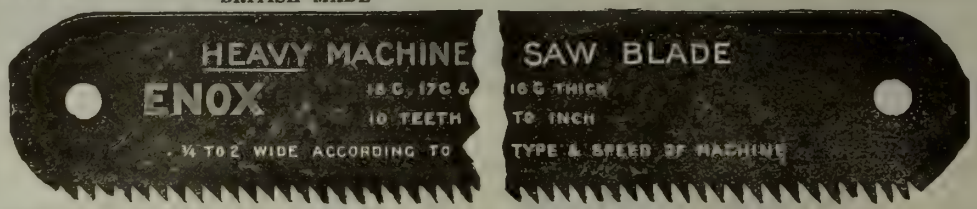
JAMES SMART PLANT
Brockville, Ont.

ENOX HACKSAW BLADES

ARE THE BEST



BRITISH MADE

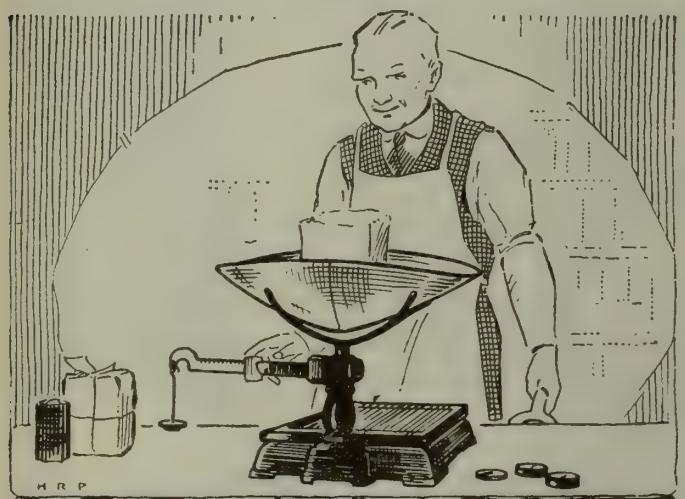


AGENTS IN CANADIAN TOWNS WANTED

AN ENTIRELY BRITISH COMPANY

Liberal terms offered to firms willing to carry stocks and act as sole agents for the district.

SOLE MAKERS FRY'S (LONDON) LIMITED, 46 Upper Thames St., London, E.C. 4, England. Works: Greenwich, S.E. 10



Fairbanks Scales

For over 90 years Fairbanks Scales have been the World's Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Windsor, Winnipeg, Saskatoon, Calgary, Vancouver, Victoria.

Butler's FAMOUS SHEFFIELD CUTLERY



JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681 | "BUTLER" 1768 | ART 1861

GEO. BUTLER & CO., LTD., Sheffield, England

London Showroom, 62 Holborn Viaduct, E.C.

Address correspondence to TRINITY WORKS, SHEFFIELD

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

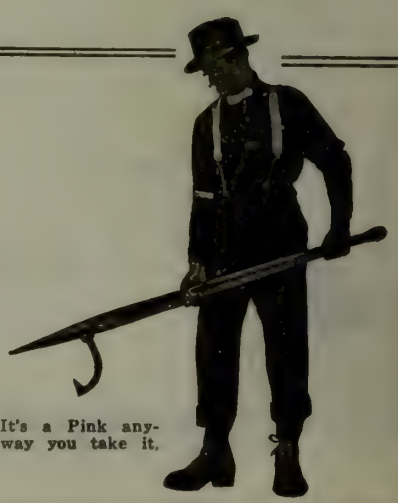
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - - - - ONTARIO



It's a Pink anyway you take it.



Take In More Profit On Every Dry Cell You Hand Out. I'll Tell You How

W. M. Turnley, Manager
The Dominion Battery Company, Limited

I'LL not only tell you how to make a bigger profit on each sale but also **how to make more sales;** how to corner the battery business in your community and **hold it**—with RELIABLE Dry Cells.

Every time you sell a RELIABLE Dry Cell you hand the customer a surprise package, for RELIABLE Dry Cells **give longer intermittent service** than the buyer is accustomed to get. Many extra hours of service are crowded into RELIABLE Dry Cells.

As a retailer you'll like the way RELIABLE Dry Cells are sold—always through the regular channels of trade; never by mail order houses or from the factory.

Write to-day for Profit and Business Increasing Plan.

THE DOMINION BATTERY COMPANY
Limited

736 Dundas Street East **Toronto**

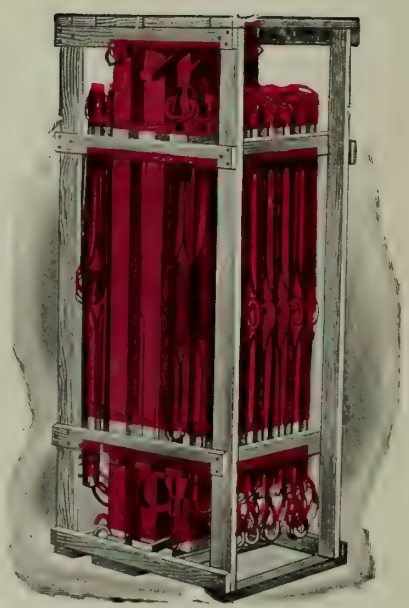
"Lively and Lasting"

Westwo REGD

It Pays The Dealer To Buy Wagon Sets In Crates

The price per set is very slightly more than where shipped loose — while the crated sets reach the customer in as good shape as when they leave the factory.

No Bruised Woods
No Marred Finish



Westwo products are made from the best selected hickory and oak. Irons used are the best manufactured in Canada. Painted and striped — they look better and last longer.

All Sets Guaranteed
Defective Parts Replaced

Goods Represent The Highest Quality

Westwo goods represent the highest quality. Every piece backed by the manufacturer's guarantee. You will have requests for these goods. Write your dealer to-day for illustrated folder and catalogue. If he does not handle, write us direct.

West-Woods Limited

Winnipeg

Canada's Scientists

Recognize the value of TONCAN METAL

by using sixteen and one-half tons of Toncan Metal sheets in the great Astrophysical Observatory at Victoria, B.C.

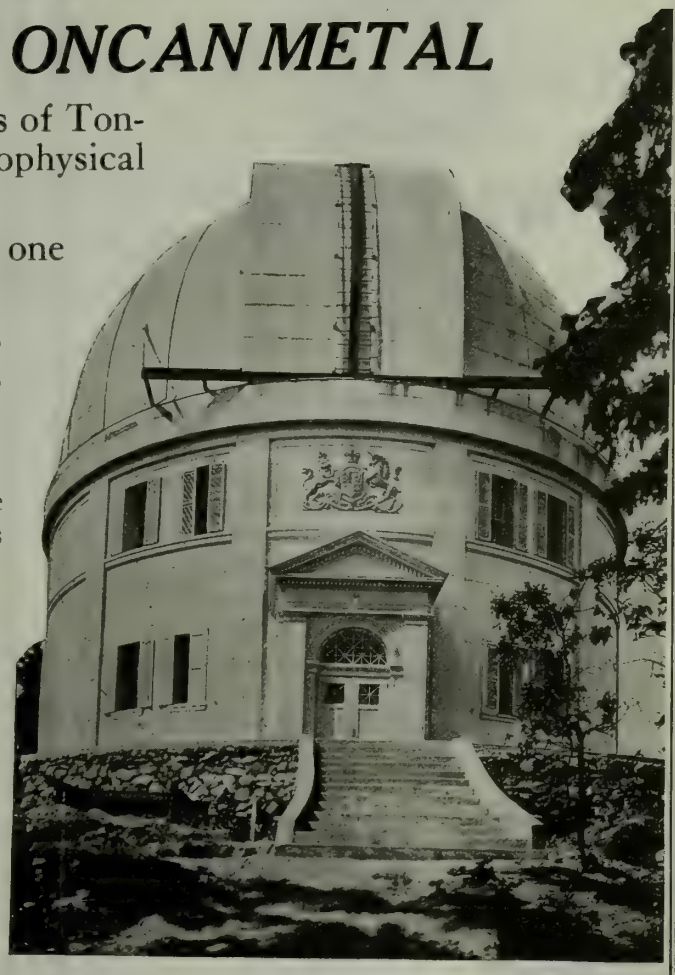
This National Observatory houses one of the world's greatest telescopes.

The double walls of the dome, as well as window frames, shutters and doors, are covered with galvanized Toncan Metal.

This material was selected because time has proven that among sheet metals made from iron ore

TONCAN METAL

is unsurpassed in its resistance to Corrosion



A REVOLVING DOME WHICH IS COVERED WITH TONCAN METAL.

This great 72-inch reflecting telescope is the second largest in the world. The glass for the great concave mirror which weighs more than two tons was cast in Belgium and shipped just a few days before war was declared.. It was ground by America's most noted opticians, no error of more than one two hundred thousandth of an inch being permitted.

Every part of this great Telescope is the best procurable for the purpose, and it is significant that Toncan Metal was chosen for the sheet metal work of the building which houses this masterpiece of science.

Toncan Metal has been used in all parts of the United States and Canada for Eaves Trough, Flashing, Roofing, Siding, Ventilattors and every severe sheet metal service.

To the building owner, Toncan Metal is a welcome relief from the expensive metals such as copper and zinc on the one hand, and the ordinary short-lived sheet metals on the other.

THE DOMINION ASTROPHYSICAL OBSERVATORY AT VICTORIA, B.C., IS CIRCULAR; 66 FEET IN DIAMETER AND SURMOUNTED BY

The Pedlar People Ltd., Oshawa, Ont.

CANADIAN DISTRIBUTORS

The Stark Rolling Mill Co., Canton, Ohio., Sole Makers

TONCAN METAL

Resists Corrosion

CORROSION—THE CAUSE—THE EFFECT—THE REMEDY

is a one hundred page book of library size that is a veritable handbook on sheet metal. It's yours on request.

If any advertisement interests you, tear it out now and place with letters to be answered.



"WHY NOT"

There is a vital question in every business. For instance, take the problem of grindstones. We don't need to tell you that the manufacturing end is a big question but the vital question for you is

WHICH GRINDSTONES HAVE BEST SELLING QUALITIES?

Many of our customers started on the road to increased profits through pleasing and satisfying a larger number of buyers, than was otherwise possible, with

CLEVELAND GRINDSTONES—THE BEST THAT YOU CAN SELL.

The Cleveland Stone Co.
Union Bldg. - Cleveland, Ohio
BISSETT & WEBB, LIMITED, WINNIPEG, MAN.,
Western Distributors

Since 1837

Two of the
White Adze



Ship Carpenter



House Carpenter

Known Everywhere

It is the best seller in every store for the carpenter knows and has used them. There is a good profit in it for you and quick sales. If you do not already have them, better get our prices right away. Do it to-day.

The L. & I. J. White Co.
55 Columbia Street
BUFFALO - N.Y.
Canadian Agents: Hardware Agencies, Montrea



Your Success

You owe it to yourself and to the success of your business to stock the best stable brushes obtainable.

"KEYSTONE" STABLE BRUSHES

through the good service they render, convince your customers of your dependability to sell only the best.

Stock and push the "Keystone" line—it will pay you, both in satisfied customers and good profits.

Write for prices to

Stevens-Hepner Co., Limited
Port Elgin, Ontario

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

For the working men of your town

in fact for every man because practically every man needs a good roomy serviceable pair of working gloves.



TAPATCO
REGISTERED TRADE MARK BRAND



You can get this profitable extra trade by stocking the Tapatco lines—There's a style and a weight to suit every requirement. Your jobber can supply Tapatco Gloves.

The American Pad and Textile Company
Chatham, Ontario

If any advertisement interests you, tear it out now and place with letters to be answered.

ARMCO IRON

Five Great Points of Superiority

Chemical Purity, Rust-resisting, Enameling Welding and Electrical Conductivity



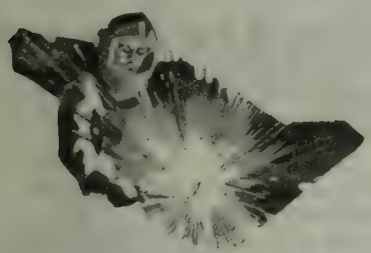
As a Base for Enameled Products

Normally, this is one of the most popular uses for Armco Iron. Many leading manufacturers of stoves with enameled parts, enameled refrigerators, kitchen-cabinets, enameled table-tops, etc., have depended on Armco Iron for many years. Its perfect enameling properties are due to its remarkable freedom from seams, scars, pinholes and other defects.



Armco Iron Resists Rust

Rust resistance is one of the most vital forms of metal conservation, and Armco Iron has exceptional rust resistance because of its purity and evenness. There has always been a heavy demand for it by manufacturers of durable railroad equipment, building equipment, gas tanks, oil tanks, water tanks, grave caskets, culverts, flumes, closet tanks, stoves, safes and many other products.



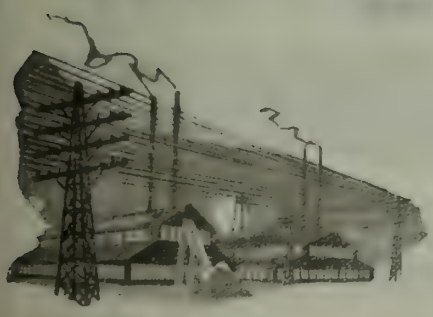
Armco Iron Welding Material

Redeeming damaged or worn castings and parts by autogeneous welding is another important phase of metal conservation. Armco Iron's melting point is uniform. It welds more quickly and more smoothly than any other welding material, and the joints have the maximum strength and reliability.



High Electrical Conductivity

Iron is being successfully used to-day for telephone, telegraph cable, high and low tension transmission wire, and wire to carry electrical conductivity because of its purity and evenness.



For Railroad Uses and Shipbuilding

Armco Iron gave valuable aid in bringing about peace in the form of a wide variety of railroad products and ship parts.

Full information supplied any interested manufacturer on request

THE AMERICAN ROLLING MILLS CO.

MIDDLETOWN, OHIO

If any advertisement interests you, tear it out now and place with letters to be answered.

E. Roy,
65½ St. Andre St., Montreal, Que.

C. C. Cartwright,
85 Water St., Winnipeg, Man



4 Good Reasons
---READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.



It's Good—
PEERLESS ORNAMENTAL FENCING

is the last word in fencing, beautifies, protects and enhances the value of your property. It safeguards your children, keeps out marauding dogs, animals and destructive chickens, protects the lawn, shrubs and flowers and prevents trespassing. It wears well, too.

Beautify Your Home with

Peerless Ornamental Fencing. It is built of strong, stiff wire, heavily galvanized and coated with zinc enamel to prevent rust. In style, durability, service and every feature combined to insure absolute satisfaction, the Peerless fencing is true to its name. It will not sag and cannot break down with ordinary use.

Send for Catalog. Shows many beautiful designs of fencing for lawns, parks, schools, churches cemeteries, etc. **Dealers nearly everywhere.**

THE BANWELL-HOXIE WIRE FENCE COMPANY, Ltd.
Winnipeg, Man. Hamilton, Ont.



Again in Demand

The wooden tub is back—the high cost of the metal tub is largely responsible, but a wooden tub has other advantages.

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a Source of Good Revenue.

The Wm. Cane & Sons Company, Ltd
Manufacturers NEWMARKET, ONTARIO

CRESCENT GROUND **SIMONDS** CROSS-CUT SAWS

Cut easy, saw fast, wear exceptionally well, absolutely guaranteed. Cut 10 per cent. more timber, same time and labor being used, than any other brand of cross-cut saw made to-day.

SIMONDS CANADA SAW CO., LIMITED
Montreal, Que.

Vancouver, B.C. St. John, N.B.

Stewart Clipping Machines at the Front



The Stewart No. 1 Ball Bearing Enclosed Gear Machine



(Copyright by the Committee on Public Information)
Clipping a French cavalry man's horse with a Stewart Machine.

Clipping of all horses used by the Allies and U.S. armies is general and a great many **Stewart No. 1 Ball-Bearing Machines** are used.

What it means to Dealers:

This lesson on the benefits of clipping hard-worked horses and the remarkable efficiency of **Stewart Machines** is being brought back to our Canadian farms and towns, with the result that more horses will be clipped this spring than ever before, and more **Stewart Machines** will be asked for and sold by dealers.

The Stewart No. 1 Ball Bearing Horse Clipping Machine

is rapidly replacing all other makes as the result of its superior qualities to clip, turn easy and stand up.

It never fails to please and is invariably asked for.

Sold through the regular trade channels only.

Horse clipping starts with the first spring weather.

Don't lose sales by experimenting with unknown and untried machines.

Sell the old reliable Stewart—reasonable in price and guaranteed to please and stay sold.

Order from your Jobber now.

Make a Window Display.

Let people know you sell Stewart Machines.

Chicago Flexible Shaft Company

Twelfth Street and Central Avenue **Chicago, U.S.A.**

If any advertisement interests you, tear it out now and place with letters to be answered.

"How to Hire, Train and Supervise Men"

"Getting Better Results From Salesmen"

Learn how successful business men handle these important problems by reading

Management and Salesmanship

By

Hugh Chalmers, Pres. Chalmers Motor Car Co.
John Lee Mahin, Pres. Mahin Advertising Agency

This book is written in a clear, concise style easily understood, every paragraph a mine of good solid facts prepared by these two thinkers and workers. You cannot afford to be without this book if you have management and salesmanship problems to solve.

The price is only 50 cents. Send for your copy to-day; the supply is limited.

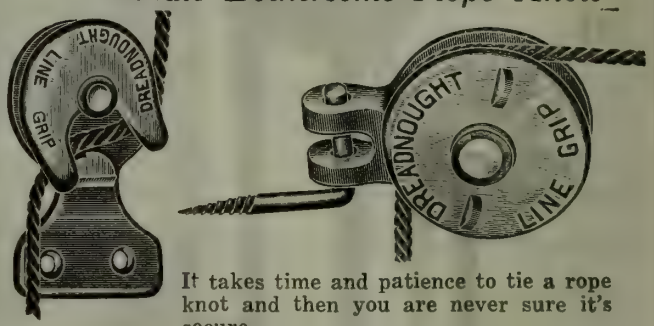
MacLean Publishing Co., Ltd.

Technical Book Dept.

143-153 University Ave. - Toronto

DREADNOUGHT LINE GRIPS

Eliminate Bothersome Rope Knots



It takes time and patience to tie a rope knot and then you are never sure it's secure.

With the Dreadnought Line Grip you simply pull the line through to the desired tightness, drop it and it grips itself.

Always sure to hold.

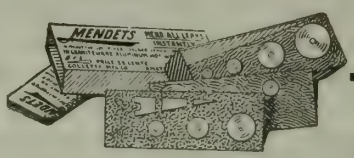
Just the thing for tightening clothes lines, and ropes on moving vans, farm wagons, trucks and wherever a tight binding rope or tarpaulin is necessary.

A useful device, easily sold.

We also manufacture J. D. Lawn Rakes, Self-Winding Clothes Line Reels and Family Clothes Driers.

Write to-day for information and prices

The Coleman Fare Box Co., Limited
1191 Bathurst St., TORONTO ONT.



Makes Old Things New, That's—

MENDETS
A PATENT PATCH

—the greatest little seller you can place upon your counter. All housewives know its worth.

Your jobber has them.

Collette Mfg. Company
Collingwood
Ontario

Mends Pots, Pans, Boilers, Kettles, Hot Water Bags, Etc.



MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

If any advertisement interests you, tear it out now and place with letters to be answered.

A
Maximum
of
Heat Comfort



A
Minimum
of
Fuel Consumption

KNICKERBOCKER AUTOMATIC HEAT GENERATOR

No Hot Water Heating System is complete without the **Knickerbocker Automatic Heat Generator.** It reduces coal costs and gives your customer a **better working system** by equalizing the circulation and giving positive results in each and every radiator. Improves the old system already installed, and is a guarantee of an ideal working system on the new installation. Think of the many installations in your district that are in need of a device of this kind. May we help you to obtain more sales and greater profits with the **Knickerbocker Automatic Heat Generator?** Write for prices and complete information.

Guaranteed and sold by

The James Morrison Brass Manufacturing Co., Limited

93-97 Adelaide Street West, TORONTO, Ontario



Make Your Farmer Customers Your Farmer Friends

by selling them a Barn Door Hanger that will give year-in year-out service. Sell them the

Allith 1914

the hanger with the four-wheel roller bearing trolley which operates inside a square track with round grooves to fit the round face of the wheels. This feature makes for smooth operation, as it reduces friction to the minimum. The top of track being closed, there is never trouble from snow and ice; the wind cannot dislodge the hanger.

Don't hesitate to recommend Allith 1914 Hanger.

MANUFACTURED BY

Allith Manufacturing Co., Limited

HAMILTON, CANADA



If any advertisement interests you, tear it out now and place with letters to be answered.

Finest Quality

Highest Standard



TRADE MARK

W P



WARD & PAYNE'S

CELEBRATED LIGHT EDGE TOOLS

THE ANVIL BRAND

Light-Edge Tools
—possess unusual selling qualities.

The history of the manufacturing of these tools in England covers a period of one hundred years. The reputation enjoyed by **"W. & P." Light Edge Tools** to-day is conclusive proof of what painstaking efforts must have been put into the making of these high quality tools. As the **Anvil Brand Trade-Mark** is the **"stamp of Quality"** to every tradesman, so it will reflect its reputation upon your store in more business and greater profits that are really worth while. We can now fill all orders with the same prompt, attentive service that has made **"W. & P."** products famous throughout the world. If your jobber cannot supply you, write our nearest representative.

WARD & PAYNE, SHEFFIELD
CABLES: WARD, SHEFFIELD

Canadian Agents
ALEXANDER GIBB, 3 St. Nicholas St., Montreal
SHERMAN F. AINSLIE, Spadina Avenue, Toronto
ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.

P X H

TRADE MARK

FILES

"They
Cut Faster
and Wear Longer"

Port Hope File Company
PORT HOPE, ONT.

IMPERIAL

TRADE MARK

GASOLINE TANKS

WELDED, TESTED, HIGH-CLASS TANKS
For Underground Storage of Gasoline

(Any Fittings to Suit Supplied



A high quality tank, steel welded throughout, making it practically a one-piece tank. Treated on the inside with an odorless, anti-rust oil and then painted on the outside with anti-rust, acid-proof black paint. They are practically rust and corrosion proof. We are tank builders. We make a specialty of tanks. Anything we turn out in this line you can depend on. They are made by expert workmen. We put our best efforts into tank building; it is our specialty. Our tanks are built to conform to the requirements of the National Board of Fire Underwriters. They are all tested before leaving our works under air pressure by a competent superintendent and then crated and shipped so they will reach you in good condition. We believe our prices will appeal to you as being very reasonable. Nothing but the best will do for handling gasoline. If not as represented when it reaches your station, fire it back at our expense. Can we do fairer? Any size made to your order.

Write for Bulletin No. 10.

THE STEEL TROUGH & MACHINE CO., LIMITED
TWEED, ONTARIO, CANADA

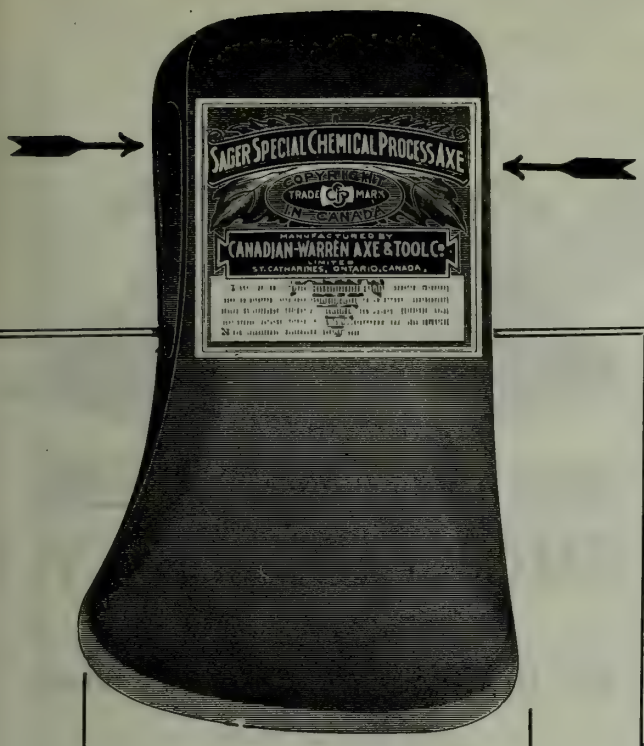


J.E.B. Quality CO.

Ideal Veneer Chair Seats

Of all sizes and styles. Write for our Catalogue A.

J. E. Beauchamp & Co., Montreal
Agents at Vancouver, Winnipeg, Toronto, Quebec, St. John, New York



WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"

AND

"SOO LINE" LOGGING TOOLS?

GET THE HABIT.

(AND THE PROFIT)

Canadian Warren Axe & Tool Co.,

LIMITED

ST. CATHARINES, ONT.



Soo Line
Logging Tools

GET THE REPUTATION

for selling "standard-grade" tools, and you'll get the trade of every good mechanic in your locality.

The "standard grade" for files is the

"FAMOUS FIVE"

Specify them when ordering from your jobber.

They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by



Are You Ready

for good business

BOOK your orders NOW

for

White Spruce Butter Tubs

N.B. Egg Carriers

H.D. Egg Crates

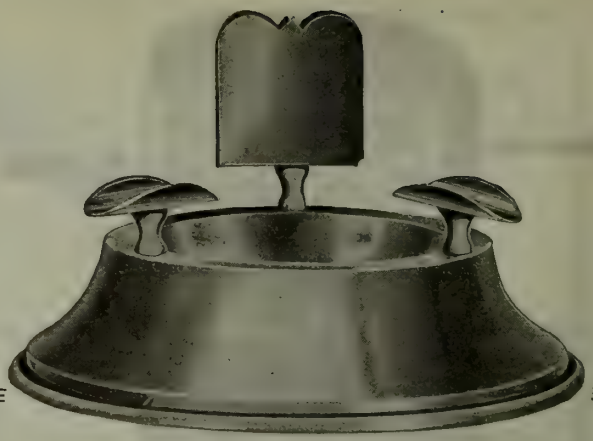
Brooms and Brushes

Fruit Jars

Paper and Twines

Walter Woods & Co.

Hamilton and Winnipeg



TRADE WENTWORTH WELL WORTH MARK

SMOKERS TRAY

Made to Retail at 65c.

All Brass---Brush Brass Finish

OUR NEW CATALOG

Contains a Complete Line of Brass and Nickel-plated Goods.

Wentworth Mfg. Company, Limited

Hamilton Canada

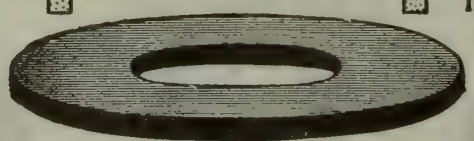
Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

MILWAUKEE, WIS.



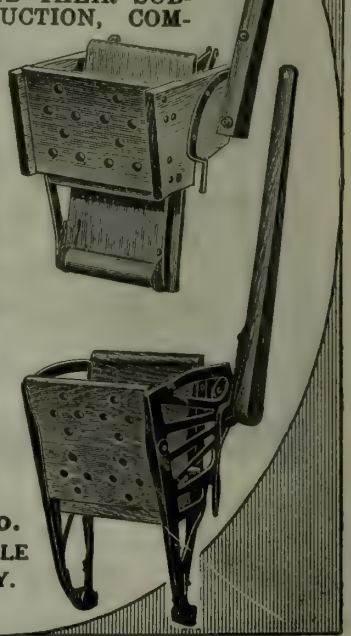
"White"

MOP WRINGERS

EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.

Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use—often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife—it sells itself and is a good profit-maker.



White Mop Wringer Co.

FULTONVILLE N.Y.



Williams' "Agrippa" Tool Holders

FOR nearly half a century we have been designing and making drop-forgings and drop-forged tools. Our trade-marks, "Vulcan" and ◇W◇ and "Agrippa" are known throughout the world wherever machinery and tools are used; they represent our constant endeavor to maintain and improve quality—to put *Superior* into our product—to make it individual and worthy of the high standard long established for Williams' goods.

Williams' "Agrippa" Tool Holders are a case in point. They embody all the improvements in design, material and practice suggested by experiment with former models. No pains or expense that will add to their efficiency is spared in their manufacture. Many of their features are unique and make for economy and convenience. A full line in a wide range of sizes is carried for various classes of work, including

Turning · **Boring** · **Threading**
Planing · **Cutting-off** · **Knurling**
Side Work

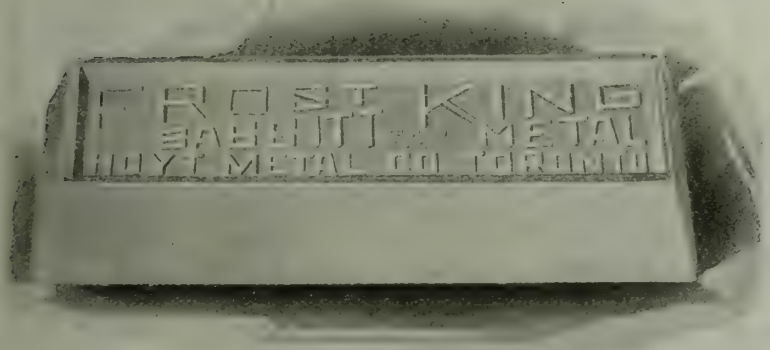
These tools, as well as Lathe Dogs, Clamps, Caliper Gauges, etc., are all described in our Machinists' Tools Booklet—free on request.

J. H. Williams & Co. *"The Drop-Forging People"*

30 RICHARDS STREET, BROOKLYN, N.Y.

The A. G. Low Co., Ltd., 30 Pacific Ave., Saskatoon, Sask.---Agents for Manitoba, Saskatchewan, Alberta, and British Columbia

HOYT METALS



Your customers will appreciate the excellence of our alloys. We use the greatest care both in the selection of our materials and in their manufacture.

Our motto: Prompt service, courtesy and a square deal to the trade at all times.

Provide a Big Field for Sales

We manufacture such a great variety of mixed metals that there is a wide range of opportunities at all times for sales. Wherever you may be located there are Factories, Machine Shops, Waterworks, Electrical Plants, Tinsmiths, Plumbers, etc., that are in need of **Hoyt Metals.**

HOYT METAL COMPANY

TORONTO, CANADA

London, Eng. St. Louis, Mo.
New York, N.Y.

Sell Handles that are Most in Demand

STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

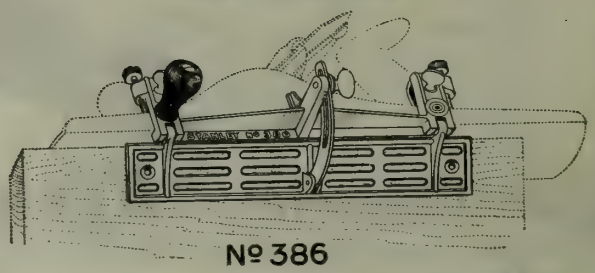
There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Can't Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company

ST. THOMAS -:- ONTARIO

Stanley Tools



No 386

STANLEY JOINTER GAUGE FOR IRON PLANES

A tool that will enable the workman to plane bevels of any angle between 30 and 90 degrees, or to square up the edges of boards with extreme accuracy.

The method of attaching same to a Plane is such as to insure its being absolutely rigid when in use.

All parts except the knob are of metal and the joints and bearing surfaces are machined.

Show this Gauge to your wood-working customers. You will find them to be greatly interested. Special circular containing complete description upon request.

Manufactured by

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Improved Patent Flush Handle

CHESTERMAN'S

TRADE MARKS

J C CONSTANTIA J C

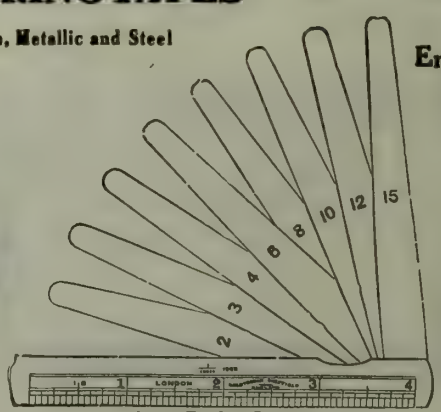


MEASURING TAPES

Linen, Metallic and Steel

TRE BLE

Engineers' Small Tools



Steel Rules, Gauges, etc.



Steel Feeler Gauge

For Prices, Catalogues, etc., apply to

F. H. SCOTT, 404 Coristine Bldg., Montreal

When Writing to Advertisers Kindly Mention this Paper.

Manufacturers
OF
WIRE
HEADQUARTERS FOR
Wire Bale Ties
LARGEST CAPACITY AND STOCK IN CANADA

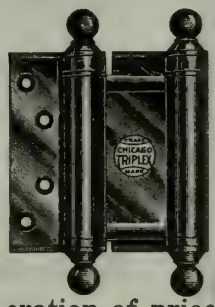
Prompt Shipment

LAIDLAW BALE TIE COMPANY, Limited
HAMILTON, CANADA

Winnipeg Toronto Montreal
London, England

TRADE CHICAGO MARK
SPRING HINGES
A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M. 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO NEW YORK

The Megantic Broom Mfg. Co., Ltd.
Manufacturers of Brooms and Clothes Pins







Lake Megantic, Que.

Represented by

Boivin & Grenier, Québec.
Delorme Frère, Montréal.
J. Hunter White, St. John. N.B.
H. D. Marshall, Ottawa.
Harry Horne Co., Toronto.
Tomlinson & O'Brien, Winnipeg.
Oppenheimer Bros., Vancouver.

These agents have always a stock on hand sufficient to satisfy the demands of clients in their territory.

Satisfaction on these three lines guaranteed.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



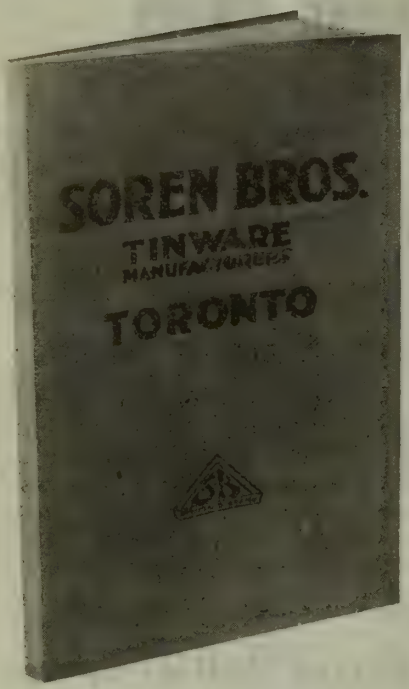
"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

The R. McDougall Co.
LIMITED
GALT, CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.



OUR NEW CATALOGUE

Yours For The Asking

Send us a postal to-day for this new catalogue, just off the press. Fully illustrated and listing our complete line of household Tinware.

Pieced Tinware.
Japanned Ware.
Galvanized Ware.
Sheet Iron Ware.
Miscellaneous Ware.
Enamelled Ware.

SOREN BROS.

Tinware Manufacturers

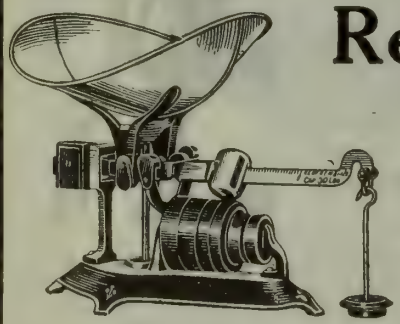
545, 547, 549 King St. W., Toronto, Ontario

Kills the Losses

Why should housewives take all the risk in regard to honest mistakes in weighing? It certainly is easy to convince her she shouldn't, and that a Renfrew scale will save not only risk but many actual losses. That builds up sales for **you.**

An ordinary, doubtful scale would only add useless disputes. The Renfrew is accurate for every weight from ½ oz. to 30 lbs., and its owner can prove her weights every time by means of the Government Inspector's Certificate which goes with every Renfrew.

The Renfrew is made in black finish, or in all-nickel finish, suitable for candy stores or homes desiring a little bit better. Write for literature and attractive selling proposition.



Renfrew

HOUSEHOLD SCALE

Guaranteed to weigh accurately. Capacity: ½ oz. to 30 lbs.

The Renfrew Scale Co.

Head Office and Works, Renfrew, Ont.

Western Representatives: P. A. C. McIntyre & Co., 1206 McArthur Bldg., Winnipeg, Man.

Our Other Lines: "Renfrew" 2,000-lb. Farmers' Truck Scale.

R. JOHNSON, CLAPHAM & MORRIS, LTD.

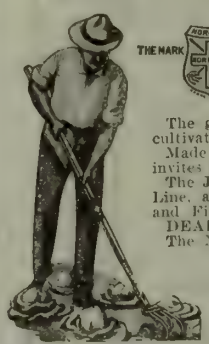
HARDWARE FACTORS
24-26 LEVER STREET
MANCHESTER - ENGLAND

Invite correspondence direct from Canadian Manufacturers of Builder's Hardware, Woodenware, Handles, Shelf and Heavy Hardware for immediate purchase and shipment to the British Market.

Address all correspondence to

Mr. R. A. COWMAN, c/o. the above Company

"NORCROSS" Cultivators





THE MARK OF QUALITY

The greatest of all time and labor-saving implements for cultivating and weeding.

Made in (3) sizes—not expensive—even the smallest garden invites a sale.

The Jobber and Dealer who link up with the NORCROSS Line, are assured of the very best in Quality, Construction and Finish.

DEALERS—Insist upon the Genuine—NORCROSS. The Name is a Guarantee of Satisfaction.

Factory Representatives:
Western Canada: A. H. Fraser, Vancouver.
Eastern Canada: Richardson & Bureau, Montreal.

G. S. Norcross & Sons, Bushnell, Illinois, U.S.A.

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADIAN ASBESTOS COMPANY

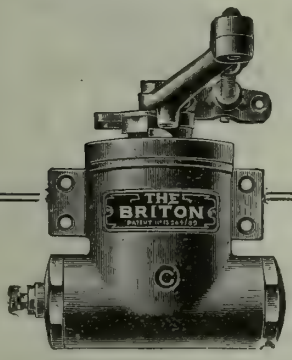
MONTREAL **TORONTO**

We carry the most complete stock of Asbestos Goods and Mill Supplies in Canada

Asbestos Paper and Millboard
Asbestos Cements
Asbestos Pipe Covering
Blackote Rubber Roofing
Cotton Waste and Oakum

Sole Canadian Agents:

PEERLESS RUBBER MFG. CO.—Rainbow Packing, Etc.
EHRET MAGNESIA MFG. CO—85% Magnesia Products.
JOSEPH DIXON CRUCIBLE CO.—Crucibles, Graphite-Paint and Plumbago, Etc.
ASBESTOS PROTECTED METAL CO.—Corrugated Siding and Roofing.



The "BRITON" Door Check and Spring

It is the superior quality that continually brings new buyers, and holds the trade of old customers if you stock

NEWMAN'S LINES

of SPRING HINGES, FLOOR HINGES, DOOR CHECKS and SPRINGS OF ALL KINDS, PANIC BOLTS, FANLIGHT GEARINGS, etc.

Be sure to get lists and full particulars now.

Wm. Newman & Sons, Limited

BIRMINGHAM, ENGLAND

Enquiries to

FREDRIC SARA & COMPANY
CALGARY, ALTA.



Show Her How to Mend It With Vol-Peek

Leaky pots, pans, kettles, etc., can be made good as new in two minutes with Vol-Peek, and the cost is only half a cent a mend.

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T. F. SHURLY CO., LTD.
St. Catharines, Ont.

The Publisher's Page

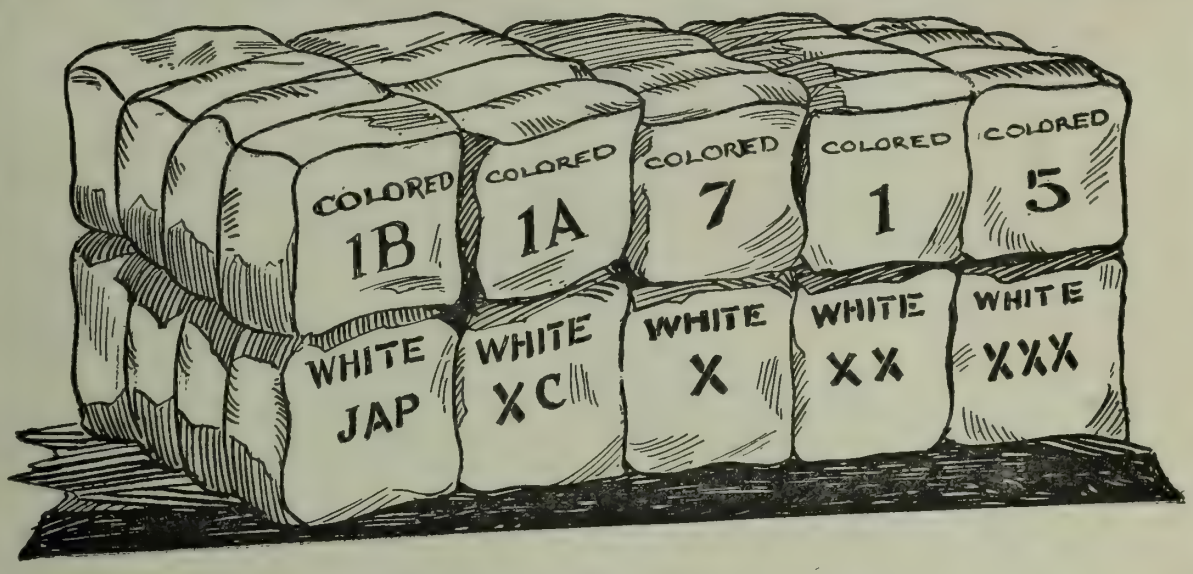
TORONTO JANUARY 25, 1919

"ONE thing about HARDWARE AND METAL that appeals strongly to me is that I find many new ideas in every issue," stated a leading retailer to a HARDWARE AND METAL representative a few days ago. "I find new ideas and news each week in the advertising as well as in the editorial pages. The trouble with too many papers is that they are a kind of a cut-and-dried proposition, pretty much the same week after week."

It is the constant aim of the publishers of HARDWARE AND METAL to supply readers and advertisers with the best possible service—to keep our editorial and news pages full of live, practical information for the hardware trade, and thus retain the confidence of the trade, which we have enjoyed for over 30 years.

That we are succeeding to a marked degree is indicated, we believe, by frequent similar remarks such as quoted above, and by the fact that practically every worth-while buyer and seller of hardware in Canada is a paid-in-advance subscriber to HARDWARE AND METAL.

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Acme wastes are a good buy, because they are the best value for the money. Fully 10 per cent. lower in price than any other line of *cotton waste* of the same quality. Made both colored and white, comprising five grades each. An ample variety for any use. Our steadily increasing business with the largest consumers and jobbers in Canada is conclusive proof of the superiority of the *Acme Line*.

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Get Your Share of this Year's Bigger Business

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Game is plentiful after little hunting.

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Trap shooting will be revived in full force.

And, as usual,

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will be demanded by the sportsmen of Canada, who have proved its dependability.

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Dominion Cartridge Co., Limited

Montreal, Canada

"Member Audit Bureau Circulations."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXI. TORONTO, JANUARY 25, 1919 No. 4

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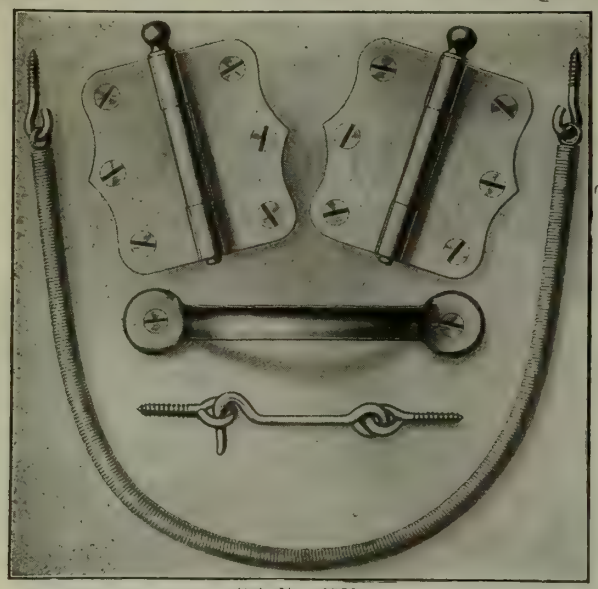
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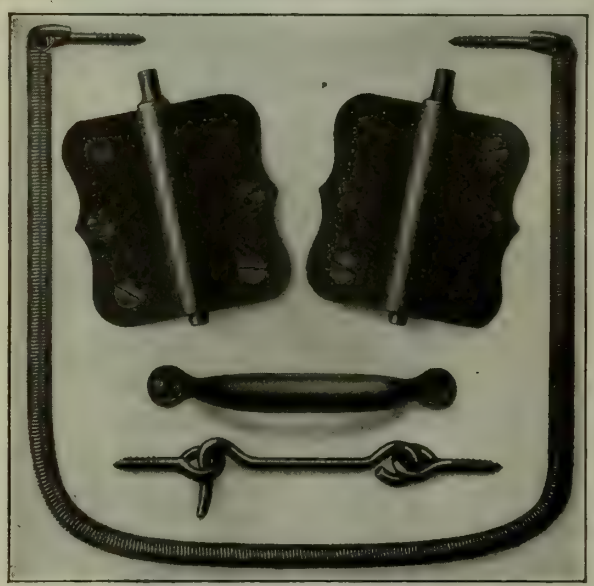
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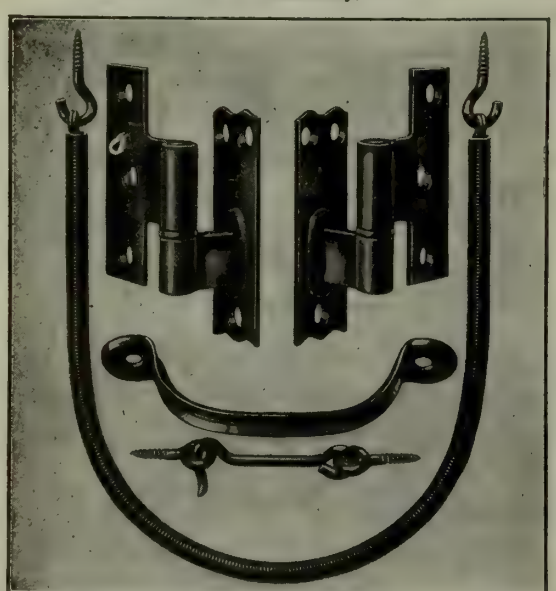
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Set No. 1750
Stanley Screen Door Sets always give the utmost satisfaction.



Set No. 1752
The exceptional convenience of these sets is noteworthy.



Set No. 1754J
These sets can be used by anybody and are liked by everybody.

Stanley Screen Door Hardware

THE sets here illustrated are extremely popular and are preferred because of their handsome appearance, because of the effective service they give and because of their strength, durability and ease of applying and using.

Set No. 1750 consists of one pair of ornamental wrought steel loose-pin butts (3x3) to screw on the surface; one wrought steel pull; one extra quality wire spring and one gate hook and eye finished in Japan, Antique Copper, Dull Brass or Stanley Sherardized.

Set No. 1752 consists of one pair of ornamental wrought steel loose pin butts (2½x 2½); one wrought steel pull 3½ inches long; one wire spring No. 2; one gate hook and eye. The door is removed by slipping out the pins.

Set No. 1754J is intended for screen doors wider than the entrance into which they are to fit. Doors are easily lifted off these loose joint hinges.

Here is hardware that is of splendid quality, that is in strong demand, and that brings you an excellent profit. Catalog sent free on request.

The Stanley Works

New Britain, Conn., U.S.A.

New York **Chicago**

Manufacturers of Wrought Bronze and Wrought Steel Hinges and Butts of all kinds, including Stanley Ball Bearing Butts. Also Pulls, Brackets, Chest Handles, Peerless Storm Sash Hangers and Fasteners; Screen Window and Blind Trimmings; Twinrold Box Strapping, and Cold Rolled Strip Steel.

Stanley Garage Hardware is adaptable for factory and mill use.

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 31 TORONTO, JANUARY 25, 1919 No. 4

Stove Makers Seek Export Business

Canadian Firms Will Send Representative to Europe as Soon as Possible—Orders For Enamelware Will Also Be Sought—Government to Be Asked For Special Transportation Rates to Liverpool

CANADIAN stove manufacturers and makers of enamelware will make a strong bid for all the overseas business they can obtain. At a meeting held in Montreal, the sessions of which occupied two days, the manufacturers went into the situation thoroughly and it was decided that the best way to look after Canadian interests was by having a man on the ground. A. M. Smith, sales manager of the McClary Mfg. Co., of London, Ont., was selected as the representative subject to the approval of his firm and it is planned to send him to Europe as quickly as possible.

Formed Committee

At the first session of the manufacturers a committee consisting of Messrs. Gibson, Clare, Fisher, Gunn, Smith, Moffatt, Peacock, Cote, LaMarre. Fraser and Goodwill was appointed to deal with the subject of exports.

F. M. Tobin, of Toronto, was elected secretary and treasurer of the export committee and it was decided to apportion an assessment upon all manufacturers present or who may be interested, such assessment to raise the sum of $5,000, for the purpose of defraying expenses of a representative and current incidental expenses. The understanding is that if business is obtained it is to be distributed to the manufacturers who can best handle it. This plan it was thought would give all interested an opportunity to share. In case of any manufacturer participating in the expense and not being able to handle any of the business secured (if any is secured) a refund is to be made up to fifty per cent. of the amount advanced. The refund is to be made by those who secure orders.

It was resolved that the representative selected be competent to handle the business for manufacturers of enamelware, who will be invited to participate in the arrangement.

Arrange Shipping

In order to make the very best prices possible, an essential in securing the business against other competitors, the stove manufacturers appointed a committee which went to Ottawa and took up the question of securing cargo space, transportation rates between Canadian ports and Liverpool equal to those obtainable by American firms, and other questions in connection with shipping. The stove manufacturers have been assured of every assistance not only in shipping arrangements but in the matter of credits also.



A. M. SMITH
Sales Manager of the McClary Mfg. Co., London, Ont.

All information is to be secured also regarding the duties on imports into France and Belgium and also on ocean insurance.

W. S. Fisher of Sackville, New Brunswick is chairman of the committee looking after all these matters and A. M. Edwards of Galt is secretary.

Tells of Plans

At the meeting in Montreal Mr. A. Clare, of Preston, reported on the plans under consideration by furnace manufacturers, and W. R. Gibson of the Gurney Foundry Company Limited, Toronto, read a paper on the class of stoves and quantity of imports into France from adjacent European countries prior to the war.

G. Peacock gave some information regarding freight rates.

Spring Buying Light

Ex-Mayor A. M. Edwards of Galt, president of the Galt Stove and Furnace Co., seen by HARDWARE AND METAL and questioned as to the prospects of business, said that spring buying was very light owing to the fact that buyers figure on lower prices. He stated that he could not see any justification for such a stand as there has been no drop in the price of raw materials and the cost of living is still at the top notch and as long as it remains there, wages cannot come down and the price of the manufactured article will therefore have to be maintained, there being no other course for the manufacturer to pursue.

Expects Big Rush

"What looks like the big trouble," said Mr. Edwards, "that will be encountered this year will be that the buyers will hold off and then everybody will be congested with business later on, when the demand comes. If the buyers do not place their business now, how can the country at large expect the manufacturers to take care of the returning soldiers? Everybody is anxious to get the veterans back into their old employment but if the buyers hold off it will be impossible to do this."

The same condition as found in Quebec applies to Ontario, said Mr. Edwards, while the Western business was an unknown quantity since the buyers had not come East as yet.

Regarding standardization, Mr. Edwards said his firm was endeavoring to specialize on certain lines and that in the past three years they have cut down their lines considerably.

Among those who attended the Montreal meeting were: Z. A. Hall, Hall Zryd Foundry Co , Hespeler, Ont.; W R. Gibson, Gurney Foundry Co., Ltd., Toronto; A. W. Cote, Canada Stove and Foundry Co.; W. J. Christie, Empire Stove and Foundry Co.; J. G. Fraser and J. Bennett, Hamilton Stove and Heater Co.; J. M. Gunn and A. M. Smith, McClary Mfg. Co., London; F. Reynolds, James Smart Co., Brockville; T. L. Moffatt, Moffatt Stove Co., Weston; E. G. Goodwill, Thomas Davidson Co.; W. T. and D. S. Fisher, Enterprise Foundry Co.; C. W. Fawcett, Fawcett Mfg. Co.; C. Stewart, Stewart Mfg. Co., Woodstock, Ont.; A. G. McIntyre, McIntyre

(Continued on page 40)

Britain is Eager for Canada's Goods

Great Opportunity Awaits Canadian Manufacturers, Says Manchester Man—German Goods Will Not Be Bought—Enormous Quantities of Manufactured Goods Will Be Needed

THAT Great Britain is eager to buy millions of dollars' worth of goods from Canada immediately, and of many descriptions, and that she has a preference for these goods already, is the expressed conviction of Mr. R. A. Cowman, of Manchester, England. Mr. Cowman is now in Canada on a missionary trip for his firm, R. Johnson, Clapham and Morris, Ltd., Manchester, and came here for the express purpose of learning at first hand what Canada can do in supplying the Old Country with various lines of manufactured products. He has studied the situation in England, being associated there closely for years in the manufacturing and selling business as pertaining to iron, steel and wire goods.

A New Bond Created

The war has created a new bond of understanding between England and her colonies, he stated to HARDWARE AND METAL, so that there is to-day a very different feeling and attitude toward the products of Canadian mills than has been possible in earlier years. The people in England have not appreciated even yet what a large country Canada is. They read of Canada's resources and expanse without being able to comprehend what this really means. But the war, aside from this, has evolved a new order of things, and the British people are now eager to show in a practical manner that they appreciate the sacrifice which has been made by her sons. If by purchasing goods "Made in Canada" she can show her appreciation of the part Canada took in the World War, then England will have been glad to leave her money with those who thus are entitled to consideration.

"Made in Canada," said Mr. Cowman, "is the greatest phrase which can today be used on a package going into England. It is that which the British people like to see, and it carries with it great weight."

Now Is the Time

That the time is ripe for the Canadian manufacturer to place his goods upon the British market was definitely emphasized by Mr. Cowman. Competition will be keen from other places, but this should be no barrier to the manufacturer of a given line who can make his products in quantities and sell them in competition with other makers. One of the things which manufacturers have not been able to grasp is that of the immense quantities of a given line of goods which the markets of Great Britain can absorb. Already, Mr. Cowman pointed out, he had been able to place orders with Canadian firms who had been surprised at their magnitude, and these orders, he remarked, were not extraordinary at all, but such as would



R. A. COWMAN
of Manchester, England, who sees opportunities for Canadian trade in Britain.

be given regularly by a large British buyer. They seemed to be much larger, however, than the average order placed by the Canadian buyer. With so large a population, Great Britain could naturally absorb an immense amount of goods. Great quantities of bolts, nuts, screws, nails and steel products are required.

What of Competition

Mr. Cowman pointed out that the Canadian manufacturer will have to quote reasonably satisfactory prices. He will, in short, have to compete with the manufacturers of friendly allied countries and get down to rock bottom. That he will be in a position to do this, Mr. Cowman thought possible, for it is simply a matter of increasing output and thus decreasing costs. That has been the solution of other manufacturers, coupled with reasonably paid labor, or even high-priced labor giving efficient production. It ought to be possible, and Canada will have the big additional advantage of being considered preferentially. There was no doubt about that.

"There is no reason to entertain any fear of German competition," said Mr. Cowman. "Germany will not be permitted to repay her war obligations in German-made goods."

To suggest such a possibility to a Britisher is to get the cold refusal to think of anything German in the purchases of the future. It was pointed out that there is little likelihood of any competition of this sort for at least five years.

Some Lines Wanted

While the demand for Canadian-made goods has been better during the war years, Mr. Cowman pointed out that there was great room for development. Huge quantities of nails and wire goods had come from Germany prior to the war. Since then they had come from America and elsewhere. It is estimated that, even considering the difficulties of transportation Canada sent to England an average of from 15,000 to 20,000 tons annually of wire nails and other wire products. This can now be greatly increased, for there is an excellent demand and this will have to be filled from abroad.

Germany supplied England with more than 90 per cent. of her enamelled ware before the war. Someone is going to get this trade other than enemy countries, and England is open to purchase largely in Canada. Samples will be secured, and if the manufacturer here can supply the goods on a favorable basis he will be accorded all the business he can take care of. In addition to these lines, builders' hardware, shelf and heavy hardware, woodenware, and many other lines will be in demand.

Make What is Wanted

Mr. Cowman pointed out that the manufacturer will, in some instances, have to make the goods that are wanted and to which the British buyer has been accustomed. This will not be difficult. Securing a sample of such products as are required, he will be as able to make the various lines wanted as anyone else, and he will be able to make and supply the goods, Mr. Cowman thinks, at a price which will compare favorably with others. The labor costs are high everywhere, and in this respect various countries are now on much the same basis. It is a matter of producing more and selling large quantities, larger than ever before.

STOVE MAKERS SEEK EXPORT BUSINESS

(Continued from page 39)

& Taylor, Toronto; G. Peacock, Tudhope Anderson Co., Orillia; B. C. Beach and W. Levigne, Beach Foundry Co., Ottawa; W. Boucher, Canada Stove and Foundry Co.; H. D. LaMarre and A. F. LaMarre, LaMarre & Cie, St. Remi, Quebec; A. N. Clare, Clare Bros., Preston, Ont.; D. Findlay and M. Findlay, Findlay Bros., Carleton Place, Ont.; W. L. Doherty, Doherty Mfg. Co., Sarnia, Ont.; G. R. Stewart, Burrow, Stewart and Milne, Hamilton; Wm. Knight, Amherst Foundry Co., Amherst, N. S.; A. M. Edwards, Galt Stove & Furnace Co., Galt, Ont.; S. Robinson, D. Moore Co., Hamilton; H. Parker, Buck Stove Co., Brantford; W. L. Helliwell, Gurney Foundry Co., Toronto.

PRIZE WINNERS IN THE XMAS WINDOW CONTEST

PLACES OVER 5,000 POPULATION

1. **G. E. Hammond, Mills Hardware Company, Barton St. Branch, Hamilton, Ont.**
2. **H. A. Bowen, c/o J. H. Ashdown Hardware Co. Calgary.**
3. **L. W. Misener, Purdom Hardware Company, Limited, London, Ont.**
4. **Alexander Baillie, Sumner Hardware Company, Moncton, New Brunswick.**

Honorable mention—A. A. Macdonald and Oscar Klinke, Bond Hardware Co., Guelph, Ont.; Herbert L. Huehn, The P. Hymmen Company, Limited, Kitchener, Ont.; Everiste Babineau, Sumner Hardware Company, Moncton, N.B.; Miss Dickson, Sumner Hardware Company, Moncton, N.B.; S. E. Fawcett, Fawcett Hardware Limited, Saskatoon; Edwards and Rose, Lindsay, Ont.; Arthur Goddard, Fowler Hardware, Limited, Sudbury, Ont.; Charlie Harvey, Barton & Fisher, Port Arthur, Ont.; W. A. Schaefer, M. Weichel & Sons, Limited, Waterloo, Ont.; P. E. Hughes, Cochrane Hardware Limited, North Bay, Ont.

PLACES UNDER 5,000 POPULATION

1. **H. G. Binns, Binns' Hardware, Newmarket, Ont.**
2. **Frank S. Newton, R. M. Birce Hardware, Essex, Ont.**
3. **G. P. Eldredge, Northern Canada Supply Company, Limited, Timmins, Ont.**
4. **J. C. Kayser, Rutherford and Kayser, Simcoe, Ont.**

Honorable mention—A. R. Bernhardt, Bernhardt Hardware, Preston, Ont.; W. E. Cassidy, Cochrane Hardware Limited, Copper Cliff, Ont.; F. E. Hendershot, Mount Forest, Ont.; L. W. Rumball, Nanton, Alberta; Melville Maloney, Meaford, Ont.; G. A. Culbert, Johnson Bros., Boissevain, Manitoba. Reproductions of the first prize winners are shown on pages 42 and 43.

The Christmas Window Contest

Winners of the First Prizes Describe Their Methods and the Plans Along Which They Worked to Increase Their Sales at the Holiday Season

ENTRIES for the Christmas window contest put on by HARDWARE AND METAL were received from all over the Dominion. Some of the window displays sent in were spoiled by poor photographs which did not begin to do justice to the arrangements, or the time and effort spent in dressing the window. Some of the contestants in their window displays lost sight to a great extent of the fact that "sales value" is what counts. They went in for effects that while pretty and perhaps striking had in them little of that power which a really good window exerts in bringing people into the store with their minds made up to purchase some article they had noted in the window as appropriate for the gift they were looking for.

Some Good Ones

The great majority of the windows though were excellent and showed that the window dressers had planned their windows carefully. Letters from the firms showed that they had reaped the benefits in a holiday trade that surpassed any they had known in a long time.

In the prize winning window for places over 5,000 population Mr. G. E. Hammond used as a background for the display common building paper, which he painted over with alabastine in a soft green shade. In front of this he placed a lattice work painted in white mellotone. A head of Santa Claus in the centre, surrounded by a holly wreath, lent a decidedly seasonable touch to the window and the attractive effects were enhanced by a holly rope placed round the edge of the background and by the ferns placed in handsome jardinieres above.

A Timely Touch

The Victory wreaths in deep rich dark green, with gold lettering and red ribbons were most timely. The roof of the window was constructed of white crepe paper placed over strips covered with red and green crepe paper. Red and green rope ran crossways to five red bells. Father Christmas crepe paper made an attractive and decidedly seasonable border at the top of the window.

Special Feature

Special attention was paid to the lighting arrangements. There were four 200-watt lamps in the window and four lamps above the roof. This made the display show up splendidly.

Every article was nicely priced, special Christmas price tickets being used.

The articles were selected with a view of offering prospective gift hunters something really attractive and serviceable. That the window display was effective was shown by the returns. Mr. Hammond states that since he has been dressing the window the firm has sold more silverware than they ever did before.

"It certainly pays to advertise," he says. "By showing the people what we have they have been coming to the store where they used to go up town for these lines."

A Timely Idea

H. G. Binns, of the Binns Hardware, Newmarket, Ont., says of his window:

"The chief drawing feature of this window is the large arch which occupies the greater part of the background. This arch was suggested through the huge victory arch which was recently erected in the States, and appealed to us as being very appropriate this year.

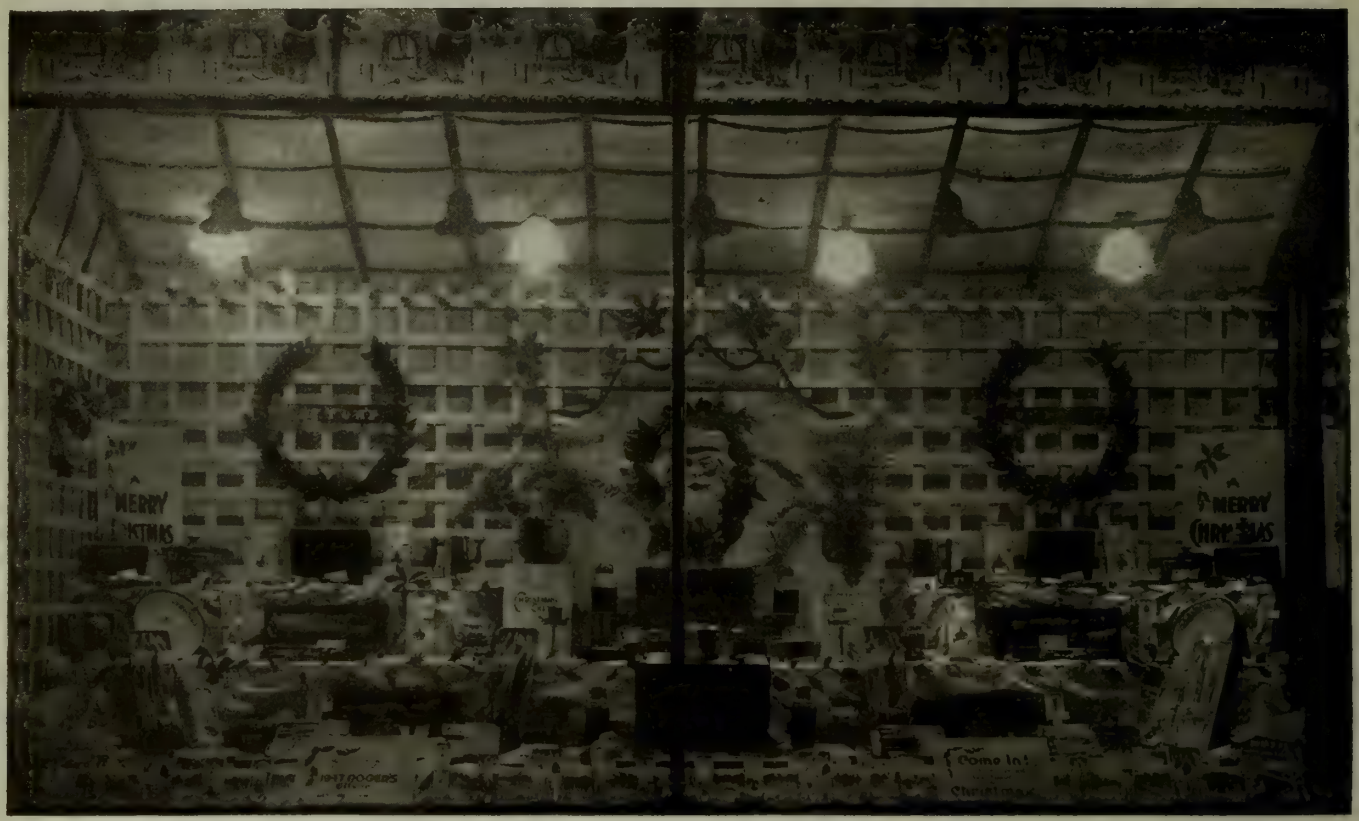
"It was made very inexpensively from three sheets of beaver board and painted flat white to resemble masonry. At the top of each of its pillars are the words "peace" and "liberty" formed by cutting out the board and pasting blue tissue paper behind. In the centre of the arch are the words "Merry Xmas" cut out with red paper behind. These cut-outs are illuminated with electric flashers.

"In the centre of the arch stands Santa, whom the kiddies were all glad to see, and behind him the dark sky comes down to meet the snow.

"The walls on each side of the arch are dressed with polished nickel bath fixtures and fancy boards on which are displayed the highest grade of cutlery and silverware.

"The cone-shaped roof is formed by draping oak leaves and tinsel from the centre, out toward the edge, and finished

Continued on page 57



A SALES PRODUCER

THE *above illustration shows the Christmas window display of the Mills Hardware Co., of Hamilton, which was awarded first prize in the competition held by* HARDWARE AND METAL *for contestants in places of more than* 5,000 *population.*

The window was dressed by G. E. Hammond, and was the unanimous selection of the judges as winner. They considered it a splendid example of the window dresser's art. It contains a great many points that other hardware men can turn to advantage not only in Christmas displays but at all seasons of the year. The goods shown were particularly seasonable. There was nothing in the display that did not carry an appeal to the shopper who was looking for something useful and serviceable as a gift for Christmas. The arrangement was a most attractive one and nothing of this was lost by the care that was taken in the lighting arrangements. The prime object of a display window is to produce sales, and the judges were of the opinion that the Mills window eminently fulfilled its mission.



A CHRISTMAS ATMOSPHERE

THE *window shown above was the winner of first prize in* HARDWARE AND METAL'S *contest for places under* 5,000 *population. It was dressed by H. G. Binns, of the Binns Hardware Company, Newmarket, Ont. The adoption of a Victory Arch was a happy idea as well as a timely one and was calculated to have the double effect of attracting attention and putting Christmas shoppers into a favorable mood by their remembrance of the happy ending of the great war.*

Apart from all this, however, the window was a sales-producer and when Christmas shoppers looked into it they found displayed a number of hardware lines, any of which would make attractive and serviceable gifts. Mr. Binns used price tickets freely and with splendid results. He found that by this means people came into the store with the price fixed in their minds and the gift they wanted selected, and he saved time, worry and trouble, besides largely increasing his sales. A study of the prize-winning windows is worth while by all window dressers in hardware stores, as there are many suggestions that may be invaluable to them on other occasions.

NEW LEAD IN OIL PRICE MAY HOLD UNTIL JUNE 30

AS was expected, an adjustment has been effected in the basis of white lead in oil. The direct reason for this is that of a gradual lowering of prices on pig lead and the corroders have acted on this condition. In making the change the following arrangement was arrived at, and as will be seen, the prices now named are effective at once and may continue to June 30th:

> "White lead will be based at a price of $15.50 per 100 lbs. in five-ton quantities. These prices will remain in effect until June 30th, unless conditions necessitate an advance."

It is quite clear that the corroders are prepared to fill orders on the new basis outlined in the paint market quotations, but that they will not guarantee prices at these figures should subsequent market conditions warrant a revision upward.

There is to be no reduction of paint prices. The manufacturers have been working on high-priced lead and the price of mixed paints, they state, will hold consistently on present levels for a considerable length of time.

DROP OF EIGHTY CENTS IN GALVANIZED SHEETS

OUTSIDE of a drop of eighty cents per hundred pounds in galvanized sheets and a reduction of from fifty to eighty cents per hundred in black sheets there was little change in prices in the steel market this week and it is believed that steel prices are likely to remain as they are for some time. The reduction in prices of sheets has followed plentiful deliveries and prices on these lines are now, it is stated, down to rock bottom. Pittsburg reports state that the mills are not operating over sixty per cent. capacity. Following their recent tremendous production it will take very large orders to mean capacity business for them now. Toronto steel men seem to feel confident that the prices of steel have got past the danger mark that existed around the first of the year. At that time there seemed to be danger that the price lists, with Government control relaxed, and with the mills out gunning for business, might get on the toboggan and more or less demoralize the market. The cut announced by the U. S. Steel Corporation was regarded by many as the first of many such reductions. This view apparently has not been borne out and a representative of the United States mills while in Toronto a few days ago gave it as his opinion that the first reduction would be the last for some time. The first cut did not affect wages, and he takes the view that no further cut will be possible until wages are reduced. In the scrap metal market business remains stagnant.

MERCHANTS KEEPING EYE ON BUSINESS INTERESTS

THAT retail merchants are keeping an eye on events and are prepared to make a protest against what they regard as against their interests was shown twice this week. The merchants of Ottawa at a largely attended gathering went on record as being strongly opposed to the proposed absorption of the Bank of Ottawa by the Bank of Nova Scotia and will consider ways and means for combating the merger. In the opinion of the merchants the disappearance of the Bank of Ottawa would be in the nature of a catastrophe not merely local or provincial, but national. The merchants took the view that banks are not private, but public, institutions, servants of the public, and that it is not in the interests of the public that they be merged. The Merchants Club of Brantford at its annual meeting registered a protest against the demobilization plans of the Government, claiming that the City of Toronto is getting the benefit of thousands of men being outfitted there after their discharge. It was held that other cities are being discriminated against to the advantage of Toronto. It might be noted also that merchants have been figuring very largely in the various protests that have gone to Ottawa recently against the proposed increase in telephone rates.

EARLY CLOSING PLANS ARE UNDER DISCUSSION

EARLY closing continues to be a live issue with retailers in several of the provinces and indications are that it will become effective at many points before long. A proposition different from that under consideration in any other cities has been made at London, Ont., by the recently formed Chamber of Commerce. The plan suggested is to have all retail stores close at five o'clock every evening in the summer months, at eight o'clock or earlier on Saturday nights, and to eliminate the Wednesday afternoon half-holiday which has been generally adopted during the summer months. Some of the larger stores have been closing at five and, it is stated, that the plan has worked out most satisfactorily. There is a difference of opinion among some merchants as to whether five o'clock is a better hour for closing than six. Most of the hardware men have been closing at six o'clock.

SAYS GLASS INDUSTRY ON A SOUND BASIS NOW

LATEST reports from across the line state that the glass industry is now on a safe and sound basis for 1919. A letter sent out by the Johnston Brokerage Co., of Pittsburgh, says:

"Information from Cleveland is to the effect that the two committees have agreed on wages and working rules for the coming year; the skilled workers are to receive 10% advance over the wages that were in effect at the close of last blast.

"The operating periods among the hand plants will be: One group of about half the factories from February 8 to May 24, and a second group of about the same capacity from August 15 to December 8. Although the factories are only going to make 50% of normal production this two-operating-periods plan will distribute the production over the year in a way that ought to help the market wonderfully, and be a benefit to both manufacturers and distributors.

"An immense amount of work has been accomplished to bring about this adjustment, as there have been a number of complex questions to combat."

LOOKS AS IF BUILDING WILL BE BRISK THIS YEAR

FOR the first time in five years architects are willing to admit that inquiries they have already received indicate a big year's building. Brick manufacturers and other firms dealing in supplies also report a large number of inquiries. There is every indication that great numbers of new houses will be erected, to say nothing of a lot of building such as factory extensions, public buildings and memorial halls for soldiers. All this will mean a lot of business in which hardware men are interested, and many of them are preparing for greater sales than they have had since the war started. It is stated that more new banks and bank branches are planned than have been built in many years.

WILL FIGURE PRICES ON DELIVERY TIME BASIS

AS stated in a recent issue of HARDWARE AND METAL the stove manufacturers of Canada guaranteed prices until April 1. At a meeting held this week they went a step further and decided to accept business for later dates at prices ruling at the time of delivery. The outlook for business for 1919, it is stated, is good and as shown on another page of this issue the manufacturers are going to make a big effort to capture some of the overseas trade. Another problem they will have to deal with shortly is a request from the Molders' Union for an increase in wages of twenty-five per cent. All these factors and the homecoming of 300,000 men, many of whom were former employees and will be cared for, create a situation that has not confronted the manufacturers before in their history and make it difficult for them to plan for the future .

GOVT. MAY REMIT DUTY ON LOWER PRICED TRACTORS

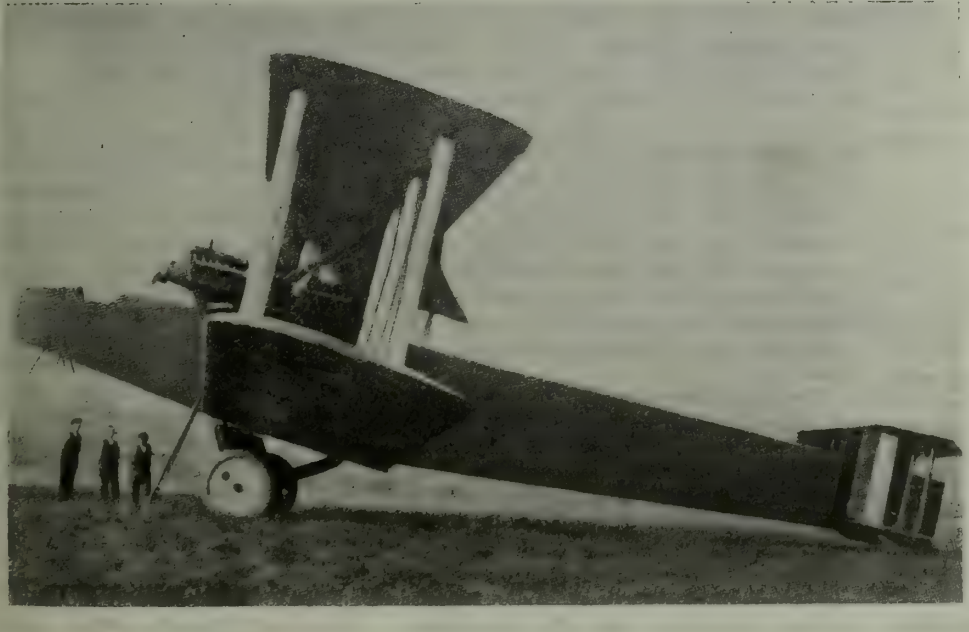
REMISSION of duty on farm tractors under $1,400 in value ceases on February 7, unless the Order-in-Council granting the remission is further extended. The question of extension has been given some consideration, and it is expected, will be officially before the Cabinet within a few days. The Canadian Manufacturers' Association is making arrangements for sending a delegation to Ottawa on the subject.

INQUIRIES FROM BRITAIN STIMULATE TURPENTINE

LATEST reports from the South in regard to the outlook for turpentine supplies are as follows:—

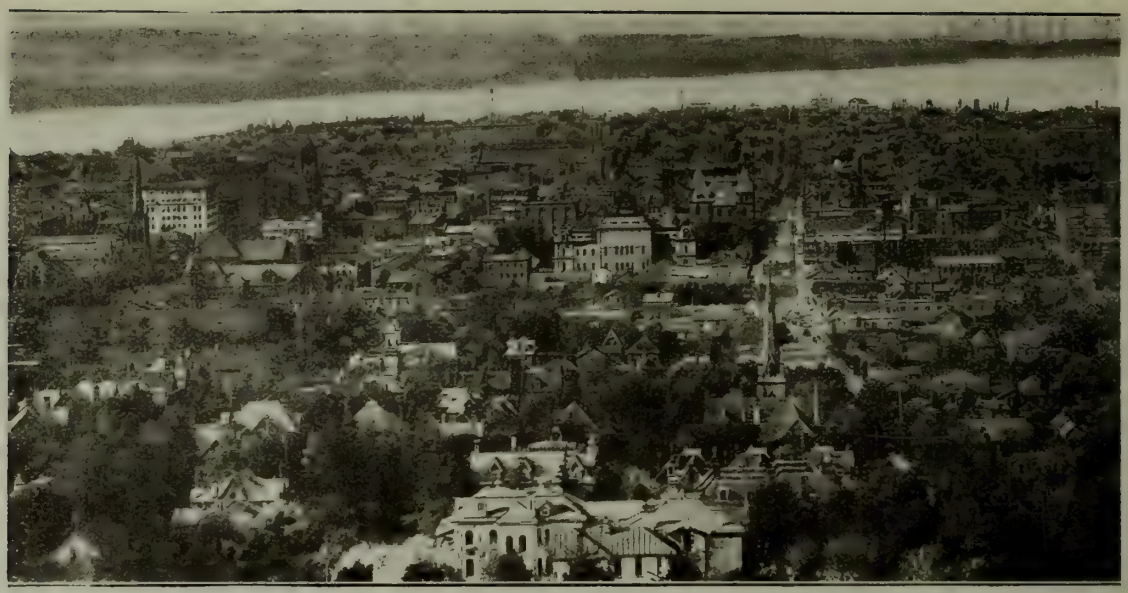
"After a little sagging weakness, turpentine has moved up to 72 cents. The market is reported stimulated a bit by British inquiry, indicating a desire on the part of United Kingdom dealers to get stuff over as quickly as the freight situation eases up. Then, too, the meagreness of receipts plays in favor of the turpentine situation being well sustained, the shrinkage in fresh offerings being decidedly noticeable since the opening of the year and the lots arriving from the woods growing smaller and smaller from now on."

Current Events in Photograph



COMMERCIAL FLYING

The public is just beginning to realize the immense possibilities of commercial aviation. The war gave more impetus to flying than it would have gained under normal conditions in years. Not everyone knows that nearly ten billions of dollars are now invested by the various Governments in air craft of one sort and another. It is not planned to let this huge investment lie idle just because the war is over and some of the huge planes, like the one in the picture, are already in use and big developments along commercial lines are taking place. The direct routes possible by air and the great speed the planes can make will take many days off the records attainable even by the fastest trains.



The City of Hamilton

Make the Convention a Real Hummer

Splendid Program Has Been Arranged For the Big Gathering at Hamilton on February 18, 19 and 20—Many Features of Keen Interest to Hardware Dealers—Splendid Opportunity to Get Together

ARRANGEMENTS are all complete for the fifteenth annual convention of the Ontario Retail Hardware and Stove Dealers' Association, which will be held at the Royal Connaught Hotel in Hamilton, Ont., on February 18, 19 and 20.

A program of exceptional interest has been arranged. There will be something doing every minute that will not only be interesting, but instructive and profitable to every hardware merchant.

Hardware merchants, owing to conditions in general, and the scarcity of help in particular, have had perhaps the most strenuous twelve months in the history of the trade. They have been kept at the business grind steadily, and now that war conditions are over, a gathering such as the annual convention should bring them out in large numbers.

Should Get Together

There is no place like a convention for getting together and talking over the problems of the trade. One of the great troubles with merchants in general is that they have a tendency to keep apart instead of pulling together. It is only by getting together and hearing what the other fellow's problems are, and how he gets around difficulties, that you can solve your own. There are many big problems that affect the whole trade. Matters of this kind can be threshed out at such a gathering as that in Hamilton, and recommendations can be made that will be of benefit to the whole trade.

Apart from all this, every merchant has a duty toward the trade. If he can help make better conditions it is his duty to do it. It has been proven by actual experience that the quickest and most effective way of benefiting the trade is through associations. If every member takes an active part, tremendous results can be accomplished. Last year's convention was one of the best in the history of the association, and those who attended were more than pleased, as it was demonstrated to them just how valuable the sessions could be made. This year's convention promises to be an even greater success.

No Better Location

It would be hard to find a more desirable place for holding the annual meeting than Hamilton. It is a central point, and as such is easily and quickly accessible to hardwaremen from all over the province. Few cities have accommodation equal to that obtainable in Hamilton, and the quarters used for the meetings are most suitable in every way.

As far as Hamilton itself is concerned it has advantages that no other Canadian city can offer. It has forged ahead as one of the leading manufacturing cities of the Dominion and holds an especially strong place in the steel industries.

The manufacturers and business men of Hamilton are as hospitable as they are progressive, and miss no opportunity of showing to the visiting hardware men the numerous points of interest in the big factories or of entertaining them.

The Hamilton Spirit

This year when the question of selecting a meeting place was under consideration, Hamilton was the unanimous choice of the members of the committee. It was felt, however, that the Hamilton business men and manufacturers had been so generous last year that it was not fair to expect them to entertain the hardware men again. The matter was discussed thoroughly, and it was not until the committee members were assured that the Hamilton firms did not consider the matter in this light at all, but were only too willing to have the hardware men visit them again, that Hamilton was selected.

A Fine Program

With this problem settled the committee got busy with a program and they are confident that even last year's splendid program has been excelled. It will contain all the good features that made the sessions last year so interesting and profitable, and several new ones that were added with a view of giving dealers visible and practical demonstrations of how to handle important matters. An expert, for instance, has been secured to deal with the question of floor finishes, both wax and varnish. Another new feature will be a moving picture show entitled "The Troubles of a Merchant, and How to Stop Them." In addition to things like these there will be addresses by men who are in the closest possible touch with various phases of the hardware trade and manufacturing. They will discuss business conditions, the trade outlook, prospects of market conditions, prices and other points of keen interest to the hardware men.

Should Come Prepared

Hardware dealers should come prepared to make notes of everything that may interest them. There will be so

Continued on page 57

Programme

Fourteenth Annual Convention Ontario Retail Hardware and Stove Dealers' Association, Tuesday, Wednesday, Thursday, February 18, 19, 20, Banquet Hall, Royal Connaught Hotel, Hamilton, Ont.

TUESDAY FEBRUARY 18

10.30 A.M.

MORNING SESSION

Executive Meeting
Appointment of Committees
Reception of Members

2. P.M.

AFTERNOON SESSION

Open Session
Reception by Mayor and Trade Representatives.
Greetings by Mr. Adam Taylor of Guelph; Mr. H. P. Hubbard of Hamilton, for Manufacturers, and Mr. James Hardy of Toronto and others.
Address by Col. J. B. Maclean, Publisher Hardware and Metal, Toronto.

3. P.M.

MEMBERS' SESSION

Distribution of Officers' Reports and reference to proper Committees.
Consideration of Notice of Motion from 1918 Convention, as follows:
1st. "That the Membership fee in the Association be $5.00, for Associate Members $1.00, and for Clerks $1.00."
2nd. "That the name of the Association be shortened to The Retail Hardware Association of Ontario."
3rd. "That the office of Second Vice-President be abolished, and that the Executive Committee shall consist of three members in place of six."

3.45 P.M.

Ten minute talks by Exhibitors
"Windsor Solvent Stains." Mr. A. L. Mason of Standard Paint and Varnish Co., Windsor.
"Door Hangers and Track." Mr. R. K. Falkiner of Allith Manufacturing Co., Hamilton
"Kasement Screen Doors." Mr. W. H. Cunningham of Kasement Skrene Dore Co., Toronto
"Building Materials that are Easily Handled." Mr. Cale of The Alabastine Co., Paris, Ltd., Paris, Ont.
"Manufacture and Sale of Roofing." Mr. F. T. Bush of Bird & Sons, Hamilton.
Visit Exhibits

6.30 P.M.

TUESDAY EVENING

Banquet and Entertainment tendered by Wood, Alexander and James, Hamilton.
Visit Exhibits

WEDNESDAY, FEBRUARY 19

9.30 A.M.

MORNING SESSION

Series of ten minute addresses on prospects for 1919 by Manufacturers and Wholesalers.
"Wire and Wire Fencing." Mr. H. L. Frost, President Frost Steel & Wire Co., Hamilton, Can.
"Ready Mixed Paints." Mr. W. S. Fallis, Managing Director The Sherwin Williams Company of Canada, Limited.
"The Glass Situation." Mr. J. E. Harrison, Canadian Manager, Pilkington Bros., Ltd., Thorold, Ont.
"Wire Nails and Kindred Products." Mr. F. H. Whitten, General Manager Steel Company of Canada
"Stoves for 1919." Mr. F. M. Tobin, Secretary Stove Founders Association.
"Electrical Supplies for the Retail Trade." Mr. A. S. Edgar of Canadian General Electric Co.
"The Wholesalers' Viewpoint." Mr. C. A. Witwam of Hobbs Hardware Co., London, Vice-President Canadian Wholesale Hardware Association.
Mr. S. H. Alexander of Wood, Alexander & James, Hamilton, Can.
"The Manufacture and Use of Insecticides in Canada." Mr. Shirley P. Newton, Chief Chemist of Canada Paint Co., Montreal.

11.30 A.M.

Nomination of Officers
Nomination papers will be issued in advance to all members of the Association
Visit to Exhibits

1.30 P.M.

WEDNESDAY AFTERNOON SESSION

"The Gasoline Situation." Is a fixed retail price in this commodity in the best interests of the retail trade? Mr. F. J. Wolfe, District Manager Imperial Oil Limited, Toronto.

2 P.M.

"The Income Tax." Who is eligible and how to prepare financial statement. By Official of the Income Tax Department of Finance, Ottawa.

2.30 P.M.

"How to get the most out of your territory." Address by Mr. John C. Kirkwood, Business Counsel, Toronto.

3.30 P.M.

"Talk on how to advise customers to finish floors, both as to Wax and Varnish finish." Mr. William Home, Toronto, of Berry Bros. Inc., Walkerville, Ont.
Visit to Exhibits

7.30 P.M.

WEDNESDAY EVENING SESSION

Cash vs. Credit
"How I placed my business on a Cash Basis," showing Method of introduction and results. W. F. McPherson, Prescott.

8.00 P.M.

"The use of illustrations and prices in advertisements," an illustrated talk, Mr. Geo. D. Davis, Manager Hardware and Metal, Toronto.

8.20 P.M.

"The use of price tickets and show cards in windows, and results obtained," Mr. Nelson Mills, Hamilton, Vice-President, Mills Hardware Co.

8.40 P.M.

"How I made use of the Association Sales Bureau," Mr. J. B. Archer of Moore Hardware Co., St. Catharines.

9.00 P.M.

Motion Picture Show
"The Troubles of a Merchant and how to stop them." Mr. T. C. Warren, of Lecture Bureau National Cash Register Co., Dayton, Ohio.

THURSDAY, FEBRUARY 20

9.30 A.M.

MORNING SESSION

Election of Officers

9.45 A.M.

Address
Mr. Geo. A. Simpson, Hamilton, Sales Manager, Steel Co. of Canada.

10.30 A.M.

Ten Minute Talks by Exhibitors.

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Luncheon and Entertainment tendered by Hamilton Hardware Manufacturers.

2 P.M.

AFTERNOON SESSION

Round Table Talk on problems affecting the Retail Trade.
Question Box.—An all round discussion in which every member should take part.
Drop your question in the box and win the experience of your fellow hardware men.

3.30 P.M.

Demonstrations at Exhibits.
Every Member is urged to be present at the opening session Tuesday, and stay to the finish.

Aggressiveness Should Be Motto of Canadian Manufacturer

A. A. Bittues, Managing Director Gillette Safety Razor Co. of Canada, Limited, Says Time Ripe For Big Manufacturing Development—Faith in Our Own Industries Fully Justified

THAT the Canadian manufacturer can undertake the development of his industry with every confidence and with a forward stride that he has not taken to date, is the opinion of A. A. Bittues, managing director of the Gillette Safety Razor Co. of Canada, Limited. To HARDWARE AND METAL he stated that there is every reason to face the immediate future with confidence, that manufacturers in general should adopt an aggressive policy, and that unless this aggressiveness is part and parcel of the development there will be a decided loss to industry generally. In other words, it is those who go after the business and who do so with a vengeance who will reap the reward of their labor. Just to that extent to which the Canadian maker of a given product binds his energies, just in such measure will the rewards be attained.



A. A. BITTUES

Managing Director of the Gillette Safety Razor Company of Canada, Limited.

Why Any Delays?

Mr. Bittues is a believer in the improvement of opportunities. Not only this, but he believes in turning opportunities one's way and making the most of the present hour. This has indeed been the governing policy of his company from its inception, and particularly since the war started. In support of this policy as an excellent one it is noteworthy that the company's products are shipped to, and sold in every part of the world. Export business has indeed grown so extensively that it has been difficult to cope with it at times and only the thorough systematizing of departments and the efficiency of the firm's policy has enabled it to take care of the immense export trade from all parts of the known world.

The above indicates clearly that export connections can be maintained and created, even under the unsettled conditions of to-day. For export demand has materially increased over recent months and the prospects are for a relatively large increase to come. Now, says Mr. Bittues, is the time for a forward and aggressive policy in foreign markets.

Bold Policy Necessary

Mr. Bittues is firmly of the opinion that what the Canadian manufacturers require at this time is a forward and constructive policy. Risks will have to be taken in that if Canada is to take her place among the manufacturing countries of the world she will have to assume a bold attitude which, to date, has been largely lacking. Since it is greater production that is required, if the competition of the world is to be successfully met, it is absolutely necessary that the mills turn out goods in such quantities as will reduce the unit costs to the minimum. Mr. Bittues is sure that the possibilities of developing overseas and foreign trade are so great at this time that any reasonable risk is justified. To feel one's way just now is not sufficient; overcaution is out of place; a bold, forward stride is the only safe one if big things are to be attained. No obstacles of transportation or of any other nature should be considered insurmountable.

Favors Standardization

That the manufacturer will have to get down to a basis of standardization is the opinion of Mr. Bittues. This has been one of the big factors in maintaining high costs. That his argument seems sound cannot well be doubted, for with manufacturing costs higher, with materials immensely higher than they were a few years ago, and with fine steel in particular scarce and high beyond any figures in the history of the trade, as well as labor and transportation costs, this company has been able to maintain its dividends and to exceed by a very large margin the net profits of any year in its history. Mr. Bittues therefore has a very effective argument in support of his claim that standardization must come, if, indeed, the manufacturer is to get down to bed rock and meet the competition of the world. "It needs little argument," said Mr. Bittues, "to convince a man that a hammer or a saw or other line can be made more cheaply if it is standardized and turned out in immense quantities."

Expansion is Vital

"Canada cannot develop her industries at home and find that sufficient," said Mr. Bittues. "Her population is not large enough. If we were confined to the Canadian market for our business it would be considered a very small thing. Even though there are perhaps a million to a million and a half men who shave, this would not be a large enough field for our product. Our export business has therefore been developed to reduce manufacturing costs, and this policy has been very successful. Just in like manner the maker of an average product must increase his business by seeking other markets. And we have been able to manufacture our own line here in Canada as cheaply as in the United States."

"Will it be possible for the Canadian manufacturer to compete abroad under existing conditions?" was asked of Mr. Bittues. "Yes, he ought to be able to do this. There are many countries to which shipment can be made under preferential tariffs. There is no reason why the manufacturers here cannot compete abroad and do it successfully.

"At the present time we have seventeen men out on special development work. They are not engaged in selling but in doing purely work of a missionary nature and investigating various conditions."

Thinks Real Preference

That there is really a bond of sentimental preference upon the part of England for her colonies is the belief of Mr. Bittues. Reports of late have indicated a very different condition. But with the sacrifices that Canada and the other Colonies have made Mr. Bittues feel sure that Canada will be given real consideration for the manufactured lines that she can supply.

In the matter of the development of Canadian manufacturing, Mr. Bittues is certain that it must become a big factor and that this must essentially go hand in hand with the agricultural development of the country. We cannot live within ourselves and the industrial development of the country can only be built up in a large way by an increase of output through export.

TWO INDUSTRIAL PLANTS TO LOCATE AT INGERSOLL

Ratepayers at Ingersoll, Ont. approved almost unanimously of industrial by-laws which will result in the Port Hope File Company and the T. E. Bissell Company of Elora, Ont., locating there. The Bissell firm was recently burned out with a loss of $60,000. The Bissell Company manufactures implements. The vote of the ratepayers empowers the Council to lease the Noxon plant from the Morrow Screw & Nut Company and sub-lease it for manufacturing purposes, and to grant exemption from taxation for a period of ten years. Both companies will begin operations as soon as their plants are ready.

Tripling Sales of Winter Accessories

The James Walker Hardware Co., Ltd., Montreal, Sold More Auto Accessories, Even Under Increased Opposition—A Steady Sale For These All Year Round —Care Has Kept Stock Clean and Saleable

"OUR sales during the first week of December were equal to those of the whole month a year before," said Manager Maxwell of the Auto Accessory Department of the James Walker Hardware Co., Ltd., St. James street, Montreal, to HARDWARE AND METAL. This indicates how interesting has been the development of this line with the firm and also goes to show that the winter months are not inactive periods. Montreal being one of the most typical centres from the standpoint of real Canadian winter, it is a decided argument that weather conditions should not disparage in any way the hardware dealer who has decided to handle automobile equipment. It has been demonstrated repeatedly that the automobile can run in all weathers and in a community where any closed cars are operated as well as some trucks, the hardware dealer will do well to obtain all the business possible from those using their cars.

Robes Big Sellers

A splendid range of comfort robes is handled at the Walker store. These are well displayed both in the store and windows. They also are frequently advertised. Mr. Maxwell pointed out to HARDWARE AND METAL that they had sold a large number this year for gift making. In one case a customer had purchased several as gifts for friends.

Replying to a query as to the grade of robes selling, Mr. Maxwell stated that a reasonably good quality met the requirements well. Some sales were made of high grades around $25 in price, but a larger number were sold around the $10 and $12 figure. At this price they were able to supply a durable article and the price was within reach of most buyers. One can soon test the wishes of the buyer in this respect.

Increase Under Competition

The business transacted in accessories is greater than ever before, and this under more active competition. As a matter of fact there are at least three large new factors in the local field, the past season having witnessed the entrance of this number of additional accessory concerns, each of them conducting business on a large scale. In addition to this there are a number of smaller stores carrying supplies in a more limited way. This would appear to be another argument in favor of the ild adage, that "Competition is the life of trade." However that may be, it indicates clearly that when one is aroused to the possibilities of selling a given line, he is induced to put forth his best and most serious effort in winning new business. In this new line of selling, the hardware man, to meet with reasonable success, should reach out after all the business that may offer.



Keeping Clean Stock

Eternal vigilance appears to have been exercised in the Walker store with regard to its accessory stock. Mr. Maxwell referred to this point when he told HARDWARE AND METAL that they had just one, or not more than two "lemons" in their accessory stock. That is to say, there was practically no money tied up in unsaleable specialties. They had just gone through their stock a day or two before. This was the net result of the investigation to ascertain its condition. It is a remarkably fine showing with so new a line. Even with reasonable care, a stock of automobile accessories is almost sure to accumulate a number of "dead ones," before the real sellers are ascertained.

Probably no better plan can be adopted than that of carefully considering the matter of a stock of accessories before it is bought. It would seem the part of wisdom, in any event, to go through the whole stock often and keep careful tab on any slow seller. Money tied up in nonsaleable goods is a great source of loss. Space is not only taken up, but the money invested might be profitably used in purchasing other lines that will sell.

Profits Are Good

Asked as to the profit end of their accessory department, Mr. Maxwell said that this was very satisfactory. He made the statement that the car owner is among the best buyers that came into the store. His car is not complete unless it possesses a goodly number of "trimmings" and as some of these buyers have very interested wives, they are pretty certain to see that their car is as well provided with extras as those of their friends. In fact much rivalry was manifest among a big class of buyers, and this kind of trade was well worth catering to. Provided that a radiator ornament, a foot warmer, running board mat, exhaust heater, and so on appeals to the owner or to his wife, the price was very frequently but a secondary consideration. This enabled the dealer to fix a fair margin on such goods and this line should carry a satisfactory return above its cost.

Altogether, the Walker stock has been gradually increased and with this increase of investment has come better business and more profit. The future, when cars are again made in increasing numbers, will be sure to open new opportunities of which the hardware men may take timely advantage.

EDITORIAL COMMENT

THE man who can't and the man who can, but doesn't, jog along together.

* * *

AS nearly as we can size it up the main idea of the Bolsheviki is to drop a monkey wrench in the wheels of civilization.

* * *

DO YOUR SHARE

THE value of a good local newspaper is much greater than many people seem to think. One way the home merchants can help not only to keep it good, but to make it better, is to patronize it and furnish it with ads. A little investigation will convince anyone that the great majority of people are just as much interested in reading attractively written ads. as they are in following the general news. Many merchants do not always appreciate the mighty power the press is in helping to carry on the business of the country and in maintaining its power.

FIGHTING MAIL ORDER HOUSES

FROM the standpoint of the retailer in the small towns one of the healthiest trade signs that has been apparent in many years is the way in which merchants are going after the mail order houses. One of the very best and most effective ways of doing this is to fight the department store with its own weapons, and this is just what the small town merchants have realized. The mail order houses base their entire campaign on advertising. Employed by some of the department stores are some of the brainiest advertising men in the country. They are men who have studied the question of selling by mail from every standpoint and they have centred their efforts in supplanting the personality of the salesman on the ground with a printed salesman in the shape of a cleverly worded advertisement. They have realized that in order to be successful their ads. must not only arouse, but must maintain interest. The same policy is carried out in connection with the "catalogues." Merchants in the small towns are more and more adopting the mail order firms, methods of advertising, and in so doing they are unquestionably taking a wise step. A study of well written, cleverly arranged advertisements is always profitable and there are many points which can be adopted from them.

FOUND THE LEAK

AN Owen Sound merchant had a peculiar experience last week when he unexpectedly solved the problem of why his cash register was not working properly. For some time past he had noticed that the cash very often did not check up with the showing of the register. Recently it was found that the drawer would not close properly, and on taking it out to locate the trouble the owner discovered a crack in it. On investigating further he found that silver had been clipping through this into the space at the back and that he had no less than $457.55 that he had not been counting in his receipts. It is believed that the silver had been accumulating a little at a time for five years, as a slip dating back to 1913 was also found. Incidents of this kind show how easy it is for losses to occur in business and how quickly they run up into a sum that is considerable. It is comparatively seldom that missing receipts turn up as happily as those of the Owen Sound merchant did. When the story got around in Owen Sound every merchant who had a cash register examined it, but only one other dealer discovered anything. He found $2 that had slipped away.

MAY BE BETTER SALESMEN

SOME one has said that the best school of salesmanship is the school of hard knocks and experience. It would appear that this is being proven by the fact that young men who went overseas and returned are now better at selling than they were before. It is pointed out that two of the disabilities common in young salesmen before the war were timidity and fright and lack of force. In many cases there was added to this, inability to understand or read human nature. This last was very often the result of inexperience, and of not having rubbed sides with the great buying public sufficiently to size people up quickly. It is stated that the conditions the youths had to face every day from the very start of their training was calculated to overcome these troubles To start with they were up against an entirely new set of conditions, and almost every minute they were meeting new men. They had to rely upon themselves very often, and on their own judgment depended a lot of their progress. In the case of young officers, who came in thousands from the business houses of Canada, it is stated this was especially noticeable. Some of them who when

they first started and had to give commands were almost frightened at the sound of their own voices. A few weeks though in the army and they developed confidence. The same was true of the men. The hard training, regular hours and the outdoor activity resulted in physical changes that wrought wonders in giving many of them the force they were lacking before. It is said there is no education like travel. This has also been exemplified in the case of the boys who have been "over there." They have learned new languages, they have seen how other people do things, they have broadened out and they are coming back to their positions with a vigor they did not have before, and with a confidence and force that would have taken years of experience to have acquired in the ordinary way. They will bring to Canadian trade an added vim that may go a long way in increasing business.

THREE BIG FACTORS

ONE of the most important things in connection with any store to-day is the sales force. The sales force includes more than your clerks and salespeople. Your show windows and your advertisements, if properly handled, can do just as much for you in quickening turnover, more in many cases than your sales staff can. Every good window display will produce direct results and the same can be said of forceful and timely advertising. An advertisement does not need to occupy a whole page of space to deliver its message. The combined efforts of a well-trained sales force, a well-dressed window and a well-worded advertisement makes a combination that cannot fail to increase business.

ANOTHER BANK MERGER

OTTAWA merchants are greatly disturbed over the amalgamation of the Bank of Ottawa and the Bank of Nova Scotia. At a largely-attended meeting they registered a protest against the merger and are following up this action by a proposal to buy enough of the stock to control affairs and prevent the deal going through. This is the fifth bank merger in a few years and is another step in the direction that has been noticeable for some time, that of consolidation. This tendency is noticeable not alone in banks but in manufacturing concerns and in merchandising also. As far as the banks are concerned, figures do not indicate that the public is receiving any less service. In 1912, with five more banks operating than there are to-day, Canada had 2,696 banking offices. To-day in spite of the reduction of banking companies, there are 3,550 branches.

COMMERCIAL AVIATION

COMMERCIAL aviation is progressing so fast that those who are not in the closest touch with the developments have little idea of what is being accomplished. Projects that a couple of years ago had not even been dreamed of are now being planned and many of the plans are well on the way to maturity. The public will awaken one of these days to the fact that an entirely new and very much faster service is available between points that are separated by thousands of miles. The importance of this to commercial interests is manifest and many other developments are expected to follow the establishment of air routes.

WHAT OTHER EDITORS SAY

The "Wall Street Journal" says the Kaiser's backers are quitting him von by von.

Germany's leading exports at present are railway trains, submarines, airplanes, Hohenzollerns and dukelets.—Vancouver "Province."

If the Bell Telephone Company will limit the length of local conversation to five minutes it will earn the clerical gratitude of busy people who occasionally want to say a word.—Brockville "Record and Times."

If some scheme for bringing the price to something nearer the normal level could be hit on it would be one of the best ways to bring about activity in the building trades and the consequent employment of a large number of returned soldiers. Certainly the question is one for the Government to think about, for every time a building proposition is mentioned the price of building material is raised as one of the objections.—Lethbridge "Herald."

Cost-finding systems are a comparatively recent innovation in business. In many instances, they have to win their way against the opposition of familiar methods. The number is not insignificant of dealers who think that they know the net profits of their store without entering into minute analysis of the various items which constitute the sum total of their accounts. The fact is that they have only the vaguest notion of overhead expenses. Indeed, some of them do not figure the overhead as part of the expense of merchandising. They have no way of estimating depreciation on the stock carried in trade. They fail to add to the cost of their goods the money which they pay for fire insurance, taxes, postage, telephone rental, gas, and electricity. Other items which the retailer often fails to take into consideration are his own salary as a worker in the store, bad debts, breakage, delivery, rents (whether he owns the property or not), interest on the investment he has in the stock, advertising, and many other expenses.—*American Artisan and Hardware Record.*

The Minister of Finance and the directors of the Banks of Nova Scotia and Ottawa seem to be entirely unaware of the fact that in proposing and consenting to another bank merger, despite the growingly strong protests throughout the country against the concentration of the banking business of Canada in the hands of a small group of men, they are not "doing what they like with their own," but are using the deposits of hundreds of thousands of people in a way that may be entirely objectionable to these depositors.—Toronto *Globe.*

What we have been going through in these last exciting years seems to have produced a tendency to exaggeration in what relates to the present and the future. There is great need of calming down and seeing things with a clear vision for the future. The terrible suffering and sacrifices of war are likely to result in provision for avoiding this in the future.—*New York Journal of Commerce.*

EVENTS IN THE TRADE

Business Changes

Sceptre, Sask.—J. L. Walker has purchased the hardware business of Frank Newby.

Millet, Alberta. — Millet Hardware Company to discontinue business March 1.

Filmore, Sask.—S. M. Stone of Creelman has taken over the hardware business of J. E. Wright.

London, Ont.—Wm. Odell has purchased interests of his partner in the firm of Odell and Mitchell.

Toronto.—W. D. Pritchard has purchased the hardware business of Ralph Iredale, 223 Danforth Ave.

Obituary

The death occurred at Elk Lake, Ont., of Elsneth Porter, of the Elk Lake Hardware Company.

Fire Losses

Fire which is supposed to have originated in the hardware store of Hawkins & Co., at Little Current, Ont., completely destroyed that building, Boyter's tin shop and fourteen other business places, causing a loss of $40,000.

Personals

T. M. Perry, of Estevan, Sask., who has been in Winnipeg, left Tuesday for Vancouver, where he will spend the balance of the winter.

Mr. MacLean, of the Western Hardware Co., Mossbank, Sask., was in Winnipeg on business recently.

L. A. Blackwood, of Morrison & Blackwood Hardware Co., Moosejaw, is in Winnipeg on business this week.

F. M. Hatch, of the Canada Steel Goods Company, Hamilton, who has been ill with influenza, is much improved.

Cleve Cuyler, of the Shiells Hardware, Kincardine, Ont., had his ankle badly twisted by falling on an icy pavement.

Arthur J. Wright, of the hardware firm of Jas. Wright & Son, Glencoe, Ont., has been elected Reeve for the third term.

A. E. Mulloy, formerly with the James Smart Mfg. Co., Ltd., is now covering South Western Manitoba for D. Ackland & Son, Ltd., Winnipeg.

The wedding took place on January 15 of J. E. Vick, of the staff of the Cochrane Hardware Co., Copper Cliff, Ont., and Miss Eva Bucknam, formerly with the firm of C. H. Parry & Co., grocers and dry goods, Copper Cliff.

W. F. Braun has been placed in charge of the tinsmithing department of Stade & Weido, hardware, Zurich, Ont.

Mayor J. A. Rollefson, of the Rollefson Hardware, Swift Current, Sask., was in Regina attending a meeting of the councils of the district with Premier Martin to discuss housing conditions.

J. G. McVeigh, of Toronto, manager of paint and varnish sales for the Du Pont Company, Wilmington, who has been ill with influenza, is recovering.

J. C. Breckenridge, sales manager for Ontario of the International Harvester Company, is seriously ill with pneumonia.

S. H. Whyte, president of the Wakyte Mfg. Co., Ltd., Winnipeg, who joined the Royal Air Force, has returned to business, having secured his discharge.

Roy Finley, junior partner of Finley & Finley, Kincaid, Sask., spent the first part of the week in Winnipeg and left on Wednesday for Minneapolis, and points south.

Friends of L. A. Willson, manager for Anthes Foundry, Limited, Winnipeg, will be glad to learn that he is on the road to recovery. Mr. Willson has been seriously ill for several weeks.

R. J. Lavelle, manager of the Hamilton Whip Co., Hamilton, who has recently underwent an operation for appendicitis, is improving rapidly and expects to be around again in a week or so.

R. F. Elliott, of Elliott Bros., Kingston, Ont., has been elected chairman of the Civic Utilities Commission. This is the third term Mr. Elliott has been elected to this position. He served in the City Council for many years, and also served a term as Mayor.

Frederick Moore, manager of Benjamin Moore & Co., Ltd., paint manufacturers, Toronto, left the end of this week for Halifax, N.S., and St. John, N.B. Mr. Moore will spend a couple of weeks in the Maritime Provinces in the interests of the company.

Trade Notes

James Weir, Bounty, Sask., hardware, is discontinuing business.

George Vinette, hardware, has been registered at Montreal.

Walter Waters has opened a hardware store at Riding Mountain, Manitoba.

D. A. Brebner, Limited, Hamilton, Ont., manufacturer of abrasives, has been succeeded by Coralox, Limited.

The Louis McLain Company, of Winnipeg, will locate an Eastern Canada branch at Kitchener, Ont., and C. A. Kern, sales manager for Ontario, will be in charge.

The Best Weatherstrip Company, formerly of 18 Ferguson Ave., Hamilton, Ont., has moved to new quarters at King and Kenilworth Sts.

The International Harvester Company of Canada, Limited, has purchased the Oliver Chilled Plow Works of Canada, Limited, Hamilton, Ont.

B. O. Parker & Co., hardware, Strathroy, Ont., plan to enlarge and improve their store. Alterations will be made and the store adjoining the firm's present premises will be occupied.

W. H. Bridgeman, of Winnipeg, who suffered a fire loss just before Xmas, is again getting his store in first class shape and is open for business as usual.

G. S. Collins is now associated with his brother, C. W. Collins, in the Collins Manufacturing Company, of Toronto, makers of poultry supplies. Prior to assisting in Y.M.C.A. war work Mr. G. S. Collins had several years' experience in the transportation business.

Whites Limited, Collingwood, wholesale hardware dealers and importers, are making extensive alterations in their main warehouse. They have built new cutlery and sporting goods rooms and have re-arranged and enlarged the shelving in the tool department. They are also installing an up-to-date electric hoist serving the three floors in the main building. These improvements will facilitate the handling of increased business and serve to maintain the firm's record of prompt and efficient service.

Montreal News

Mr. Merrill, of the Utica Drop Forge and Tool Co., was in Montreal this week.

Mr. Stewart, of Hamilton Cottons, was in Montreal on business this week.

W. F. Duffield, with the Reading Hardware Co., was a recent Montreal visitor.

L. E. Griffith, representing Surpless, Dunn and Co., is expected in Montreal on Monday.

John Richardson and Ernest Bureau, Montreal, were in Sherbrooke during the week.

Chas. Hossack, of the Lufkin Rule Co., Ltd., Windsor, Ont., was this week in Montreal.

J. W. Crowley, representative for Alexander Gibb, who has been ill with pneumonia, is recovering.

A. A. Seeley, representing L. B. Wasserstrom, 91 Gold St., New York, was a Montreal visitor this week.

A. H. Richardson, representing the Canadian Warren Axe and Tool Co., Ltd., St. Catharines, was in Montreal this week.

N. Wineroope, who represented Brandram-Henderson, Ltd., in Eastern Ontario, but who was with the soldier boys for some time, has been relieved of his duties in this capacity and is again back on his old territory.

Regina News

Frederick Hamm has returned to his duties after a few weeks' illness.

Mr. Tinline, salesman for the Robson Cutting Co., was in the city this week.

Mr. Brodie, Marshall Wells Co.'s paint salesman, is out on his spring campaign.

W. H. Hall, representing Pilkington Bros., Winnipeg, was in the city this week.

W. S. Bates, representing the National Rubber tire Filler Co., was in the city this week.

J. W. Smyth, of Armstrong, Smyth, and Dowswell, is ill with a slight attack of influenza.

Mr. Morrison, of the Moosejaw Hardware Co. visited the hardware firms in Regina this week.

H. I. Martin, the Wood, Vallance Co.'s auto accessories' specialty man, is in the city this week.

Mr. McLaughlin, traveller for Marshall Wells Co., Winnipeg, is able to be around again after an attack of the flu.

Stanley Anderson, representing The Garlock Packing Co., Hamilton, Ont., was in the city this week.

Mr. T. Waldon, sales manager for Marshall Wells Co., Winnipeg, spent a few days in the city this week.

Mr. Fletcher, representing the Partridge Auto Tire Co., Guelph, called on the hardware and auto accessories stores this week.

Incorporations

Union Iron and Metal Company, Limited, head office, Toronto, capital $100,000, plans to manufacture and deal in machinery and supplies.

McCoy Auto Lock Company, Limited, head office, Hamilton, Ont., capital $100,000, plans to manufacture locking devices for autos.

The Canadian Cartridge Company, head office, Toronto, Ont., capital $1,000,000, has been granted a Dominion charter.

Canada Iron Foundries, Limited, capital $1,000,000, head office, Hamilton, Ont., has been granted a Dominion charter.

The Aero Cushion Inner Tire and Rubber Company, of Ontario, Limited, capital, $300,000, will have its head office at Wingham, Ont.

Clark Pressed Metals, Limited, capital $100,000, head office, Toronto, plans to manufacture and deal in brass, steel and iron goods.

Dominion Sewer Pipe and Clay Industries, Limited, capital, $1,000,000. will have its head office in Toronto, and plans to manufacture building supplies and clay products.

Canadian Potteries, capitalized at $500,000, head office, St. Johns, Quebec, plans to manufacture pottery, earthenware, porcelain, enamelled metal goods and metal piping and fittings.

Knox Brothers, Limited, capital $1,000,000, head office, Montreal, plan to manufacture and deal in timber and to manufacture implements and hardware goods.

Hyde Engineering Works, Limited, head office, Montreal, capital $100,000, plans to carry on the business of tool makers, brass founders, iron and steel converters and to manufacture and deal in implements and hardware of all kinds.

John E. Riddell & Son, Limited, head office, Hamilton, Ont., capital $100,000, plans to carry on the business of sheet metal workers and roofers and to take over as a going concern the business of John E. Riddell & Son.

HELD SOCIAL EVENING

The staff of the Aikenhead Hardware, Limited, Toronto, were guests of Mr. T. E. Aikenhead, president of the company, at a most enjoyable social evening. The programme included a dance and euchre followed by refreshments. During the evening Mr. Aikenhead was presented on behalf of the staff with a handsome watercolor picture of St. Etienne Cathedral at Toul, France. The presentation was made by S. T. Sheppard, secretary-treasurer of the firm, and he also read an illuminated address. Mr. Aikenhead made an appropriate reply. During the evening musical numbers by Miss Donner and W. J. A. Lytle, manager of the firm, were much enjoyed.

AIKENHEAD SALES CONVENTION

A sales convention of the staff of the Aikenhead Hardware, Limited, Toronto, was held at the King Edward Hotel on Wednesday, Thursday and Friday of this week and was such a success that it is likely that similar gatherings will be held regularly. W. J. A. Lytle, manager of the Aikenhead company, was chairman and the programme included practical sales talks by W. R. Yendall of the Richards Wilcox Company, London, Ont.; F. A. Reid of the Clayton and Lambert Manufacturing Company, Detroit; E. H. Jones, Canadian Yale and Towne, St. Catharines, Ont.; W. N. Turnley, Dominion Battery Company, Toronto; Roy E. Harris, Renfrew Electrical Manufacturing Co., Renfrew, Ont.; W. Benson, Sherwin Williams Co. of Canada, Toronto; A. James Armour Sandpaper Works, Chicago.

CANADA METAL COMPANY ACQUIRES GRAHAM NAIL WORKS

A transfer of interest to the hardware trade has taken place in the acquirement of the Graham Nail Works, Toronto, by the Canada Metal Company Limited, Toronto. The latter company plans to go into the manufacture of nails in a large way and the plant started in operation this week. During the past few years the Canada Metal Company had expanded their business to a considerable extent and have added many lines which are sold through the hardware trade. It is intimated, although not officially confirmed, that the manufacture of nails by this company is only another step towards even greater activities on the part of the Canada Metal Company in making various products to be sold through the hardware trade.

MAKE SALESMEN SHAREHOLDERS

Customers of Sanderson Pearcy & Co., Limited, Toronto, may be interested in knowing that consequent upon the working out of the new plans of the company all its salesmen are shareholders, their long service records having been duly recognized. The list includes Messrs. Chas. E. Warnock, F. W. S. Davis, Jas. E. Booth, Geo. E. Temple, Harvey West, and Geo. Allen.

BARRETT COMPANY SALESMEN CONVENE

The sales staff of the Barrett Company convened this week in Montreal under the direction of H. C. Bonney, district manager, and D. P. Hatch, sales manager. Some forty salesmen were in from their territory for this event from all Canadian branches, and the interest manifest at all sessions was close and attentive. Recognizing the forward plans of industry and commerce, as well as the development contemplated on the farm and throughout Canada generally, this convention's programme had to do very largely with sales plans and methods. That the men profited by their assembling at the Canadian head office was expressed to HARDWARE AND METAL by the sales manager, Mr. D. P. Hatch.

Held Banquet

The convention was held on Monday and Tuesday. On Monday night the sales force was entertained to a banquet, and this was held at the Queen's Hotel. It was a very pleasurable part of the proceedings and a toast list of many numbers was proposed and the response made to these was very enthusiastic.

CAPTAIN FISHER HOME

Captain Fred Fisher of London, Ont., who went overseas as commander of "A" Company, 142nd Battalion, has returned and has been appointed demobilization officer for military district No. 1. He is a member of the firm of D. H. Howden & Co., Ltd., wholesale hardware, London, and on his arrival home was tendered a banquet by his associates.

AUTO SHOW IN APRIL

Although the trade association in Montreal decided not to hold their annual motor show this year, arrangements are being made for the National Automotive Show of Eastern Canada to be held April 5 to 12, in the Victoria Rink.

GILLETTE SALESMEN'S CONVENTION

SALESMEN from all parts of the United States and Canada as representing the Gillette Safety Razor Company, met this year in Boston from January 6 to 11. Those attending from the Canadian factory at Montreal were A. A. Bittues, managing director for Canada; N. P. Petersen, M. J. Maguire, G. P. Shortrede, C. H. Edick, F. C. Fitchie, P. C. Shaver, D. P. Cotter, H. S. Beecher, and W. F. Shaver.

There was naturally a great deal of enthusiasm this year, for with employees shareholders in a concern whose export and domestic business has developed wonderfully, so as to break all previous records, there could not be any other spirit.

While in 1917 the output of this company was 5,000,000 razors to the domestic trade alone, the records for 1918 showed that this had been surpassed by 45 per cent., notwithstanding the fact that there had been a shortage of blades.

As far as Canada is concerned, the export business from the Canadian factory at Montreal showed great growth. Orders from the London office, which are being executed largely from the Canadian plant, total at the present time 600,000 razors and 6,000,000 blades. Only last week in the neighborhood of twenty-two tons of razors were consigned overseas through Halifax—a very considerable tonnage of so small an article.

Unity of purpose and unbounded enthusiasm were the keynotes of the convention. Even though 1918 had been a record year, the salesmen are aiming at breaking this record in 1919, and plans have been laid down to meet a growing demand. To this end expansion is already under way at Boston, and the Montreal plant will, it is stated, be enlarged in due course to meet the demands made upon it.

The convention was concluded with a banquet, and this afforded the salesmen opportunity to voice themselves, and was pronounced a success.

EXPECTS BIG REVIVAL OF BUILDING

THAT there will be a revival of activity in building operations in many parts of Canada and that this will mean increased sale for axes and lumbering tools is the opinion of A. H. Richardson, of the Canadian Warren Axe and Tool Co., Ltd., St. Catharines, Ontario. To HARDWARE AND METAL Mr. Richardson stated that there ought to be a big increase in this business, and for the many who handle these lines in a big way it ought to be interesting information.

It will be recalled that the British Government recently announced its intention to purchase a great quantity of lumber from Canadian lumber mills. This is very probably but the beginning of larger orders, for there is immense construction to be undertaken there and in all parts of Europe. Mr. Richardson also thinks that the timbered lands of the various European countries that have been at war must be in a more or less unsatisfactory condition. If so, this will but further stimulate the demand for lumber from other parts, and Canada ought to get a great deal of this business.

But the needs of the Canadian people are also large. Even if there be a limited export development from the standpoint of the lumbering industry, the Canadian cities and towns are already short of needed housing, and there must be started in a short while, a building program of considerable proportions. This will mean that axes and saws and the various lumbering tools required to fell the timber and to prepare it for market, should be sold in large and increasing numbers.

Prices to Hold

Mr. Richardson is of the opinion that prices will continue to hold. "We are guaranteeing these for six months, and I do not think there will be any reduction from the present basis. There were large increases in our costs last summer, and the prices of manufactured axes and tools were not revised. Even at this time axes are selling for less money in Canada than the same goods are sold for in the States.

This ought to be encouraging news for the retail hardware man. Axes and lumbering tools are a big line. They will require to be displayed and the sales will be determined, to an etxent at least, by the initiative of the seller. Window displays and inside displays of this line ought to be timely now. There is money to be made if the business is sought and catered to effectively.

PRICES COULD BE MADE LOWER

A prominent stove manufacturer who had just returned from the meeting of the stove manufacturers' association held in Montreal expressed the opinion that if Canadian firms wish to meet outside competition it would be necessary to lower the prices on stoves. This manufacturer states that so far as his firm is concerned there are in a position to make a reduction in price and while his opinion appears to be the opposite to that expressed by several other stove manufacturers the manufacturer in question is well-known and his opinion is worthy of consideration.

AUTO EXPORTS DECREASE

In 1916 the Dominion exported 14,107 automobiles, valued at $7,174,440. The following year the exportation of motor vehicles fell to 9,879, valued at $4,717-593. Last year there was a further decrease to 9,019, valued at $4,307,475.



Brass Rolled in Canada

Wm. Bonner, Pictou, N.S.—Please give me address of manufacturers of brass "rolled" in Canada. Also give me address of the Manufacturers' Association.

Brass such as you want is manufactured or distributed by Brown's Copper & Brass Rolling Mills, Ltd., New Toronto, Ont.; Booth-Coulter Copper & Brass Co., Ltd., 115 Sumach St., Toronto; T. McAvity & Sons, Ltd., St. John, N.B.

The address of the Canadian Manufacturers' Association, Inc., is the Trader's Bank Building, Toronto. J. E. Walsh is the general manager. The Nova Scotia branch is at Amherst, N.S., in charge of H. R. Thompson, Box 93.—Ed.

Electric Coffee Grinders

Fred C. Bishop, Norwich, Ont.—Would you kindly send addresses of firms who manufacture electric coffee grinders?

Firms manufacturing electric coffee grinders are the Hobart Manufacturing Co., Toronto, and W. A. Freeman Co., Hamilton.—Ed.

Poultry Supplies

Ralph & Wilson, Dundas, Ont.—Can you give us names of manufacturers of poultry supplies, such as fountains, etc.?

Poultry supplies are manufactured or distributed by the following firms: Steel Trough and Machine Co., Tweed, Ont.; Collins Mfg. Co., Toronto; Model Incubator Co., Toronto; Geo. Keith & Sons, 124 King St. E., Toronto; Rideau Specialty Co., Smith's Falls, Ont.; Wm. Rennie Co., Ltd., Toronto; Carter's Tested Seeds, Inc., Toronto.—Ed.

Wheelbarrow Manufacturers

Kent, Garvin & Co., Ltd., Hamilton.—Please give us names of manufacturers of wheelbarrows in Canada.

Wheelbarrow manufacturers in Canada are: Wm. Kribs & Co., Hespeler, Ont.; Maxwell's Ltd., St. Thomas, Ont., Erie Iron Works, Ltd., St. Thomas, Ont.; John Watson Mfg. Co., Ayr, Ont.; Bateman-Wilkinson Co., Toronto; J. Fleury's Sons, Aurora, Ont.; B. Bell & Son Co., Ltd., St. George, Ont.—Ed.

ENLARGING PLANT TO MAKE ENAMELWARE

The Stamped and Enamelled Ware Limited, of Preston, Ont., have plans to greatly enlarge their plant and facilities for producing enamelware. An enlargement of the plant is now underway, and additional employees are taken on, and it is understood that the company intends to go extensively in the manufacture of enamelled ware, not only for Canadian but for export trade. It is expected that in the not distant future this firm will be producing enamelware on an extensive scale.

Says Firm Prices Likely to Prevail For Roofing and Paper

C. S. Jackson, general manager of the Canadian Roofing Mfg. Co., Ltd., Windsor, Ont., advises merchants to place their orders early because the home demands and export business may keep manufacturers very busy. Discussing prospects for 1919 with HARDWARE AND METAL he said:

"I might say the most appropriate word I could use to describe the business outlook would be the one that was so often spoken by the late Theodore Rosevelt—'Bully.'

"I shall not give my reason by making the time worn statement: 'History shows in every instance that the end of a great war marked the beginning of a wonderful era of prosperity,' for while this is quite true I believe that you would be more interested in an outline of the present situation without regard to precedent. However, I might say that basing our judgment on that belief, the fact that this has been the greatest war makes it necessarily follow that we will have the greatest era of prosperity.

Are Far Behind

"We have just passed through four years of war, during which time practically our entire energies have been directed toward winning of the war work, and our usual domestic duties have been neglected to such an extent that we are tremendously behind in our peace time operations.

"To illustrate we will say that a community that usually builds fifty buildings a year, to take care of its normal requirements during peace times, has during the last four years built but five buildings for this purpose, the materials for the other forty-five being used for war work. Therefore, at present that community is behind four years or one hundred and eighty buildings. This is, of course, only a figure of speech and applies to thousands of operations other than the construction of buildings.

Will Make It Up

"There is beyond doubt an average consumption of every article per year during normal times, and if we are behind, and there is no question that we are behind, we will make it up at once. In other words, milady who usually has two hats a season, and owing to the war conditions during the last four years has only been allowed one, will doubtless have three or four during the next season to make up for lost time. This is human nature and does not only apply to milady.

Stocks Not Heavy

"There is no indication that there are heavy stocks anywhere and the merchant who is holding back his normal buying awaiting hard times is certainly a ridiculous object and compares favorably to the man who said: 'I will drown and nobody shall save me.' There is only one thing, and one only, that can cause hard times, and that is for every one to do as this merchant is doing. No matter how favorable conditions may be we can bring on a panic by getting scared, and for the life of me I cannot see how an ylevel-headed business man can see anything in the present situation to be afraid of.

Optimist Wins

"If you will stop to think the very man who is holding back and crying hard times is the same individual who said during the war: 'We cannot beat Germany, they are too strong for us,' and it was that individual who did us more harm than German bullets. Fortunately the "other man" was in the majority and we won the war, and I am happy to say that the 'other man' is still in the majority, and he is creating a feeling and a spirit which will bring us results beyond the hope of even the most optimistic.

"I find that the greatest period of depression was during the first week following the signing of the armistice, and since that time it has gradually disappeared until it is only a ghost of its former self, and if I were asked to-day as to the trend of the public mind, I would unhesitatingly answer that it was confident, firm and wonderfully optimistic.

Warns Merchants

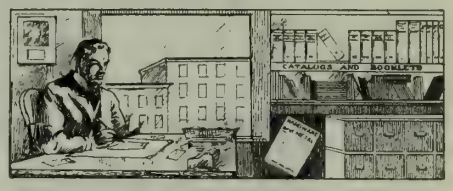
"Let me here warn the merchant who is holding back and refusing to buy his normal requirements that the day is coming when the demand for our materials abroad will leave nothing for him and he will have no one to blame but himself. The war time cry that he cannot get material to run his business will not be accepted by his customers, and they will turn to the merchant who is far seeing enough to protect himself against just such a condition.

Little Sympathy

"Now is the time for the merchant to assist the manufacturer by taking in his normal requirements, and he had better do so, because the manufacturer will have little or no sympathy for the merchant who three months from now admits that he has no goods because he was afraid to buy them until he was sure good times were coming or that prices were not going down. The manfacturer is asking the merchant to help him now, and if he is not willing to give that help he can expect no mercy when the great wheels of industry begin to turn at a speed the world has never witnessed before, and that is just what will happen beyond a question of doubt.

Europe's Needs

"Devastated Europe needs and must have at once billions of dollars' worth of material for reconstruction. Canada needs thousands and thousands of buildings to relieve their terribly overcrowded housing conditions, and the world in general is returning to its normal business life and will use and use quickly all that it has been denied during the past four years."



NEW ACCESSORY CATALOG

Lewis Bros., Limited, Montreal, have just received from the press a handsome new catalog of auto accessories and equipment. This is of some 200 pages and is one of the finest and most complete illustrated catalogs of these lines yet published by the firm.

The catalog size is 11 inches in width by 12½ inches long and with a heavy cardboard cover suitably bound, it makes a real acquisition to the catalog file of the hardware merchant. Full illustrations in half-tone are given and special grade of heavy paper has been used to make the catalog as durable as possible.

The catalog is bound in bright red and is lettered in gold. Copies will be available about February 1, and readers of HARDWARE AND METAL may obtain one by requesting it.

The Collins Manufacturing Company, 411-415 Symington Avenue, Toronto, has just issued a new catalog listing a complete line of poultry supplies, incubators and brooders, hoppers, founts, sprayers and other lines. A copy will be sent to all readers of HARDWARE AND METAL who are interested.

The Canadian Warren Axe and Tool Co., Ltd., St. Catharines, has just issued a catalogue of Sager axes and lumbering tools, and also of the Soo line of lumbering and logging tools. The catalogue is fully illustrated and a copy may be had by anyone interested writing the St. Catharines office.

The Dougall Varnish Co., Ltd., Montreal, has a neat calendar. This is somewhat unusual in that a leatherette or fiberized panel, about 9x13 inches, is used. The same is a dull black, and the date pad is so arranged as to make the calendar perpetual. A set of cards provides for the day of the week, another set of these each for the months and the day of the week. The firm's trade mark is neatly printed at the top and beneath a limited amount of advertising.

Taking as its central feature one of the effective posters used during the past few months, Brandram-Henderson, Ltd., have issued a calendar which is bright and attractive in large measure. The scene is that of the youthful hardware salesman in the act of showing a customer a variety of paint, three colors of this streaming from the opened cans across the counter.

THE CLERKS DEPARTMENT

How to Retain a Valuable Clerk

Difficulties and Dangers of Partnerships—A Minor Interest in a Corporation Obviates These Difficulties—A Satisfactory Method of Bonusing

A MERCHANT has an exceptionally valuable, effective clerk. The man is industrious, earnest, a good salesman, skilful at display work. The time comes when such a man gets beyond the wage line. He cannot be paid more wages than he is getting because, no matter how it might be kept "confidential," the fact would become known and dissatisfaction would result with the others. Yet ways must be devised whereby that clerk can progress to higher earnings or he will be lost to the store.

The end can be reached either through giving the man some kind of interest in the business or paying him a percentage. Let us work it out both ways.

Time was when the custom of taking the senior clerk into partnership was common. In fact, the man began as a boy with that plan in mind, and everything shaped itself to that end. But many disasters warned merchants to go slow on that experiment. For partnership is like marriage: easy to get into but hard to get out of—and plain purgatory if not congenial, while the opportunity for legalized robbery is wide open.

Dangers of Partnership

The fundamental danger of partnership is that partners are not only equal owners, but, in the eyes of the law, each is the sole owner of the business so far as the outside world is concerned. Thus, the merchant who takes into partnership a favorite clerk to reward him and retain his services, may agree with the clerk that he gives him only a quarter interest in the business; but the minute the papers are signed, the clerk may exercise all the functions of sole owner. He may order goods to the limit of the responsibility of the business; he may tap the till, the safe and the bank account with utter immunity from danger of legal process, because the law says it is all his. The idea seems to be that, inasmuch as outsiders cannot tell anything about the inside agreements between partners, each partner is vested with full authority. Thus all who make contracts with the firm may have full protection and can evoke the law against all the assets of the firm to protect their contracts.

Aside from plain dishonesty and fraud, there is the great element of human nature. Plenty of men make agreements in entire good faith who later on come to misunderstand each other, grow apart, are estranged, become suspicious of each other, get to fighting and dissipate all their substance in quarreling and the costs thereof. We hear every day of cases wherein one partner puts it up to the other to "buy out or sell out—an' I don't give a continental damn which you do!" Often when the decision finally is made, there is nothing left either to buy or sell.

Contrast the Corporation

The corporation is another matter. There the assets are taken by the courts and formed into "an artificial person." Fred Hanson may be a grocer in his own individual right. He has absolute control over his possessions and can do with them practically what he likes. But when he incorporates into Fred Hanson, a corporation, he can do with his own as he wills only through sundry well defined courses of action, all subject to legal restriction. Moreover, Fred Hanson, a corporation, may consist of any number of natural persons over two.

If, then, the merchant desires to take into limited control his favorite clerk and give him an eighth of the business, he can accomplish this not only definitely but with comparative safety through incorporating and allotting an eighth of the capital stock to his clerk. Furthermore, since he himself still is sole owner of seven-eights of the business, he controls every particle of it as fully and exclusively after he has incorporated as while he owned it all; for his is the majority interest.

The beauty of the corporation is that it provides for a square deal to all. Each party in interest gets what is his—no more, no less—and it is safeguarded to him. Thus the clerk who is given an interest will have the interest secure from any "reniging" or change of mind of the old boss; but he can get no more than is provided for him through the action of the boss. There are other points, but these are all we need for our present purpose.

If the Boss Wants No Divided Interest

But let us consider the case of the man who has this kind of clerk whom he desires to retain and whom he wishes to treat equitably, but whom he does not want to take into the business in any capacity. Let us suppose that the clerk manages a department and also sells on the floor about as much as any one man can be expected to sell. Let us agree that he is being paid so liberally that any further advance in mere wages would lead to embarrassment with the rest of the help. How shall he be paid more without having an interest in the business?

Of course, there is always the commission plan. One always can pay a man a definite percentage for work done. The difficulty about one who has grown to importance on a salary basis is that it is hard to arrive at a basis of percentage which will satisfy him without entailing overbalancing difficulties.

Let us suppose the man is selling $600 a week, running the perishable goods department and drawing $25 wages. That may be $10 more than you are paying the next highest man, yet it is far within the average allowable wages expense simply figured on his sales alone. But again, he has attained to such sales ratio and been satisfied up to now, while doing all the rest of the work indicated. The man is so cheap that you cannot afford to let him go.

If you took 8% as the basis of wages expense on sales, you would have to pay this man $48 per week—and that, obviously would never do.

You might take $600 weekly sales as your basic figure and pay him as much as 10% on all sales in excess thereof. But if you did that you would have him so eager to makes sales in excess of $600 that undoubtedly he would neglect his other work and you would merely spoil a good clerk.

Really, there seems to be only one way to meet the difficulty: to give him a definite share in the net earnings of the business, either in addition to or in lieu of a salary. Of course, such a matter must be handled with great care and foresight. It will have the great advantage that if there are no net earnings, no bonus will be due the clerk, while every incentive will impel him to watch and work to the end that the business be made more profitable.

The Equitable Share

Suppose your records over a series of years show that your average net profits—I mean absolutely net, with all shrinkages; losses and reasonable depreciation of all kinds out—is $2,400 a year. It might be good to arrange to give the man ⅛ or 3-16 of the net profit in addition to his salary as now fixed. This is

safe, for the net profits accrue over and above your expenses, and those expenses now include his salary. Yet this would give him $300 to $450 additional a year.

That figure would be well inside of the $48 per week to which 8% on sales would entitle him, while the chances are that, with such incentive to work, he would so exert himself, and be so greatly additionally helpful to you that he would more than earn his extra pay. Suppose, for example, that together you could make $3,000 net and your agreement was to pay him 3-16 of the net. His extra would be $462.50, and that deducted from $3,000 would leave you $2,537.50, or $137.50 more than your former total.

My excuse for discussing this matter is that I was asked a time since to write it in confidence to one who was faced with the problem. I hope, therefore, that it may be of some use to others.

ARE THE GIRLS TO BLAME?

The Editor of the Southampton, Ont., "Beacon" discussing editorially the coming to Canada of 50,000 British, Scotch, Irish and French girls as wives of soldiers says:

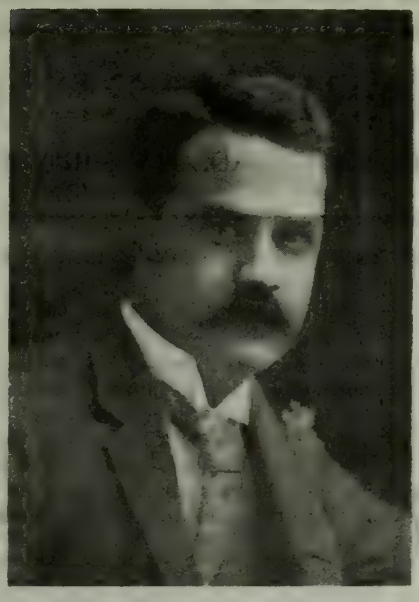
"Instead of complaining over the actions of their more successful sisters who have captured and are capturing by thousands the hearts of Canadians, let them of this and other Canadian cities consider where they stand.

It isn't to be wondered at that young men are fighting shy of marriage in this country, for the girls have made them afraid of the expense involved. Nowadays a girl is not content to start life where her parents started, or even where they leave off. She wants to start life on a scale that is simply ruinous to any young man except those earning enormous salaries, and there aren't many of these hereabouts.

Girls nowadays are demanding to be taken to the best shows. They want diamond engagement rings, and anything less than a $10 or $15 Christmas present is scarcely looked at. Then there are motor drives, boxes of chocolates, a house furnished on a costly scale when it comes to marriage, and so on, until it is no wonder the Canadian youth fights shy of marriage or keeps postponing it. They cannot stand the expense.

Over in England it is probable that the "get-rich-quick" craze hasn't yet reached our stage of magnificence. The girls are probably more human and appraising of values except the looks of our boys and so our Canadian girls are losing out. They want too much and are rendering marriage impossible."

The Pyrene Manufacturing Co. of Canada, Ltd., has issued a calendar entitled, "Burning the Debt of Home Sweet Home." The scene is that of a suitably tinted lithograph, showing a happy family of father, mother and child sitting before the lighted fireplace, and the mortgage is just being thrown on the flames.



W. A. MACLENNAN

Who as stated in last week's issue of HARDWARE AND METAL *died suddenly. He had charge of the sales office of the Steel Company of Canada at Vancouver.*

CHRISTMAS WINDOW CONTEST

Continued from page 41

with a Japanese parasol hung from the peak.

"The floor, which is in three steps, is covered with white cheese cloth and powdered mica to represent snow.

Specially Selected

"The goods which are displayed on these steps are those selected for the Christmas trade and are of the highest quality. Each article is priced in plain figures so that the price is well fixed in the mind of the shoppers. We find that it is much more effective having the price on each article, for often people are afraid to come in and ask for fear the price will be higher than they expected and they will be forced to buy. Whereas on seeing the price they will often come in and buy an article and perhaps see several other things they want before leaving. Hence by the free use of price tickets we have increased our sales many times, which is the main object of well dressed windows."

MAY ASK FOR INQUIRY

According to newspaper reports Eastern Canada farmers are preparing petitions to be forwarded to the Government demanding an inquiry into the high cost of fertilizer over that of last year. It is pointed out that fertilizer without potash should not have advanced in price at it has. The farmers will insist that a Government inquiry be made and they will further demand that the Government grant preference to perishable goods immediately for shipments to Europe.

MAKE THE CONVENTION A REAL HUMMER

Continued from page 46

many points coming up continually through the sessions, which will apply to the business of each individual, that unless he comes prepared with pad and pencil to make notes right at the time, he will miss many valuable suggestions. It is useless to try to trust to one's memory on an occasion of this kind. The only way to do is to make notes, and then they can be referred to afterwards and the whole subject may be recalled.

A gathering like that which is to be held in Hamilton on February 18, 19 and 20, affords a real opportunity that no hardware man can afford to miss. The points that he will pick up in regard to conducting his business will alone repay him for the trip, to say nothing of the opportunities of meeting the manufacturers, seeing how the products he handles are made, learning what conditions are likely to prevail in the future regarding markets and prices. The chance of meeting the other hardware men and of hearing them discuss their problems is worth while in itself. More valuable experience can be picked up in a short time in this way than the average merchant would gather in any other way in years. It is the men who are face to face with the business problems who can tell just what they have had to meet and how they met it. Many dealers have been surprised to find that the problems mentioned were often the very ones that they had been puzzling over and trying to figure out.

Hardware men who are not members of the association have an opportunity to come to Hamilton and join. The more members any association has, the more powerful will be its influence, and the more widely it can be exerted. It is the aim of the officers of the Ontario Hardware and Stove Dealers' Association to make the organization of real value and service to all members. One of the best ways hardware men can assist in doing this is by co-operating closely in every way with the work that is in hand.

All hardware men who are going to the convention are advised by the committee to purchase an ordinary return ticket. Owing to the abnormal demands on the railways, due to the returning troops and the forwarding of food stuffs, it has been impossible to secure reduced fares during 1919.

The Officers

The officers of the association are:

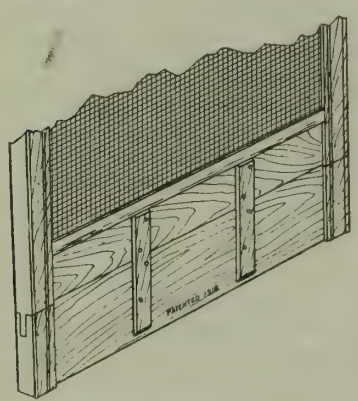
President, D. A. Macnab, Orillia; First Vice-President, A. J. Wright, Hamilton; Second Vice-President, Ed. Wanless, Chatham; Secretary, W. F. Macpherson, Prescott; Treasurer, John Caslor, Toronto. Executive Committee, F. B. Smith, Belleville; Jas. McGregor, Caledonia; A. K. Bernhardt, Preston; A. H. Wideman, Markham; A. E. Bottum, Bobcaygeon; Geo. E. May, Toronto. Auditors, Geo. Matheson, Toronto; J. W. Peacock, Toronto.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

A NEW SCREEN DOOR INVENTION

In certain cities and localities it has become a custom in building brick houses to use very narrow door sills, even narrower than the hanging-stile or door frame. This custom, it is said, has been the cause of much annoyance to the hardware dealers because in nearly every instance the front door step is built from 3½ to 7 inches above the verandah of porch floor, and in cases of



Screen Door Extension

this kind the dealer has not been able to sell a stock screen door that would be suitable and the householders have heretofore been advised to "build the step out" or let the door come down to the floor and fill in the top with a board.

The Kasement Skrene Dore Co., Toronto, has recently put on the market a new extension bottom which can be easily attached to their doors and which makes it possible to extend the length of any stock door from 3 to 7 inches according to the requirements.

The illustration herewith shows the inside lower part of a door with the Extension Bottom attached. The exterior, of course, is finished perfectly flush with the bottom rail of the door. The Extension Bottoms are made with mortises at each end which fit over the tenons already on every "Kasement" door, and there is also furnished with each Extension Bottom, two reinforced cleats. The bottoms are furnished in widths to correspond with the doors and can be had in any finish to match the doors.

The trade prices on the Extension Bottom with the two cleats, finished to match any 'Kasement" door, is thirty-five cents (35c).

Further information may be obtained by writing Kasement Skrene Dore Company, 183 Church Street, Toronto.

CHAMPION SPARK PLUG CO

The Champion Spark Plug Co., Toledo, Ohio, manufacturers of the Champion Dependable Spark Plugs, produces three types of plugs specially adapted for tractor and truck service. Of the three, probably the Champion "Tractor" plug is best known as it is used as regular factory equipment on Fordson tractors.

It is of two-piece construction which, it is stated, makes it easy to take apart and clean. The length of the shell, it is claimed, is just right to bring the electrodes into the combustion chamber and the fixed electrode has the sparking end of the electrode higher than the bend; in



Spark Plug

this way, it is stated, any oil which may get on the electrode will drip away from the sparking point.

The insulator, it is stated, is made of the finest porcelain mixture obtainable and patented copper gaskets lined with asbestos protect the shoulders of the porcelain where the pressure is greatest.

SE-MENT-OL LIQUID

Se-Ment-Ol Liquid, a product which it is claimed will add greatly to the convenience of the motorist, has been placed on the market by the Northwestern Chemical Co., Marietta, Ohio.

Se-Ment-Ol Liquid, it is stated, contains all the chemical properties of the original powder form, of Radiator Cement.

The motorists, it is stated, pours Se-Ment-Ol Liquid into the radiator and drives on, losing no time from business or pleasure, as it is not necessary to lay up the car to allow the repair to set or harden.

The water is circulated through the cooling system, it is stated, carries Se-Ment-Ol to the leak and on coming in contact with the air, it is claimed, it congeals and is hardened by the heat from the motor, forming an elastic repair which cannot be destroyed by the action of the water or the vibration of the car.

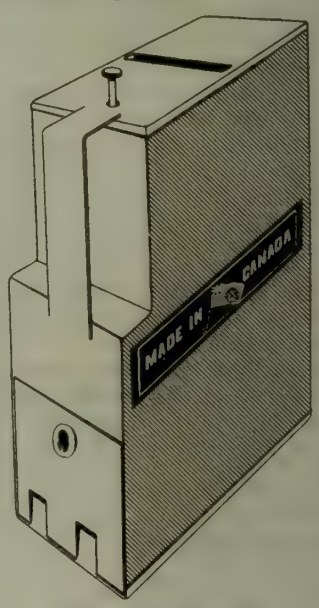
It is not necessary, it is stated, to drain the radiator.



SeMent-Oil Liquid

FARE BOX BANK

The Coleman Fare Box Co., Ltd., 1191 Bathurst St., Toronto, is putting on the market toy fare box banks. These are made in three sizes, and it is stated they are made up in miniature after the



Fare Box Bank

same style as the portable fare box equipment supplied to the street railway companies. They are made in three colors, red, green and blue. One style of bank is of rectangular shape and has a small sliding door with handle and slot for coins or tickets.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

FURTHER declines have been recorded in jobbers' prices of both galvanized and black sheets. The former have come down 80c per 100 pounds, and the black are down from 50c to 80c. It is indicated that basis now established is right in line with figures at the mills, and no further recessions from quotations adopted are expected unless the mills undertake a further revision in their prices. The tonnage coming to hand is considered very good, and salesmen are very keen on the trail of orders.

A marked lowering of values on white lead in oil has occurred this week. Prices now ruling provide for a decline amounting to $1.50 per 100 pounds. This move to lower levels is primarily a result of the downward trend of pig lead, with the lower values on linseed oil a contributing factor also.

Prices on linseed oil this week are again under the hammer, and quotations prevailing are at figures from 5c to 10c per gallon below last week's levels. The depression in the market on flax seed is in line with other grains, and the lower quotations have not served to stimulate buying interest to any extent. The same is true of the linseed oil, for even at low figures to-day there is only nominal interest shown. Prospects of an early spring, with an early painting season, may stimulate sales and start things moving in another week or two.

Quotations established this week on fuel oil are lower, the decline amounting to 2¼c per gallon. Coal oil and lubricating oils are unchanged, and gasoline is holding at steady levels. Business is very brisk and outlook bright.

Revised prices on discharge hose, suction hose, injector hose, rubber belting, canvas belting and endless belts have been issued, some showing slight declines, whereas others again are up from 10 to 25 per cent. Scythe stones, stove polish, self-wringing mops are higher, and toilet clippers have also followed the upward trend. Machine screws came in for revision downward, and new prices have been issued on shock absorbers and one line of churns which provide for a slight readjustment from recent figures.

Business is looked upon as seasonably good, and a much better feeling exists throughout the trade as a whole. Inquiries are coming to hand and that these will early develop into orders seems consensus of opinion. The outlook is considered very bright, and once things open up, which they will soon do, it is expected that business will hum.

MONTREAL MARKETS

MONTREAL, Jan. 23.—Hardware markets are fairly steady this week, but there have been a few changes, some of them in staple lines. Of prime interest is the announcement of a decline in iron and steel bars. This is 25c per 100 pounds in the case of common iron, and as high as 75c for some grades of steel. Mild steel, sleigh shoe steel and band steel are also on the same basis now as common bar iron. Other declines are those for carpet sweepers of various makes, wrought brass butts, and ingot tin, lead, antimony and spelter. Old materials are easy and quiet, while lead products are quiet and the undertone is easy. Fuel oil is likely to decline. The rope market has been firmer on advices from without, which indicate a stiffening basis for hard fibres.

Carpet Sweepers Less; Wrot Brass Butts

Montreal.

CARPET SWEEPERS, BUTTS.—Declines have been effected for carpet sweepers. Universal, japanned are now selling at $37 per dozen; nickel-plated at $43; Grand Rapids, japanned at $39, and nickel-plated at $45. Wrought brass butts are down approximately 10 per cent.

Nails Are Steady; Wire Unchanged

Montreal.

NAILS AND WIRE.—The market for nails is seasonable and there are no changes of any kind, wire nails of standard make selling still at $5.50, and cut at $5.85 per keg of 100 pounds. Standard smooth wire is steady and unchanged at $6.25 per 10 pounds.

Gas and Electric Ranges Will Sell

Montreal.

STOVES AND WARES.—That there will be a revival of special stove business is predicted here. The use of gas stoves is expected to be larger than ever, and that for oil ranges as well. The development of the electric range business is also expected to be greater this year than ever before. Regular stove and range business is naturally small at present, and while the demand for wares in a general way has been light, business is now coming to hand, orders already having been received.

Rope is Firmer, But No Change

Montreal.

ROPE AND CORDAGE. While there is no quotable change in the rope basis, the stiffening of prices on manila hemp outside leads to the possibility of prices

being revised upward, particularly on manila grades. There is a very much firmer undertone at this writing. Pure manila basis is 28½c; British manila 24c, and sisal 25½c per pound.

Basis is Held on Oil and Gasoline

Montreal.

GASOLINE, COAL OIL.—The markets are without change for both coal oil and gasoline, and a seasonable amount of business is being effected. The quotation for motor grade gasoline is 34c, and coal oil prices are: Royalite, 19c; Palacine and Electroline, 22c per gallon. There is likely to be a slight reduction in the price of fuel oil.

Little Trade in Sheets and Plates

Montreal.

SHEETS AND PLATES.—The week has not brought forth a great deal of change in the demand for sheets. The basis is rather nominal and various jobbers are making revision from time to time, although no quotable changes are effective as yet. Stocks are ample to meet the present needs of the trade.

BLACK SHEETS—		Per 100 lbs.	
10 gauge	7 25	$7 35	$8 50
12 gauge	7 35	7 40	8 50
14 gauge	7 10	7 35	8 20
16 gauge	7 20	7 55	8 25
18-20 gauge	7 50	8 15	8 30
22-24 gauge	7 60	8 20	8 35
26 gauge	7 65	8 30	8 40
28 gauge	7 75	8 50	8 50
GALVANIZED SHEETS—			
10¾ oz.		$ 9 50	$10 75
28 gauge		10 90	10 25
26 gauge		.....	10 00
22 and 24 gauge		.....	9 85
20 gauge		.....	9 65
18 gauge		.....	9 65
16 gauge		.....	9 50

NOTE—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Iron, Steel Bars Down 25c to 75c

Montreal.

IRON AND STEEL.—A reduction in the basis of all grades of iron and steel has been effected and the changes are from 25c per 100 pounds to 75c. Thus the base price now for bar iron is $4.30 per 100 pounds, and one of the interesting features is that of band steel, mild steel and sleigh shoe steel being placed on the same quotation. Tow calk steel has been reduced 75c per 100 pounds to $5.20, and spring steel to $6 from $6.50.

Common bar iron, per 100 lbs.	$4 30
Refined iron, per 100 lbs.	5 30
Mild steel	4 30
Iron finish machinery steel	4 35
Norway iron	12 00
Single reeled machinery steel	6 00
Spring steel	6 00
Sleigh shoe steel	4 30
Tire steel	4 50
Toe calk steel, per 100 lbs.	5 20
Band steel	4 30
Harrow tooth steel	4 35
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Black Diamond cast steel, lb.	0 22

Lead Products Easy, But No Change

Montreal.

LEAD PRODUCTS.—There has been an easy undertone to these lines and it will not be surprising if revisions are made to lower levels on some products. With a continued decline in pig lead and the same available on a better basis than for some time, manufacturers will undoubtedly be able to offer a somewhat better price range, although this change, when effected, will doubtless be gradual.

Lead pipe, lb.		$0 13
Lead pipe (cut lengths)		0 14
Lead waste pipe, lb.	0 14	
Lead traps and bends	Net list.	
Lead wool, lb.		0 14
Lead sheets, 3 to 3½ lbs. sq. ft., lb.		0 12¾
Lead sheets, 4 to 8 lbs., s. ft.		0 11½
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c. lb. extra.		
Solder, guaranteed, lb.		0 47
Solder, strictly, lb.		0 40
Solder, commercial, lb.		0 36¾
Solder, wiping, lb.		0 36¾
Solder wire (8 gauge)—		
40-60		0 47¼
45-55		0 51
50-50		0 55
Zinc sheets, casks		
Do., broken lots		

Old Material in Quiet Condition

Montreal

OLD MATERIAL.—The condition of the markets is still very quiet. There is really nothing doing at the present time and buyers are not at all anxious to purchase even at the lower prices quoted last week. It is doubtful if the markets will be stimulated greatly for a few weeks.

Yellow brass	0 10	0 11
Red brass	0 14	0 15
Light brass		0 08
Scrap zinc		0 05¾
Heavy copper	0 18	0 19
Wrought iron, No. 1, per gr. ton	18 00	19 00
No. 1 machinery cast		30 00
Heavy melting steel		15 00
Pipe scrap	15 00	16 00
Stove plate, per ton	17 00	18 00
No. 2 busheling	12 00	12 50
Old rubbers, boots and shoes	0 07	0 07½
Overshoes, lumbermen's rubber boots		0 05½
Bicycle tires		0 04
Automobile tires	0 04	0 04½

Tin, Lead, Spelter, Antimony Lower

Montreal.

INGOT METALS.—A sagging of values is still manifest in many of the ingots. Tin, spelter, lead and antimony are all down somewhat, and it is expected that an easy condition will prevail.

COPPER.—While there is no quotable change of price this week, the demand for copper is light, and the price holds at 25c per pound.

TIN.—With little business in sight, lower prices are being quoted and a basis of 66c per pound is now prevailing here. There are ample stocks.

SPELTER.—A slight shading of price is noticeable this week and sales are made at 9c to 9½c per pound.

LEAD.—Softness still characterizes this line and the quotations are somewhat below the figures of last week, $8.50 to $8.75 per 100 pounds being quoted.

ANTIMONY.—Half a cent per pound has been taken from the previous quotation and the price to-day in this market is 9½c per pound. Sales are light.

ALUMINUM.—At 43c per pound aluminum still holds, and this price is said to be close. Little business is obtainable.

TORONTO MARKETS

TORONTO, January 23.—Lower prices have been named on black and galvanized sheets, the former coming down from 50c to 80c per 100 pounds, and the latter 80c. On the basis now established jobbers indicate that absolutely rock bottom figures have been reached in line with prices at the mill and they are now keen on the trail of business which can be handled from ample stocks. Machine screws show a slight revision downward and pipe taps, reamers, countersinks and screw plates have in some instances declined slightly. Lower buying prices on some lines of scrap are ruling, but these are really only nominal, as dealers are not keen on securing further stocks. Fuel oil has come down another cent or two.

Business is fairly good and in another couple of weeks the movement of spring orders will, it is thought, be in full swing. Prospects are considered bright.

Machine Screws Revised Downward

Toronto.

MACHINE SCREWS. — New discounts have been established on cut-thread machine screws which provide for net prices below previous levels. This shows some readjustment, the oval and fillister head steel being unchanged, while other changes provide for declines of from 10 per cent. upward. The present discount on cut-thread machine screws are given herewith along with the old discount for comparison. These apply to standard lists:

	New	Old
Flat and round head, steel	27½%	27½%
Oval and fillister head, steel	10%	10%
Flat and round head, brass	15% plus	20%
Oval and fillister head, brass	net plus	20%

Screw Plates, Pipe Taps Down

Toronto.

SCREW PLATES, PIPE TAPS.—Revised prices have been issued on some lines of screw plates which provide for a decline of about 5 per cent. Similar action has been taken in reference to pipe taps, pipe reamers, countersinks and kindred lines, the new quotations ranging

from 5 to 10 per cent. below previous figures.

Wood Screws Hold Unchanged

Toronto.

WOOD SCREWS.—Discounts on wood screws show no revision during the week and indications seem to point to a very well maintained market for some little time to come. Canadian manufacturers, it is indicated, have not taken full advantage of advances recorded in the United States markets and unless very much lower levels were to be established there the situation here might not be affected very materially. Latest available quotations on the flat head steel in the United States markets are made at a basis of 67½ and 20 per cent. from list, while the Canadian price to-day is 72½ per cent., only a fractional difference. About the same difference exists in round head steel screws.

Prospects on Wares Good; Stoves Too

Toronto.

STOVES, WARES. — Travellers for enamelware and kindred lines are out on the trail again and business they are sending along is considered quite satisfactory. Sorting business is fair and booking for a little later date quite brisk. Indications point to a good movement and manufacturers are very busy getting stock ready to complete business on their files.

Business in stoves is a little quiet just now. This is a seasonable condition and the mild weather has been another factor to curtail sales somewhat. Prices are holding at unchanged levels.

Cordage Unchanged; Bookings Good

Toronto.

CORDAGE.—There have been no new developments as regards prices this week in relation to cordage. The manila hemp market is firmly held at slightly stiffer prices and this has strengthened the situation in rope somewhat. Jobbers report a very nice volume of business booked up for a little later shipment and the outlook is considered good. Prices to-day are held at following figures: Pure manila 28½c per pound base; British manila 24c; New Zealand hemp 24c; sisal 25½c.

Nails Remain at Unchanged Figures

Toronto.

NAILS, WIRE.—There has been no change recorded in the situation on nails. There seems to be some shading of prices going on but just how extensive this is cannot be determined. It is indicated that most manufacturers must be working on high priced rods and the only reason assigned for lower prices is to increase sales. Whether this result will be attained or not is just a question—such action often develops into buyers adopting a waiting attitude to see what will happen next. Generally, quotations are holding at $5.50 per 100 pounds base for the wire and $5.85 for the cut nails. The situation is just a little uncertain in view of price shading noted above.

Prices hold at unchanged levels for smooth steel wire with little demand recorded. The base price is $6.25 per 100 pounds.

Fuel Oil Declines; Coal Oil, Gasoline

Toronto.

OILS, GASOLINE.—A decline of 2¼c per gallon has been recorded in the price of fuel oil this week. On the new basis, barrels are quoted at 10¼c per gallon and tank cars at 8¾c per gallon.

No change has been recorded in prices of coal oil this week and indications point to a very active demand. Quotations being made to the trade range from 18½c to 21½c per gallon according to grade. Gasoline is without any special feature this week. Sales have been maintained at a high average throughout the winter season owing to the mild weather with a consequent increased use of cars. Price holds without change at 33c per gallon.

Bars Unchanged; Outlook Better

Toronto.

IRON AND STEEL.—It is understood that several Canadian mills that are maintaining merchant bar mills are giving quotations to the trade that put them in the position of meeting the base price for United States steel. They have not dropped their price to the exact United States figure; in fact, it is doubtful if they could do so and make any returns at all. But add freight, duty and war tax, and you will have almost the price at which bars can be bought in Canada to-day. This may mean a further slight revision in prices to the retail trade which will be taken care of in due course. For the present there is no further change in quotations shown below:

Common bar iron	$4 75	$5 00
Common bar steel	5 00	5 25
Refined iron	5 15	5 40
Angle base	5 25	5 50
Horseshoe iron	5 00	5 25
Tire steel	5 15	5 40
Mild steel	5 00	5 25
Norway iron	11 00	13 00
Toe caulk steel	5 90	6 15
Sleigh shoe steel	5 00	5 25
Band steel, No. 10	5 25	5 50
Do., No. 12	5 50	5 75
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 22	0 30

Market Holds in Corrugated Sheets

Toronto.

CORRUGATED SHEETS.—There is little new to report in the situation in regard to corrugated sheets and kindred lines. The market is firmly held and there seems to be a fair amount of business, for the season, available. A little more activity is expected early this month and from then on it is hoped trade will open up quite actively. Quotations on eavetrough and conductor pipe shown in

BRIEFS FROM THE WEEK'S MARKETS

Galvanized sheets declined 80c per 100 pounds in some quarters this week. To-day's basis is said to be absolute rock bottom on mill values now. Black sheets came down 50c to 80c per 100 pounds also.

* * * *

A slight revision downward in waxing brushes has been recorded. Lower cast iron value is contributing factor.

* * * *

Machine screws, cut thread, have undergone a revision downward. New discounts provide for declines of 10 to 25 per cent.

* * * *

Fuel oil recorded a decline of 2¼c per gallon this week.

* * * *

White lead in oil registered a substantial decline this week, prices dropping $1.50 per 100 pounds. Lower pig lead was main contributing factor, though lower oil entered into the situation, too.

Linseed oil declined 20c per gallon at Winnipeg since last issue. Two 10c drops were recorded. Other markets show declines also, ranging from 5c to 10c per gallon.

* * * *

Lead pipe and waste came down another 1c per pound this week.

* * * *

Rubber belting shows a slight decline this week. Discharge, suction and injector hose, along with canvas belting and endless belts, came in for revision, too, some downward and others the other way, the advances amounting to 10 to 25 per cent.

* * * *

Lower buying prices have been named on some lines of scrap metals. Even at to-day's figures, there is little inclination to buy in evidence.

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Shoe polishes are lower and stove polishes have advanced, Winnipeg and London markets indicate.

current market quotations are without change; prices on corrugated sheets herewith are steadily maintained.

TORONTO— Corrugated Sheets—	Per 100 Sq. Feet. Gal'zed	Painted
No. 28 gauge	$9 00	$7 50
No. 26 gauge	10 00	8 50
No. 24 gauge	15 00	11 25
No. 22 gauge	18 00	14 00
No. 20 gauge	21 00	17 50
No. 18 gauge	27 00	21 00

Discount, 7½ per cent.

Lower Prices Named on Sheets

Toronto.

SHEETS, PLATES.—Lower prices have been named in some quarters on both galvanized and block sheets, the former coming down about 80c and the latter from 50c to 80c per 100 pounds. Prices named herewith are right in line with quotations from the mills and that lower prices than these will develop is not probable unless mill figures are revised; this is not an immediate prospect. The tonnage coming to hand is good and jobbers generally are in a position to take care of all business offering. The demand just at the moment is not heavy but activity is looked for at an early date.

BLACK SHEETS—			Per 100 lbs.
10 gauge	$6 00	$7 50	$8 50
12 gauge	6 05	7 35	8 35
14 gauge	6 10	7 20	7 90
16 gauge	6 20	7 25	8 00
18-20 gauge	6 80	7 30	7 80
22-24 gauge	6 85	7 35	7 85
26 gauge	6 90	7 40	7 90
28 gauge	7 00	7 50	8 00
3/16-inch plate	....	....	7 40
¼-inch boiler plate	....	....	7 00

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—			
10¾ oz.	$8 50	$9 30	$9 50
U.S. 28	8 20	9 00	....
U.S. 26	7 90	8 70	....
22 and 24	7 75	8 55	....
18 and 20	7 60	8 40	....
16	7 45	8 25	....
12 and 14 gauge	7 35	8 15	....

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

Boiler Tubes Hold; Wrought Pipe

Montreal.

BOILER TUBES, WROUGHT PIPE—There has been no new developments of particular interest this week in boiler tubes. Prices are holding steadily at new levels reached last week and a fair amount of business is coming to hand. Jobbers report stocks in much better shape as a result of shipments from the mills coming in more freely and it is hoped that supplies will soon be available as wanted. Prices are shown below.

Wrought pipe reveals no further price changes from those noted last week and the trade generally has settled down to the new basis and is now keen on developing new business. The present scale of prices appears in current market quotations.

Boiler Tubes— Toronto—	Per 100 feet Seamless	Lapweld
1 inch	$32 00	$.....
1¼ inch	36 00	.....
1½ inch	39 00	32 00
1¾ inch	39 00	32 00
2 inch	45 00	32 00
2¼ inch	48 00	34 00
2½ inch	50 00	40 50
3 inch	58 00	45 00
3¼ inch	.....	52 00
3½ inch	70 00	54 00
4 inch	80 00	67 00

No Further Change In Lead Products

Toronto.

LEAD AND ZINC PRODUCTS.—No further change has been recorded in manufactured lead products this week, the market being steadily held at levels shown below. A fair amount of business is being transacted and manufacturers are very well satisfied with volume of orders coming to hand. Solder shows comparatively little change although wire solder is down another ¼c per pound in some quarters to 46½c. Other grades are held at unchanged levels as shown herewith.

Lead pipe, lb.		$0 13
Lead waste pipe, lb.		0 14
Lead traps and bends		Net list
Lead wool, lb.		0 14
Lead sheets, 4 to 6 lbs., sqr. ft., in rolls, lb.	0 11½	0 12½
Cut sheets, ½ to ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 40	0 45
Solder, strictly, lb.	0 38	0 43
Solder, commercial, lb.	0 33	0 39
Solder, wiping, lb.	0 31½	0 45
Solder, wire, lb.	0 46½	0 54
Zinc sheets, lb.		0 26

Scrap Markets Show Little Change

Toronto.

OLD MATERIALS.—Conditions in the scrap market are not improving. Neither are they getting any worse, for the good reason that there is no business moving by which to judge. Although some dealers report fairly barren yards, they are not minded to go out and fill up even at the present low levels. Buyers are fairly well stocked in many cases, and do not want anything. Some further revisions from levels noted last week have been made in prices given herewith:

Dealers' Buying Prices—		
Tea lead, lb.	$0 03½	$....
Heavy lead pipe	....	0 05
Yellow brass	....	0 08
Red brass	....	0 10
Light brass	....	0 06
Heavy zinc	....	0 05
Heavy copper	....	0 15
Stove plate, per ton	.....	14 00
Old cast iron, per ton	....	18 00
Overshoes, trimmed Arctics		0 06
Auto tires	0 04	....
Bicycle tires	0 02½	....

	Per gross ton.
No. 1 railroad wrought	$15 00
No. 2 railroad wrought	8 00
Pipes and flues	8 00
No. 1 busheling	11 00
No. 2 busheling	7 50
Country mixed scrap	10 50

LIST PRICE CHANGED

The list price on the Playtime washing machine, Style B, has been changed. The new list provides for an advance from $19.50 to $22 each. Discount remains unchanged.

Belting Holds At Unchanged Levels

Toronto.

BELTING.—There has been no change reported in the situation on leather belting during the past week. Business is considered very good and prices are steadily maintained with indications that this condition may prevail for some little time to come. One manufacturer stated that stocks had reached such a low ebb during the war period that it would take a good six months yet before supplies were really back to what might be termed a normal basis. The outlook for business is generally considered very good.

Easier Tone in Lead; No Quotable Changes

Toronto.

INGOT METALS.—A somewhat easier tone is reported in the lead market but this has not yet been reflected in local prices. The entire range of metals shows little variation and no quotable changes are reported. The demand for all lines is within rather narrow channels just at the moment.

COPPER.—As far as the copper market is concerned there is no news of any change. It is indicated that there is no real business in sight at the moment but producers and consumers seem to feel that the situation will work out satisfactorily without any rushing on the part of the trade. Prices locally provide for no change, the basis of 30c per pound generally prevailing.

TIN.—The situation in regard to tin is reported unchanged and stagnant. Conditions remain much the same as last week, in fact there has been little of particular interest develop since the turn of the New Year. Quotations locally remain at basis of around 70c to 80c per pound.

SPELTER.—The market generally is considered weak, but there is no change worth noting. Primary points report straight declines with little or no activity apparent. The price holds around 9½c per pound.

LEAD.—The feeling is one of easiness and primary points report lower levels as having been reached. This has not been reflected locally as yet, quotations holding at 7c to 7¼c per pound. Activity is not one of the features reported in the situation on lead.

ALUMINUM.—Prices in United States markets rule at fixed figures, and will until March 1. This is having a stabilizing influence on the market, but there is little movement noticeable. Commercial interests are not yet absorbing any considerable quantity. Price locally holds at 50c per pound.

ANTIMONY.—No change in the price of 10c per pound locally has been reported. The spot markets at primary points exhibit some weakness with trading in futures practically at a standstill. There is little moving here.

PIG IRON.—No startling changes are reported. A steadier feeling seems to have materialized and the trade is proceeding with the work in hand. The ocean freight rate situation is being watched carefully by United States interests in anticipation of further reductions which will enable the producers to offer their goods in markets abroad at prices which will compare more favorably with British market values.

LONDON MARKETS

LONDON, Ont., Jan. 23.—A remarkable decline of $1.50 per 100 pounds in white lead in oil featured the markets this week. Lower prices have been recorded on linseed oil also, while turpentine has stiffened somewhat. Higher prices on scythe stones, mops and stove polish have been recorded, and a similar move has been made in toilet clippers as well. Prices on churns have in some instances shown some slight readjustment.

Business continues good, although the exceptionally mild weather is stopping the sale of many winter lines in this district.

Churn Prices Show Adjustment

London, Ont.

CHURNS.—The new prices issued on "Dazey" churns a couple of weeks ago have come in for a slight readjustment, and the quotations which are now being made to the trade, representing the new figures, are as follows: No. 30, glass, $20.75 per doz.; No. 40, glass, $27 per doz.; No. 200, metal, $3.65 each; No. 400, metal, $5.75 each; No. 600, metal, $6.85 each; No. 1000, metal, $11.50 each.

Shock Absorber Prices Announced

London, Ont.

SHOCK ABSORBERS.—Prices have been announced on H. & D. shock absorbers for Ford cars. The levels which have been reached are given as follows: Single arm: 1 to 5 sets, $7.50 per set; 6 sets to 1 case, $7 per set. Twin arm: 1 to 5 sets, $9 per set; 6 sets to case, $8.40 per set. For one-ton trucks: 1 to 5 sets, $15 per set; 6 sets to case, $14 per set.

Mops Higher; Stove Polish, Too

London, Ont.

MOPS, STOVE POLISH.—New prices have been announced this week on self-wringing mops, which provide for an advance of 25c per dozen. On the new basis quotations being made to the trade are at $5.25 per dozen. Self-wringing mop cloths are also higher in price at the new figure of $3.25 per dozen. Stove polish has come in for revision in some quarters, the Zebra line being quoted at $1.40 per dozen, which figure represents an advance over previous levels.

Scythe Stones Revised Upward

London, Ont.

SCYTHE STONES.—New prices are available on scythe stones, and these show an advance over former levels. The present basis of quoting which has been established is given as follows: Western Red End, $2.75 per box of 3 dozen; Clear Grit, $3.50 per box; Star, $3.85 per box; Quinebog, $4 per box.

Toilet Clippers Move Higher

London, Ont.

TOILET CLIPPERS.—Quotations have been revised on toilet clippers, and on the basis now established prices are higher. The figures which have been attained on the Brown and Sharp line of toilet clippers are given as follows: Bressant No. 0, $4.15 each; No. 1, $4.15 each.

Marked Decline in White Lead in Oil

London, Ont.

WHITE LEAD IN OIL.—The market on white lead in oil has undergone a sharp revision downward this week, quotations being made to the trade at figures $1.50 per 100 pounds below figures ruling for some time past. It is indicated present basis will be maintained until July 1. The new quotations are for pure, $16.30 per 100 pounds in ton lots, and $16.65 in less than ton lots.

Wash Machines Enjoy Activity

London, Ont.

WASHING MACHINES.—Indications are that there has been an extra good sale in this district during the past month for washing machines and wringers, hand, water power, and electric. Prices on some of the best selling lines of washing machines follow: Hamilton, $7.56 each; Patriot, $11.97; Canada First, $11.97; New Era, $11.34; Ideal Water Power, $17.64; Connor Water Power, $18.90; Perfection Electric, $71.51.



Why not go down simultaneously?
—Morris for the George Matthews Adams Service.

Cross-Cut Saws in Fair Demand

London, Ont.

CROSS-CUT SAWS, HANDLES.—A very fair sale of cross-cut saws is reported and the market has held firmly at unchanged levels. Quotations now ruling are given as follows: Philadelphia Lance, 57c; Champion, 57c; Improved Champion, 57c. Maple Leaf Lance, Premier, Pangburn, Maple Leaf Racer, Arrow Head, Simonds, No. 22 and No. 13, 5 ft. $4.95; 5½ ft. $5.85; 6 ft. $6.60 each. Cross-cut saw handles are moving forward fairly well also. Prices have shown no recent change, the quotations today being given as follows: No. 6, $4.05; No. 6½, $4.05; No. 3, $5.30; No. 4, $4.05; No. 5, $7.20 per dozen. Lion, one man, $5.00 dozen only.

Oil Stoves and Heaters Moving

London, Ont.

OIL STOVES AND HEATERS.—A very fair movement of oil stoves is reported and a general movement to this trade is expected from now until March, the date set for shipment of spring orders. A good demand for oil heaters is still noticeable and prices on these, as well as stoves are well maintained. Quotations are as follows on some of the lines: Perfection oil stoves, 2-burner, list, $18.75 each; 3-burner, $24.25; 4-burner, $30.75, less 25 per cent. Perfection oil heaters, No. 525, list $7 each; No. 530, $8.25; No. 630, $10.25, less 25 per cent.

Putty Unchanged; Glass, Too

London, Ont.

PUTTY, GLASS.—Lower prices on linseed oil have not yet affected prices on putty, and the general feeling is that no immediate change will be made from present basis. Quotations to the trade to-day are: Standard, 100 lb. drums, $6.75; 25 lb. drums, $7 per 100 lbs.; pure, 100 lb. drums, $8.75; 25 lb. drums, $9 per 100 lbs. Window glass rules without change at firm levels, the following discounts still apply: Single diamond, 25 per cent. off list; double diamond, 25 per cent. off list; cut lights, 10 per cent. off list.

Linseed Oil Down; Turpentine Up

London, Ont.

LINSEED OIL, TURPENTINE.—Lower prices are again the order of the day on linseed oil, the decline for the week amounting to 5c per gallon. The market on seed seems somewhat depressed in line with other grains and the lower prices have not served to stimulate the demand on oil noticeable. Quotations to-day are: 1 to 2 bbls., raw, $1.55, boiled, $1.58 per gallon; 3 to 5, raw, $1.54, boiled, $1.57; 6 to 9, raw, $1.52, boiled, $1.55. Less bbls. add 10c per

gallon. Turpentine has followed the upward trend of Southern markets, being quoted to-day at an advance of 2c per gallon over former figures. Present basis is: 1 bbl. lots $1.12 per gal.; 2 to 4, $1.11; 5 gal., $1.22 per gal.

WINNIPEG MARKETS

WINNIPEG, January 23.—Markets during the past week again showed numerous price changes, some lines registering declines, while others show advances. The following lines are included in those to register advances: Rubber belting, canvas belting, endless belts, discharge hose, suction hose, injector hose and Norfolk latches. Linseed oil, wrought iron pipe, soldering coppers, bar iron and steel, and shoe polishes declined.

Business is reported to be brisk again, as many of the dealers have finished their annual stocktaking and are again replenishing their stocks. Spring orders in general have not started to move, but the next two weeks will no doubt see the start of the spring rush, and the outlook for a good year is very bright.

Lower Prices on Mouse, Rat Traps

Winnipeg.

MOUSE, RAT TRAPS.—A slight change has been made in the selling price of Victor mouse and rat traps during the week. New prices show a reduction of about 10 per cent., making to-day's prices as follows: Victor mouse traps, 30c dozen; Victor rat traps, $1.30 dozen.

Rubber, Canvas Belting Revised

Winnipeg.

RUBBER, CANVAS BELTING. — Prices for this season covering rubber belting and canvas belting, including threshers' belts, have just been announced. New prices on some lines show a slight reduction, while others show advances of from 10 to 25 per cent. over former quotations. The following are to-day's prices on a few of the lines:

RUBBER BELTING

Lion Brand	15-2½%
Western or Leader Brand (not over 6 in. wide)	20-5 %
For full rolls of above deduct an extra	5 %

Canvas Belting:—50% off new list.

Endless Thresher Belts:—

Feet	in.		ply	Rubber Price each.	Canvas Price each
100	6	x	4	$ 59.30	$ 55.00
100	7	x	4	69.20	62.50
120	7	x	4	82.65	74.50
150	7	x	4	102.80	92.50
100	7	x	5	85.70	85.50
120	7	x	5	102.35	93.00
150	7	x	5	127.30	115.50
100	7	x	4	79.10	70.50
120	8	x	4	94.45	84.00
150	8	x	4	117.50	104.00
100	8	x	5	98.05	.....
120	8	x	5	117.10	105.00
150	8	x	5	145.65	130.50
160	8	x	5	155.15	138.50
150	9	x	5	164.00	143.50
160	9	x	5	171.75	152.50

Suction, Injector Discharge Hose Changes

Winnipeg.

SUCTION, INJECTOR, DISCHARGE HOSE.—Revised prices have been issued to the trade on suction hose, injector hose and discharge hose for the coming season. These generally provide for a revision upward. Orders are now being booked for all these lines, subject to the usual terms. Quotations follow herewith:

Discharge Hose "Cable & Trade Brand," 1 x 3 ply, 19¼c ft.

Injector Hose—"Competition," 1 inch x 3 ply, 22c ft.; "Cable," 1 inch, 27½c ft.; "Yellowstone," 1 inch, 52c ft.

Suction Hose—J.C. or Cable, 2 inch, 15, 20 and 25 ft. lengths, 50c ft.; Yellowstone, 2 inch, 15, 20 and 25 ft. lengths, 75c ft.; Redstone, 2 inch, 15, 20 and 25 ft. lengths, 75c ft.

Hard Rubber Suction Hose—½ in., ¾ in., 1 in., 1½ in and 1¾ in., 3 or 4 ply, 33 1-3c ft.

Bar Iron Down To Lower Levels

Winnipeg.

BAR IRON.—Market prices on bar iron and steel show a slight reduction during the week of approximately 25c per 100 pounds. This change affects the following lines: Bar iron, $5.25 per 100 pounds, base; fire steel, $5.65 base; mild steel, $5.50 base; sleigh shoe steel, $5.50 base; all other lines remain at former levels.

Soldering Coppers Down 3c Pound

Winnipeg.

SOLDERING COPPERS.—Following the drop in the price of copper new prices have been named by the manufacturers on soldering coppers. Present quotations show a drop on the local market of 3c pound, and are to-day selling at 57c pound base, with the usual extras for sizes under 3 pounds per pair.

Further Change In Wrought Pipe; Down

Winnipeg.

WROUGHT PIPE—Prices on wrought iron pipe have again been revised during the week, showing a slight reduction over former quotations. To-day's market is as given below:

Wrought Iron Pipe—

Inch	Black	Galvanized
⅛	$5.76	$8.10
¼	5.40	7.74
⅜	5.50	7.88
½	7.38	9.10
¾	9.32	11.60
1	13.77	17.20
1¼	18.63	23.22
1½	22.28	27.77
2	30.00	37.40
2½	48.10	59.80
3	63.87	78.20
3½	81.80	100.80
4	96.90	119.30
4½	113.00	140.40
5	131.40	163.80
6	171.00	212.40
7	250.20	.....
8	262.80	.....

Latches Up 10%; Shoe Polish Down

Winnipeg.

LATCHES, SHOE POLISH.—Prices on Norfolk latches have been revised, due to increased production costs, and show an increase of approximately 10 per cent. Prices now ruling are given herewith:

Norfolk latches, unpolished: No. 1, $2.70; No. 2, $3.25; No. 3, $3.65; No. 4, $4.95; No. 5, $6.80 dozen.

Prices on "Two in One" shoe polishes, which are set by the manufacturers, have been revised to lower levels, and black, white, and tan polish is now selling at $1.20 per dozen.

Linseed Oil Sags; Down Twenty Cents

Winnipeg.

LINSEED OIL.—The price of flaxseed, which has declined during the past week, has been the means of lowering linseed oil prices. Present figures provide for a decline of ten cents on the local market. To-day's market prices are as follows: Raw linseed oil, $1.80 per gallon; boiled linseed oil, $1.83 per gallon; in single barrel lots.

Turpentine Goes Up Five Cents

Winnipeg.

TURPENTINE. — As predicted by HARDWARE AND METAL, prices have again advanced on turpentine, due to the limited supplies, together with the demand for export. New prices just announced show an upward trend of 5c per gallon, making to-day's selling prices as follows: Barrels, $1.30 gallon; ½ barrels, $1.33 gallon; 5-gal. lots, $1.35 gallon; 1-gal. lots, $1.35 gallon, plus the usual extras for containers.

Lead Pipe and Waste Down 1c

Winnipeg.

LEAD PIPE AND WASTE.—Lead pipe and lead waste have declined another 1c per pound in new prices just issued to the trade. The continued weakness of the pig lead market is primarily responsible for this move and quotations which are now being made to the trade are as follows: Lead pipe, $13.40 per 100 pounds; lead waste, $14.40 per 100 pounds.

PITTSBURGH MARKETS

PITTSBURGH, Pa., Jan. 23—Steel mill operations continue to decrease. While there is noted an increase in specifications in a number of lines, the increase is not sufficient to take up the slack caused by old orders running out. The current rate of operation is variously estimated, estimates ranging from 60 to 75 per cent. of capacity. The variation is doubtless due largely to the fact that the mills do not present an even front at all in this respect, some running much better than others, while there are also great variations in different departments in the same mill. Thus one interest states just to-day that it is operating 50 per cent. in ingots, 60 per cent. in one finishing department, 75 per cent. in another and 80 per cent. in another. The great divergence between its rate of steel production and its average rate of steel finishing is due to the fact that it had an accumulation of ingots, due to the sudden cessation of war work, and it is now seeking to finish all raw materials on hand. No one cares to carry any stock of anything, production costs being high with prospects of costs as well as selling prices coming down. There are probably many cases like that of this mill, where more steel has been produced than has been finished. That would explain the curious fact noted in last report, that production of ingots in December, taking the industry as a whole, was at a rate 2 per cent. in excess of the November rate.

Business Increasing

The common testimony is that orders and specifications are extremely light, but that they are increasing. They will have to increase quite a great deal in order to support the present rate of steel output, or indeed to keep the steel industry operating at 50 per cent. of its capacity, and doubts are entertained whether that can occur in the near future. A relatively hopeful view of the near future is entertained by some observers, who point out that so far as business is concerned the signing of the armistice came at the worst period of the year. By the time war work was largely stopped the holiday period was upon the trade, always a very quiet time in the industry, and so there has been no good opportunity thus far for business to revive. Now, however, it may do so. The season of the year, however, is still unfavorable. Trade revivals have never come in January, but rather appear in spring.

Prices

According to all accounts finished steel prices are being strictly held. This is regarded as perfectly natural in the circumstances. It is not that the mills do not need orders, for if they want to operate at anything approaching capacity they do need them badly, but because there is no incentive or temptation to cut prices. Nobody is placing temptation in the way of the mills by offering large tonnages of business at lower prices. Nobody is buying or specifying except those who must have material at once, and they are quite as ready to act at present prices as at cut prices, perhaps more so, as if there were cutting buyers would then begin to wonder how long the cutting would continue. So it seems to be settled that present prices will continue for some time to come, perhaps until spring.

Production Costs

All producers feel that there is opportunity for a very considerable reduction in cost of production without basic rates of wages being reduced, and it is well settled that no general wage reduction is going to be attempted, or even thought of, for months to come. Labor performance has been very poor, but unemployment is increasing and workmen have become afraid for their jobs so that they are disposed to render more nearly a day's service for a day's pay. Those who are not willing, however, can be replaced by men who are now seeking employment. There have been printed rumors of men seeking employment and offering to work at reduced rates, but these rumors are not confirmed, and may have been put out from interested sources.

Apart from the reduction in labor cost that will come from a restoration or partial restoration of normal performance on the part of labor, there are various decreases in production costs occurring. Scrap, for instance, has greatly declined. Heavy melting steel under Government control was $29, delivered, dealers being permitted to charge 3½ per cent. commission, making the actual cost about $30. Moreover, a great deal of material was sold as "unguaranteed low phosphorus scrap" at $34, this being an evasion of the regulations involving that higher price since the material was used as ordinary heavy melting steel. In the past week mills have bought heavy melting steel at $20, delivered, and now fear that possibly they paid too much. This is $10 to $15 decline in cost of that material.

As to coke, there has been a slight softening in the market. Before the announcement last Saturday that the Fuel Administration price control of coke and bituminous coal would come off February 1 there had been sales of off grade Connellsville furnace coke at $5.50, or 50 cents under the Government limit. While the sales were excused on the ground that the material was "off grade," the fact is that previously such coke, no matter if off grade, brought the full limit. With control to come off so soon, Connellsville coke operators will probably start cutting prices at once. They have had the idea, or professed to have it, that the Government limit was a minimum as well as a maximum price, but they have lately succeeded in getting that idea out of their heads.

The export situation has, of course, proved a very disappointing one. There has been a very considerable volume of enquiry, but mills have been unable to take much business because while, as a rule their quotations at seaboard were a trifle less than the British, the ocean freights have been adverse to the extent of, say $20 to $40 a ton. Possibly this situation will soon be improved, however. Last week the Shipping Board announced: "Through its division of operations, the U.S. Shipping Board today (Thursday) announced the release of all American-owned steamships from requisition charter, excepting those in the service of the War Department or employed in other Government service. In the case of these the owners are given privilege to obtain from the Shipping Board steamships of equal tonnage which they will be permitted to operate on their own account." The releases occur as ships complete their present voyages. Also, there is a cable from Paris, which may or may not be authentic, that the Shipping Board intends to write off a depreciation of $1,000,000,000 against cost of the ships it controls, and perhaps an equal amount against the cost of the shipyards, whereby the board will be able to figure much lower freight rates. All this indicates, however, that mills in the United States should be eager to book Canadian orders at the regular "domestic" quotations.

Trade Inquiries

18. **Carbon black.**—A Glasgow firm who have been importing the above from the United States wish to hear from Canadian exporters.

27. **Cast-iron pipes.**—A South African commission agent, with an established connection, inquires for agency proposition from Canadian manufacturers of cast-iron piping for water and sewerage purposes.

29. **Iron and brass beds.**—A South African commission agent is making a special inquiry for the representation of Canadian-made beds in iron and brass.

30. **Paints and varnishes.**—A South African sales agent covering all centres of South Africa twice a year is prepared to take up a Canadian paint and varnish agency, also white lead and linseed oil.

31. **Closet seats.**—A South African commission agent calling on the trade in South Africa asks for correspondence and particulars, including f.o.b. Canadian port prices, from manufacturers of closet seats who are prepared to appoint an agent. Price must include selling commission. Kind of seats required illustrated in Weekly Bulletin No. 636. Copy may be had on request.

32. **Tools.**—A South African commission agent specializing for the hardware trade only is prepared to take up the representation of Canadian manufacturers of tools, household, farming mechanics and general. Correspondence is requested from individual or group of manufacturers with kindred lines.

Continued on page 74.



What's Your Selling Policy This Year?

Have You Figured Out a Course of Action?—Now is the Time to Settle it Definitely, and a Careful Study of Conditions May Help You in Deciding

WHAT is going to happen in Paints and Varnishes? This is the first and most natural rejoinder to the above question.

And you are asking something! No one cares to commit themselves to any definite answer; in fact, no one appears to have any idea of what is likely to happen.

While many in the trade are hoping for lower price levels they do not want them to come with their present stocks in hand.

In some quarters there is an apparent expectation of higher prices; others, again, are of the opinion that present prices will remain about the same for some time to come.

The writer is not attempting to foretell, prophesy or foreshadow what will actually happen. But he has his hopes, ambitions and the privilege of guessing along with the rest. At times he has his hunches on which he is privileged to act or refuse action as pleases his own sweet will.

So here is one guess to match against all the others that are floating around. And while at it, the reasons for this guess are given.

GOVERNED BY CONDITIONS

Under given conditions of the same kind, the economic laws of supply and demand act and react in a practically similar manner at all times. Price levels are largely governed by these laws as they respond to the conditions of the times. That is to say, the laws of supply and demand and the controlling influence they have on prices now the war is over, will be quite similar to the action following other wars.

Now, this will be largely a statistical guess. So we shall briefly examine the statistics taken upon price levels of commodities in general following the Napoleonic wars, the Franco-Prussian war, and the American Civil War.

Statistics bearing directly on raw materials entering into the manufacture of paints and varnishes or the manufactured goods are not available so far as is known. But deductions from the statistics on general commodities and foodstuffs will have sufficient weight for the purpose in hand.

In 1791, previous to the Napoleonic wars, prices of general commodities in England were at the index number 90. These rose gradually to 153 in the year 1800, when the food riots took place. A decline to about 118 took place till 1802, when the Peace of Amiens was signed. A further decline continued until 1803 and 1804, when 112 was reached. War was renewed with France in 1804 and prices began to again rise. France and Russia signed Peace Terms in 1807, but prices rose to 148 in 1809. Following the American War of Independence and Napoleon's Retreat from Moscow, prices continued to rise to 165 in 1813-14. When, in 1814 the European struggle began to exhaust itself, prices started on a gradual decline and reached 120 in 1816, but rose to 150 in 1817. Not till 1819 did they reach the former level of 90.

AFTER FOUR YEARS

Following the Franco-Prussian War in Europe, it was observed that foodstuffs, taking wheat as the key, did not revert to pre-war values until four years after the close of hostilities. Wages in neutral countries like the United States and Belgium took respectively three and seven years to revert to their old money value. Wages in France, the defeated country, remained below those of Germany for five years after peace was signed. Wages rose in both belligerent and neutral countries, after the close of hostilities, due in part to high food prices, and in part to the concurrence of a period of good trade with the demands to make good much of the material destroyed in the war or diverted to other uses.

How nearly Canada and the United States will approach conditions following the American Civil War remains to be seen. Some idea of the comparative rapidity in the rise of prices under war conditions, and the slowness of resumption to normal levels may be gained from the fact that from a ratio of 105 in 1860 prices rose to 237 in 1864, or in a period of three years. It was not until 1878 that they gained a ratio of 103, taking a period of 14 years to do so.

RAW MATERIAL PRICES

Already indications have come to hand that prices of paints, and especially varnishes, will remain

Continued on page 68

In City or Country
Moore's Paints

There is little in common between the huge skyscraper of the crowded city and the small pioneer's cottage of the open prairies. In one essential only have they a common interest, and that is **Paint.** It spreads its colour and adds a touch of beauty to both of them.

Moore's Paints have proven their worth and staying qualities against the dust, smoke and grime of city conditions, as well as standing the test of raging elements in unprotected places. You take no risks by lining up with a **Moore Agency.** Moore's Paint is so 100% efficient under all conditions that it sells on its merits.

Write us to-day for our interesting agency proposition.



Benjamin Moore & Co., Limited

West Toronto
Ontario

at the present levels, with the possibility of going higher. In fact, certain raw materials show tendencies towards higher levels for 1919.

Deducting by analogy from previous wars, and with positive tendencies indicated at the moment of writing, I am strongly inclined towards the belief that present price levels are very attractive.

How should our own cards be played? Is it any use fastening down to a definite programme?

Well, here is the writer's hunch. Buy at present price levels, and buy early to insure delivery. Raw materials are not any too plentiful, and March may see the trade thrust into a period of activity that will tax every facility to keep up with demands. But plan to have every available piece of stock over and above immediate requirements cleaned off the shelves by July at the very latest. As suggested previously on this page, clean out all old stocks at present price levels. Cut stocks to the bone, so as not to carry anything over during the summer.

In Healthy Condition

Now this does not pretend to prophesy lower prices in the summer. I am not guessing that far ahead. But no matter what comes, whether it be high prices or low prices, your Paint Department will be in a healthy condition to meet circumstances as they come.

If higher prices come, well and good! Buy accordingly. If lower prices come, you do not stand the chance of being caught with high priced goods on your shelves, and again—buy accordingly.

Nor must the fact be overlooked that from everywhere come indications of increased demands for paints and varnishes.

This is one man's guess.

If it is worth anything as a suggestion then it is time to soberly sit down and figure out a program for action. You may have a different idea; well and good. Sit down and figure your line of action out accordingly.

No rudderless ship at sea is in a more hopeless condition than a store without some pre-arranged plan of action. Where there is a definite plan there is hope; where there is none, there is chaos.

Now Is The Time

Now is the time to square off your timber and instruct your staff to hew to the line.

Activity in the agricultural industry will be probably greater than at any time during the war. Already industries supplying machinery for the farm are speeding up their plants. Demands in other raw material industries are increasing. This means demand for labor, with wage levels that will probably not be materially below those now existing. This means paint sales in both town and country.

Those who have postponed painting as a war measure will not stand the pressure that previous neglect will bring on them, very much longer.

Yes; I am positively optimistic about the future of the paint and varnish trade—and I am optimistic, and then some, about the man who sits down and formulates a definite policy about his Paint Department to meet the prosperity that Canada anticipates.

Foresight, reasonably planned and executed, is a handy thing to carry around. It doesn't eat itself up with overhead expense. It pays handsomely, and sometimes enables a fellow to say, "I told you so."

But now is the time to bring it into action!

"Million-a-Month Gain" in Paint Business is Firm's Objective

President of the Sherwin-Williams Company of Canada, Limited, Looks For Record-breaking Business in the Spring—Never So Much Work Held Over as at Present

"A MILLION-a-Month" gain is the objective of the Sherwin Williams Company of Canada, Limited, this year. In a letter sent out to the company's agents by President Walter Cottingham, he says he is confident the coming spring trade will break all records. It is only a question of preparedness, he says, and the shrewd retailer will see to it that he has sufficient stocks to take care of an unusual demand. Mr. Cottingham says the retailer will realize that he will lose the profits coming from this great demand if he waits until the last minute and trusts to "fill in" orders and the chances are he will be disappointed unless he anticipates his stocks.



WALTER H. COTTINGHAM

President of Sherwin Williams Company of Canada Limited who sees record business ahead this spring.

Million A Month Gain

Mr. Cottingham's letter is as follows :

"A few days ago we held a meeting of our headquarters staff, in my office, to discuss the million-a-month gain, and to make further plans to insure the success of this high aim.

"After carefully reviewing all the estimates and the progress made to date, we are convinced, while the figure aimed at is a very high one, it is within reach and we are determined to make the effort of our lives to "put it over."

We realize, very fully, this cannot be done by mere talk, or by bulletins, or by "hot air." But we are sure it can be done by intelligent, constructive methods, which will create actual business that will move our goods to the agents, and through them to the consumers.

The First Step

"The first step is to convince the members of our own organization that the proposition we are planning is a sound one, and the next step is for the members of our organization to convince, by reason of their own confidence and ability, their customers that we are right.

"That there are obstacles to be overcome, we recognize, and let us remember obstacles are the things that test our strength, our ability, our energy, and our resourcefulness. To overcome them, gives to effort a keenness and a delight that makes work actually exhilarating, and gives to it all the interest and excitement of the game.

"There is no doubt business must undergo a change before it becomes normal again, but the change will be gradual and will be effected without any upheaval. The man who hesitates, and holds back waiting for lower prices or more favorable conditions, will be disappointed and will lose a great opportunity for action and results now.

Channel Changed

"Business did not slump when war began, only to a very slight degree and for a very short time. It simply changed from one channel to another. A remand sprung up for new kinds of materials, brought about by war requirements, and the demand for some other kinds slackened, especially for such materials as were considered non-essential.

The same process, in my judgment, will be followed in getting back to normal. Business will not slump, but it will change. The demand for those goods, not wanted in war times, will revive again, and eventually trade will flow in the old channels.

"I am sure this is so, as far as our own industry is concerned. As to prices, the cost of our principal raw materials have changed very little—some have advanced since the war stopped, and our labor costs are at the highest point. Therefore, there are no grounds for reducing

Continued on page 70

QUALITY
TRADE ELASTICA MARK.
PRODUCTS

QUALITY
TRADE ELASTICA MARK.
PRODUCTS

RESULTS

Best results from your paint and varnish department will be obtained by carrying in stock a line of "Quality Products" that will assure absolute satisfaction with every sale under this familiar and well-established trade name

TRADE ELASTICA MARK.

We are now marketing a complete line of the highest quality paint and varnish products—a line that is backed by selling helps and coast-to-coast publicity of the strongest nature—a line that bears a trade mark which is recognized by paint users everywhere as representing the standard of perfection.

QUALITY
TRADE ELASTICA MARK.
PRODUCTS

The opportunity to represent us in your locality is open to you. Write for full particulars now.

QUALITY
TRADE ELASTICA MARK.
PRODUCTS

INTERNATIONAL VARNISH CO. LIMITED.

HALIFAX TORONTO MONTREAL VANCOUVER WINNIPEG

If any advertisement interests you, tear it out now and place with letters to be answered.

our prices at present. It does not look to me now as if there can be any change for many months to come.

Larger Production

Believing this to be true, we ourselves are going ahead with a larger production program than ever before. We believe there will be a heavy demand for our materials this spring, and we propose to be ready to supply that demand.

"The big and vital thing, in my opinion, necessary to start business going strong, is to get out of the minds of the people that the bottom is going to drop out of things. It's not going to do anything of the kind. Fundamental conditions are sound. The country never possessed so much wealth. People as a whole never were so well off, and never has there been so much to do—so much unfinished work held over, just waiting for such a time as this.

The Way To Win

All that is necessary now is confidence, courage and enterprise. Confidence that the readjustment will be gradual and steady; courage to take hold when the weaklings are holding back; enterprise to strike out boldly and aggressively along new lines. And, let me add, for ourselves, determination and enthusiasm to put over whatever we undertake, as we have already done in spite of all obstacles, be what they may.

"The Million-a-Month Campaign is easy, compared to many of our past undertakings, and I have not the slightest doubt of our ability to make it the usual success. Yes, I will put it stronger—the greatest success of all our campaigns.

"We have the greatest and strongest proposition we have ever had, and we have the greatest and strongest selling force we have ever had. And we've got the confidence, the courage and the enterprise, and I know what you can do, and I have never been disappointed. Good luck to you!"

J. G. McVeigh Promoted By Du Pont Company

J. G. McVeigh, of Toronto, of the paint and varnish department of the Dupont Company, Wilmington, Delaware, has been promoted to the position of director of paint and varnish sales. His headquarters will remain in Toronto. Other promotions announced by the Du Pont Company are: T. O. Bannister, assistant director of sales, will be in charge of all paint and varnish trade sales. W. F. Donohoe, assistant director of sales, in charge of all paint and varnish industrial sales; R. W. Sample, manager of paint and varnish sales at Philadelphia; Giles McDaniel, manager of paint and varnish sales at Chicago; E. W. Tomlinson, assistant manager of paint and varnish sales at Chicago; A. H. Sarvis, manager of paint and varnish sales at the Flint Varnish and Color Works, Flint, Mich.

McArthur-Irwin, Ltd. Awarded Gold Medal

At the first annual meeting of the Builders' Exchange of Quebec City a presentation was made to the firm of McArthur-Irwin, Limited, of a gold medal. The following resolution was prepared and passed:—

"At the occasion of its first annual banquet after the war, the Builders' Exchange of Quebec will present to the firm of McArthur-Irwin, Ltd., of Montreal, the gold medal it has offered, and that the judges at the last exhibition have awarded to this firm for the finest exhibition and for the best paint products, 'Crown Diamond,' and for varnishes and enamels, 'Glidden Brand.'"

This resolution was used on the first page of the menu card.

John Irwin, general manager of the firm of McArthur-Irwin, Ltd., received the medal, which was presented by His Worship Mayor Lavigueur.



JOHN IRWIN

General Manager of McArthur Irwin, Limited, Montreal.

Speeches were delivered by many prominent members of the Builders' Exchange and by Mr. Irwin, Mr. Guy Higgin, Canadian manager of the Glidden Varnish Co., and by Leonard Mould, the Quebec representative of this firm. Mr. A. W. Poole, of the McArthur-Irwin Co., was prevented from attending through the effects of a heavy cold.

MUST BE CERTIFIED

All goods which may be imported into Canada from Belgium must have certificates of Origin and Interest issued by British consular officers in Belgium before they can be brought into the Dominion, according to an order which has just become effective.

Says Spring Bookings Are Ahead of Last Year

HARDWARE AND METAL has been giving in recent weeks a survey of the unusual conditions brought about through the cessation of the war. Many viewpoints have been given and the opinions and forecasts of many captains of industry have been voiced in these pages.

The managing-director of one of Canada's largest manufacturing enterprises states that business actually received so far has been very large and indicates most substantial increases over the relative periods of last year. Not only has this been so with regard to bookings for spring shipment, but the present volume of business is much ahead of the comparative business one year ago.

"There is no cessation in the effort of the department stores," he said. "They are reaching out for more business, are buying largely, and are anticipating a large season. It behooves the smaller dealer not to let his opportunity pass, but to secure the stock he can dispose of and have this when the demand comes for it. Canada has prospered and is prospering, has plenty of money and will spend it, and the merchant who is ready to sell the goods will secure the profits."

In the matter of price, labor costs are at their highest point, he stated. As far as production was concerned, it was going to be large in anticipation of the probable demand and if there was a sane and well-founded optimism upon the part of the trade, there would be nothing to fear. Orders have been coming to hand right along and business prospects were excellent for 1919.

CHANCE FOR CANADIANS

American manufacturers are seeking to largely increase their trade with New Zealand in motor cars and motor bicycles and there may be a chance for Canadian firms to get a good share of this business. Motor cars are being put to more practical use in the country than ever before, farmers using them extensively for different kinds of work about the farm and in transport wherever it is possible, using such attachments and improvements as are now on the market to adapt them to different kinds of work.

SCARCITY OF FLAX

Latest reports indicate that the flax market is likely to remain very firm as there are not likely to be sufficient supplies to take care of the world's needs. Advices from Belfast predict higher prices. This will have an effect on some lines of cordage. As far as Canada is concerned, it is stated there will be more flax raised this year than ever before, but even at that it will not begin to take care of the demands.



Quality First

In the long run quality is the deciding factor among most varnish buyers.

The high quality and uniform dependability of Berry Brothers' varnishes and their allied products, is widely recognized among all classes of buyers and consumers.

Varnishes, Enamels and Stains bearing Berry Brothers' label need no selling arguments—because it is known to be a guarantee that any product sold under it, is true to description and the best that can be produced for the uses intended.

PARTIAL LIST OF DISTRIBUTORS OF BERRY BROTHERS' PRODUCTS

Wood, Vallance & Co., Ltd. -	Winnipeg, Man.	Wood, Vallance & Adams - -	Calgary, Alta.
Hudson's Bay Co. - - -	Calgary, Alta.	Hunter, Henderson Paint Co. -	Vancouver, B.C.
J. H. Ashdown Hdwe. Co. - -	Calgary, Alta.	Dartnell, Ltd. - - -	Montreal, Que.
Sanderson, Pearcy Co., Ltd. -	Toronto, Ont.	Lariviere, Inc. - - -	Montreal, Que.
Frank A. Gillis Co. - - -	Halifax, N.S.	L. Levasseur Co., Ltd. - -	Montreal, Que.
Marier & Tremblay - - -	Quebec, Que.	L. H. Gaudry & Co. - - -	Quebec, Que.
Revillon, Ltd. - - -	Edmonton, Alta.	Moose Jaw Hdwe., Ltd. -	Moose Jaw, Sask.

BERRY BROTHERS INC.
World's Largest Makers
Varnishes and Paint Specialties

WALKERVILLE, ONT.

(726)

If any advertisement interests you, tear it out now and place with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Jan. 23.—Two very important changes are announced this week, a decline of a dollar and a half per 100 pounds being made on white lead in oil, and another seven cent decline being recorded in linseed oil, bringing the price in single barrels to $1.45 per gallon. This latter reduction is due to an easier movement of seed from the West, and also to the lower quotations made on Argentine seed. The lower prices for white lead are attributable to the sagging pig lead prices.

Turpentine is firmer this week and is quoted up five cents to $1.10 in single barrel lots. Stocks are not heavy of this commodity.

Business is looking up somewhat, and from now on it is expected that there will be a steady improvement in point of sales.

Linseed Oil Drops Another Seven Cents

Montreal.

LINSEED OIL.—Another decline of seven cents has been made in the price of linseed oil. Many thought the bottom had been reached last week, but further weakness in the Argentine and better deliveries of flaxseed from the West have contributed to make seed supplies more than normal for this part of the winter. In fact, transportation has been reported very satisfactory. Sales are not heavy, but at the prices now attained it is very probable that selling will be stimulated. It is also stated that at the prices ruling the margins are exceedingly small, and not ample to cover the present seed and manufacturing costs and leave anything of consequence.

LINSEED OIL

Raw, Imp. Gallon—		
1 to 4 bbls.	$1 45	$1 52
5 to 9 bbls.	1 44	1 52
10 to 25 bbls.	1 43	1 52
Boiled, Imp. Gallon—		
1 to 4 bbls.	1 47½	1 55
5 to 9 bbls.	1 46½	1 55
10 to 25 bbls.	1 45½	1 55

Turpentine Up; Five Cents Higher

Montreal.

TURPENTINE.—A gain of five cents has been recorded in the basis for turpentine. This is due to the bareness of supplies, and the outlook for increasing these has not been too rosy. Sales are not large, of course, but there is enough movement to keep the surplus stocks down to a small compass. In one to four barrels the price is now $1.10 per gallon, while some are asking as much as $1.20 for 5 gallon lots.

Turpentine—	Per Imp. Gal.	
1 to 4 barrels	$1 10	$....
Small lots	1 12	1 20

(Packages extra)

No Putty Change; Sales Light

Montreal.

PUTTY.—While there has been a considerable decline in linseed oil for some time past, the price of standard and pure putty is maintained. Some believe that the basis will hold, and there is no immediate prospect of lower levels being reached. Sales are naturally limited.

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases.	7 15	7 40	7 75

Pure linseed oil putty, $2 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

White Lead in Oil Declines $1.50

Montreal.

WHITE LEAD IN OIL.—As pointed out last week in HARDWARE AND METAL there was a probability of a decline being registered in the basis for white lead in oil. This has now been made effective and the reduction totals a dollar and a half per 100 pounds. It followed a decline of one per cent per pound for dry white lead and the new prices become effective at once. Prices are as follows: Five ton lots standard lead, $15.50 per 100 pounds; ton lots, $16 per 100 pounds, and less than tons, $16.35. Prices become immediately effective, but will hold at this figure until July 1, unless advances are considered necessary. The corroders state that there will be no lower price than this.

Paint is Steady; Orders Placed

Montreal.

MIXED PAINTS.—That the present basis for mixed paints will continue, is asserted by the paint makers. Costs for all materials entering into the product of past weeks and months have been high, and the basis for standard goods is likely to remain as it is at present.

Orders have been received from the country in goodly numbers, and some report their sales as even better than those of a year ago.

TORONTO

TORONTO, January 23.—Important changes are provided for in the markets this week. White lead in oil has declined $1.50 per 100 pounds, due to the continued weakness in the pig lead markets primarily, with lower linseed oil a factor. Further declines have been registered in linseed oil this week as well. The seed market seems quite depressed and little oil business is offering even at present levels. Turpentine is steady and unchanged. Mixed paint orders are coming along very well, and prospects are considered very good for Spring business.

Linseed Oil Lower; Business Quiet

Toronto.

LINSEED OIL.—Lower levels are again in evidence on linseed oil this week, the prices now obtaining providing for declines of from 5c to 10c per gallon. The flax seed market seems to be rather depressed these days in sympathy with other grains, and whereas prices have sagged still further, there has been little buying interest developed. Similar conditions extend right through to linseed oil, business just at the moment being quiet in spite of low price levels prevailing. There is not much movement looked for during the next couple of weeks, but with the possibility of an early Spring, activity will not be long delayed now. Quotations for the week range at following figures:

Linseed Oil—	Raw Imp. gal.	
1 to 2 barrels, gal.	$1 48	$1 55
3 to 5 barrels, gal.	1 47	1 54
10 bbls. and over	1 44	1 52
	Boiled Imp. gal.	
1 to 2 barrels, gal.	$1 50½	$1 58
3 to 5 barrels, gal.	1 49½	1 57
10 barrels and over	1 47½	1 55

Turpentine Rules At Unchanged Levels

Toronto.

TURPENTINE.—No further change has been recorded in the situation on turpentine. Export movement is developing, and this factor is one which it is expected will stabilize markets and hold them at firm levels. There has been little change in Southern markets during the week, quotations holding at

Lowe Brothers Paints

WHAT IT MEANS TO YOU TO BE LOWE BROTHERS AGENT

AS Lowe Brothers' agent you have behind you a great paint and varnish manufacturing organization with a proud reputation for quality which extends back half a century.

You have behind you a tremendous selling force which extends all over the North American continent.

You have at your service a great advertising organization which is making Lowe Brothers' Paints known in every household in every city, town, village and farming district in Canada.

You become part and parcel of ourselves—a company rated at millions, and the reputation we have made for our goods during the past fifty years adds dignity and value to every other line you handle.

Investigate our agency proposition. It is an unusually good one. Exclusive territory. Write to-day.

LOWE BROTHERS, LIMITED
TORONTO

Dayton Boston New York Jersey City Chicago Kansas City Minneapolis Atlanta

Bolts

We have a large stock of **Carriage and Machine Bolts** and **Coach Screws, Rivets, Nuts and Washers,** from which we can fill all orders immediately.
Prompt Shipments. Reasonable Prices.

London Bolt & Hinge Works
LONDON, CANADA

Hamilton Gas Mantles

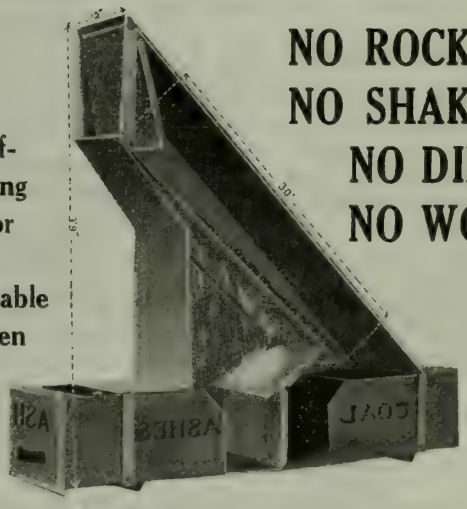
Made in one grade only —and that is the best
Sold by leading wholesales throughout Canada.
Stock up for your winter trade.

The Hamilton Gas Mantle Company, Limited
Toronto Hamilton, Canada Montreal

NO ROCKING
NO SHAKING
NO DIRT
NO WORK

Self-Closing Door

Removable Screen



This makes ash-sifting a pleasure instead of a horror; you can wear your best clothes and yet not get any dust on them.

It is dustless; you don't have to rock it or shake it; it is self-operating, a child can work it.

We guarantee that this ash sifter will give satisfaction or your money refunded. There are good profits in it for the dealer. Write us to-day for prices and information.

FURNIVAL & CO.,

631 Dupont St., Toronto, Ont.

about the figures reached last week at this time. Rosin is steady and firm also, and with the export increasing no marked change downward is looked for in the immediate future. Turpentine prices locally range at these figures:

Turpentine--	Imp. gal.
1 barrel (barrel included)	$1 10-$1 12
2 to 4 barrels (barrels included)	1 09- 1 11
5 gallon lots	1 20- 1 22

White Lead in Oil Declines $1.50

Toronto.

WHITE LEAD IN OIL.—The situation in pig lead has been outlined weekly in HARDWARE AND METAL and the lower tendencies there with their probable effect on white lead in oil was mentioned in these columns two or three weeks ago. The results are now evident in a decline of $1.50 per 100 pounds on white lead in oil, which represents a substantial lowering of values. The present basis will, it is expected, be maintained until July 1. Prices now ruling to the trade on pure white lead in oil are $16.30 per 100 pounds in ton lots, and $16.65 per 100 pounds in less than ton lots. The various brands are shown in current market quotations.

Glass Firm; Putty Unchanged

Toronto.

GLASS, PUTTY.—The market on window glass continues one of strength, and there has been no apparent tendency to shade prices. Indications seem to point to a well maintained market for some little time to come, discounts shown in current quotations still being general.

Putty remains unchanged this week. Lower linseed oil has not yet resulted in any revision of prices, and until supplies of whiting are much improved, present figures may hold. The immediate future seems to hold promise of steady prices at following figures:

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 30	$5 55	$5 90
Do., 100 lb. irons	6 15	6 40	6 75
Do., 25 lb. irons	6 40	6 65	7 00
Do., 12½ lb. irons	6 65	6 90	7 25
Bladder, in barrels	7 05	7 30	7 65

Pure putty advance $2 per 100 lbs. over above prices.

Mixed Paint Orders Coming

Toronto.

MIXED PAINTS.—There is not any great activity just at the moment in mixed paints, but the volume of business booked for Spring is considered good, and some movement of these is already under way. There seems to be a possibility of an early Spring, and the opportunities this will present should not be lost on the retailer. The paint department should be an active one this year and many retailers are already interviewing prospects. Whether lower white lead in oil and linseed oil will have any immediate effect on prices is not yet known. The effect will be felt in time, undoubtedly.

Slight Revision In Waxing Brushes

Toronto.

WAXING BRUSHES. — There has been a slight revision downward in the price of waxing brushes, due, it is stated, to lower prices obtaining on the cast iron going into the frame. As far as the bristles are concerned they are not a factor in this move, it being indicated that were present market values taken advantage of, a general revision in all brushes upward, to the extent of 10 to 15 per cent., would have to be made. Business in brushes, though quiet just now, looks good for Spring.

A National Crow Shoot

A National Crow Shoot which is open to contestants all over Canada and the United States is being held by E. I. du Pont de Nemours & Company, of Wilmington, Delaware. Every contestant who during 1919 shoots at 25 crows will be awarded a triangular bronze lapel button. To the bronze trophy winner in each province who shoots the largest number of crows there will be presented a gold trophy button, and for the second largest number a silver trophy button.

To the three gold trophy winners who shoot the largest number of crows during 1919 will be awarded, respectively, the following trophies, each to be appropriately engraved:

First National Prize, gold trophy cup; Second National Prize, silver trophy cup; Third National Prize, bronze trophy cup.

To receive credit in the contest, crows must be killed with a shotgun or rifle.

Evidence of crows shot is to be furnished by the contestant in the form of a signed statement, countersigned by an ammunition dealer, upon forms furnished for the purpose. It is expected that the contestant will furnish the dealer with evidence of his kills in the form of the bills or feet of the crows shot.

The contest will be open from January 1 to December 31, 1919.

The crow shoot in addition to ridding the country of birds which cause much damage, will, it is stated, stimulate sales of shells. Almost any load is good enough for killing crows and this may help dealers to clean up odds and ends of loads that may have accumulated.

Manitoba May Cancel The Moratorium Act

The Winnipeg *Telegram* says: "A movement is afoot to have the Manitoba Moratorium act cancelled and the protection which it affords debtors wiped out.

A counter proposition is also being advanced which would make the rescinding of the moratorium a gradual undertaking, still giving protection in worthy cases, but protecting creditors against impositions on the part of those who would take undue advantage of the act to refuse payment of obligations which could be met without stress.

The situation was discussed at a meeting of the members forum of the Board of Trade, following the receipt of a letter from Vere C. Brown. Mr. Brown suggested the discussion of the Moratorium act and the advisability of terminating it.

In the discussion which followed James H. Ashdown believed that an endeavor should be made to induce the Government to amend the Moratorium act in order to protect persons who were willing to pay, but who, at the present time, were not in circumstances to handle payments according to the original agreements and also that an amendment be made to protect those to whom money was owing and in which cases parties might use the protection of the Moratorium act to avoid carrying out their agreement. Mr. Ashdown, while not advising the extension of the Moratorium act, suggested that it might be made easier to some extent by the appointment of a referee to deal with such individual cases which might come to dispute, with power to decide the advisability of extension upon consideration of the individual cases involved and the circumstances surrounding them.

"In most cases," said Mr. Ashdown, "I consider that the Moratorium has been in force long enough, but I believe it would not be in the interests of the community to have an immediate cancellation of the act."

A committee was then formed to make preparation for future action. This committee consists of the following: Joseph Campbell, A. E. Ham, C. D. Shephard, C. Isbister, Ed. Anderson, Wm. Harvey, Vere C. Brown, W. H. Carter, J. H. Ashdown, Isaac Pitblado.

TRADE INQUIRIES

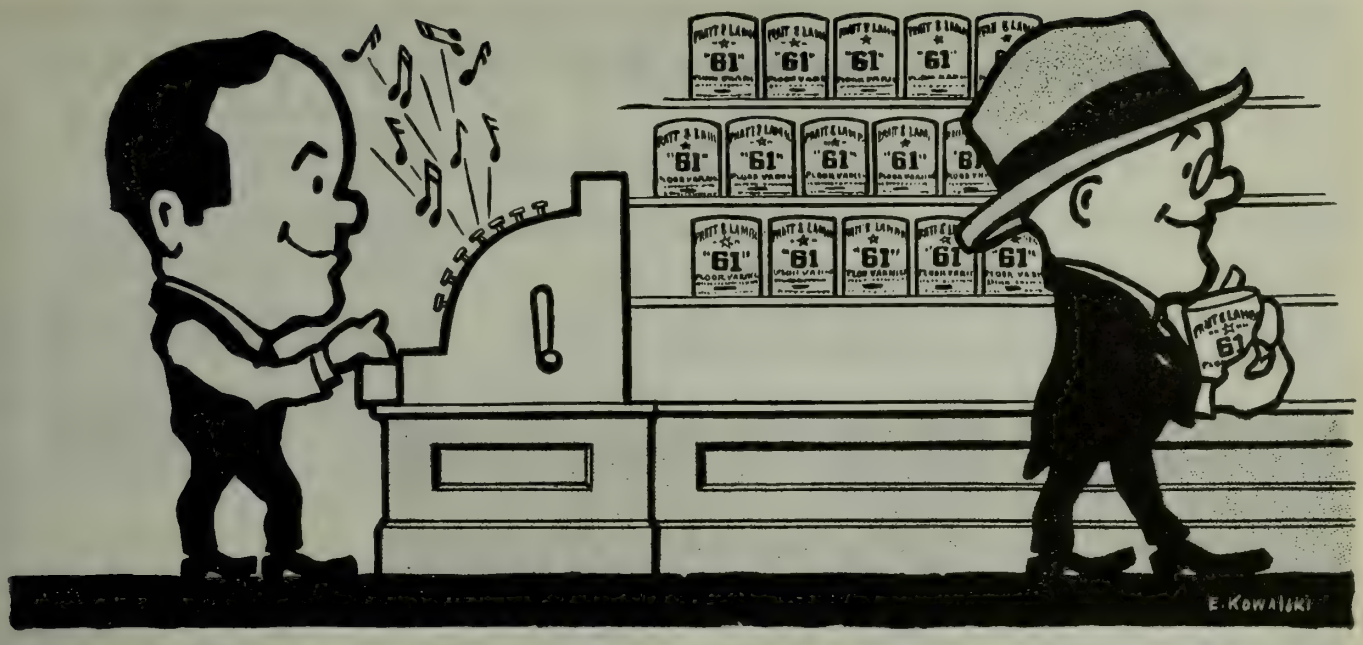
who during 1919 shoots 25 crows will

33. **Ploughs.**—A South African commission agent makes inquiry about the representation of Canadian manufacturers able to supply the cheap plough as used by the South African native.

35. **Reconstruction machinery, implements and raw materials.**—A Belgian co-operative company has been organized for the re-equipment of Belgian industry and for the reprovisioning of Belgian trade. They wish to receive offers from Canadian manufacturers of machinery, implements and raw materials of every description for reconstruction purposes. This organization is recommended by the Consul-General of Belgium in Canada and it will have financial assistance from the Government of Belgium.

36. **Agency.**—A large wholesale general merchant in La Bouverie, Belgium, would like to get in touch with Canadian merchants exporting brushes, chocolate, biscuits, etc.

38. **Representation in the United Kingdom.**—A British firm of manufacturers' representatives with headquarters in London and arrangements for the marketing of goods throughout the United Kingdom, wishes to get in touch with Canadian manufacturers of the following articles with a view to representing them as sole agents either on a commission or buying basis: Malleable iron steam fittings, electrical plant and equipment for all purposes, including shipbuilding; brass fittings, pumps, forgings, stampings, machine tools, etc.; tools of all kinds, wood manufactures, chemicals, household laundry machinery, toys, metal fittings for fancy goods.



It's Music to their Ears!

THE "Song of the Sale" bursts forth early and often from the P&L dealer's cash register, because his store is identified with that 24 carat, quick-sale line — "61" Floor Varnish in Colors!

It's music to the ears of the dealer because it means a quick turnover! It's music to the ears of the customer because he knows he is getting one hundred cents worth of durable, satisfaction-giving varnish for every dollar he invests.

"61" in Colors is the same reliable "61" Floor Varnish that has made good with P&L dealers and consumers for 30 years. It is backed up with a nation-wide advertising campaign to increase its already far-reaching popularity.

Let this advertising boost your store and link it up with that 70-year-old P&L reputation for quality varnishes. Write today for full particulars of Introductory Assortment.

PRATT & LAMBERT-INC.
VARNISH MAKERS 70 YEARS
24 COURTWRIGHT ST., BRIDGEBURG, ONT.
FACTORIES
BRIDGEBURG, ONTARIO
NEW YORK BUFFALO CHICAGO
LONDON PARIS SYDNEY

"61" FLOOR VARNISH

for Floors, Furniture and all Woodwork

Now made in Eight Colors

If any advertisement interests you, tear it out now and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps 25% B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Canuck" Shells, Smokeless, $41 per M, net; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 12½% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½. $3.60; Nos. 1 and 2 (100 in box) $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box. $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augurs, add 10%.
Rockford Auger Bits, 50 and 10%.

Irwin Auger Bits, 15% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz	$18 25	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No 2, doz	12 50	13 20
No. 3, doz	13 50	14 20
No. 4, doz	14 50	15 25

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 13c to 90c a lb.

BARS, CLOTHES

No. 4, dozen	$ 9 00
No. 5, dozen	11 00
No. 6, dozen	13 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30%.
Standard Quality, 30, 10%.
Side Lace Leather, lb. $1.70-$1.90
Cut Lace Leather, lb. 1.90- 2.20
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb	$4 00
No. 2 x 50, lb	5 00
No. 3 x 60, lb	7 50
No. 4 x 100 lb	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, IRONING

No. 32, 5 x 12 in., doz	$11 00
No. 35, dozen	25 00
No. 36, dozen	29 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 20%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 25%.
Machine Bolts, ⅜ in. dia. and smaller, larger lengths, 15%.
Machine Bolts, 7-16 in. dia. and larger, 5%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 30%.
Square Head Blank Bolts, 5%.
Bolt Ends, 5%.
Plow Bolts, 15%.
Elevator Bolts, 10%.
Fancy Head Bolts, 10%.
Shaft Bolts ($3 list), 10%.
Step Bolts, large head ($3 list), 10%.
Whiffletree Bolts, 10%.
Nuts, square, blank, add to list $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%. Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lumo Crystal Borax, lb. ...12-14c
F.O.B. Montreal, London, Toronto.

BRASS

Spring sheets, 24 gauge and heavier, base	$0 40
Rods, base ½ to 1 in., round	0 37
Tubing, seamless, base	0 48
Copper tubing, iron pipe size, base, ¾ in. up to 3 in.	0 52

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy ....$14.50-$17
30-gal. Standard 14 00

BOARDS (Wash), Zinc List Doz.

Pony	$2 25
Improved Globe	4 90
Neptune	4 90
Standard Globe	4 90
Original Globe	5 40
Jubilee	5 50
Newmarket King	5 50
Western King (enamel)	7 00
Beaver (brass)	7 00

List plus 5%. F.O.B. Newmarket.
F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 80 4	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list + 5%.
Triplex Spring Hinges, 20-10%.
Chicago Mortise Floor (5,000), 20, 7½ and 5%.
Chicago Relax Floor (6,000), 25-10-10-2½%.
Chicago Premier (4000), 12½%.
Chicago Ajax (3,000), 12½%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20%.
Chicago Screen Door (2000), 40-2½%.
Chicago Screen Door (3000), 16 2-3 %.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN

	Fire Welded Proof Coil Mont'l	Fire Welded Proof Coil Tor'to	Welded Mont'l	Welded Tor'to
3-16 in.	$22.75	$17.00	$.....	$.....
¼ in.	16.75	14.50	21.75	23.70
5-16 in.	14.15	12.50	19.00	18.35
⅜ in.	13.00	11.50	15.90	14.00
7-16 in.	12.75	11.30	15.65	13.80
½ in.	12.50	11.15	15.50	13.65
⅝ in.	12.35	10.95	15.25	13.45
¾ in.	12.25	10.70	15.10	13.20
⅞ in.	12.05	10.60	15.00	13.10
1 in.	11.90	10.50	14.85	13.00

	Electric Welded B.B.	B.B.	B.B.B.	
3-16 in.	$18.00	$19.00	$.....	$.....
¼ in.	14.95	16.00	16.20	.....
5-16 in.	12.55	13.50	13.80	.....
⅜ in.	11.35	12.25	12.60	.....
7-16 in.	11.10	12.00	12.35	.....
½ in.	10.95	11.80	12.20	.....
⅝ in.	10.70	11.55	11.95	.....
¾ in.	10.40	11.25	11.65	.....

	Montreal and Toronto American Proof Coil Chain B.B.	B.B.B.
3-16 in.	$17.25	$.....
5-16 in.	14.25	17.25
⅜ in.	13.00	16.00
7-16 in.	12.75	15.45
½ in.	12.55	15.25
⅝ in.	12.25	.....

Electric Welded B.B.B.—Chain. ¼ in., $13.75; 5-16 in., $12; F.o.b. Toronto.

Cow ties, 5, 10%; trace chains net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl. $2.80-$2.95 in car lots; $3.40-$3.50 bbl. in small lots.

Paris plaster, five-barrel lots $4.00; single barrel, $4.50. F.O.B. Toronto.

CHURNS

$9; No. 1, $9; No. 2, $10; No. 3, List price hand churns—No. 0, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0 $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto Hamilton, Fergus, London, St. Wood Drills, 37½%.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD

Universal—Dozen—No. 0, $19.25; No. 1, $23.30; No. 2, $28.35; No. 3, $36.45.

Russwin—Dozen—No. 0, $19.20; No. 1, $23.40; No. 2, $28.20; No. 3, $36.60.

F. o. b. Montreal, Toronto.

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6.85
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 60
18—6-strand, 50 ft. lengths	5 65
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER .. ... Montreal Toronto

Casting ingot, see weekly report.

Bars, ½ to 2 in.	$43 50	$43 00
Plain sheets, base, 16 oz. and heavier	42 00	46 00
Copper sheet, tinned, 14x60 in., 14 oz.	43 00	.....
Copper sheet, planished, base 16 oz. and heavier	50 00	46 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs: No. 111, $1.55; No. 121, $1.70; No. 122, $2.25; No. 127, $2.25; No. 100, $2.80 per dozen.
F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	77
No. 7, lb.	76
Nos. 8, 9, 10, 12	75

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal.	Montreal Apollo	Toronto Crown	Toronto Gorbals
Ordinary, 52 sheets	$ 9 00	$ 8 00	
Do., 60 sheets	9 10	8 10	
18x24x52	.....	....	....
60	.....	....	....

COKE, TIN PLATES

	Per box
IC, 20x28 base	$25 00
IX, 20x28 base	28 00
IXX, 20x28 base	32 00
IXXX, 20x28 base	36 00

F.O.B. Toronto

Raven and Murex Grades—
IC, 20x28 base, 112 sheets
IX, 20x28 base, 112 sheets
IXX, 20x28 base, 56 sheets
IXXX, 20x28 base, 56 sheets
(Nominal) f.o.b. Montreal.

TERNE PLATES

I. C. 20x28, 112 sheets.. $25 00
F.O.B. Toronto.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$20 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50
Sleepmeter	1 65

F.O.B. Montreal, Toronto, London, Hamilton

CROWBARS, $10.50 per 100 lbs

WE MAKE
BABBITT METALS
THAT GIVE
Excellent Service
THE
CANADA METAL CO.
LIMITED
TORONTO

READY NOW!

To Quote On Your

1919

Requirements of

Babbitt Metals, Solders and White Metal Alloys

—either on flat price or sliding scale. Give quantities and metals you will need over 1919 with complete specifications. We will then make you an attractive proposition, by letter or in person. Anyway, file our name for quick quotations on all non-ferrous metals and alloys.

THE CANADA METAL CO., Limited
TORONTO

BRANCH FACTORIES: Hamilton Montreal Winnipeg Vancouver

What Varnish Do You Sell?

There is just as big a difference in varnishes as in paints. Cheap varnishes will not stand the test and cause dissatisfaction and disappointment to the user.

Dougall Varnish

is the line of entire satisfaction. Every user is a pleased customer. There is a Dougall Varnish for every purpose and our reputation and guarantee stand behind every gallon sold.

Our Proposition to the dealer is a good one. Write for it.

The Dougall Varnish Co., Ltd., Montreal

QUALITY
DOUGALL VARNISHES
FIRST

DRILLS—
Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank.

	List each.		
1/8	$0.45	19/32	$1.20
5/32	.45	5/8	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11 32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.85	⅞	2.10
7/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17 32	1.05	1	2.50
9 16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—			
3 32	$2.70	⅜	$8.50
1/8	3.00	7/16	10.50
5/32	3.50	½	13.00
3/16	4.00	9/16	15.50
7/32	4.50	⅝	18.00
¼	5.00	11/16	21.00
9/32	6.00	¾	24.00
5/16	7.00	⅞	30.00

Bit Stock Drills .....35 to 40%
Blacksmiths', ½-in. shank, 25-40%
Straight Shank .....25 to 40%
Straight Shank, wire....25 to 40%
Taper Shank .....25 to 40%

DOORS,
See Screen Doors.
F.O.B. Toronto.

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares.

FILES AND RASPS
Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	25-27½%
Black Diamond	25-27½%
Delta Files	20
Firth Files	50

F.O.B. Toronto, Montreal, London and Hamilton.

FITTINGS
Cast iron fittings, net list; Malleable bushings, 20%; cast bushings, 20%; unions, 35%; plugs, 15 to 17½% off list. Net prices; Class B, black, 25¼ to 26c lb.; Class C, black, 16¼ to 18c lb; galvanized, Class B, 35¼ to 37c lb.; Class C, 25¼ to 26c lb.
Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	3 00
Under 40 lbs.	3 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼ in.	12-50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼ in.	18 75

Halters (Sisal)
7-16 in. gross, $24; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)
All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neckyokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.
F.o.b. St. Thomas, London. Strathroy, Toronto, St. Mary's

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP
Heavy, Net Prices.

	Strap	Tee
	Doz. pairs.	
4-inch	$2 70	$2 30
5-inch	3 33	2 88
6-inch	3 60	3 24
8-inch	4 86	3 69
10-inch	8 64	6 57
12-inch	10 71	10 44
14-inch	12 24	10 62

Light, Net Prices, figured at discount 10%.

3-inch, doz. pairs	$0 90	$0 90
4-inch	1 08	0 99
5-inch	1 26	1 17
6-inch	1 53	1 35
8-inch	2 25	1 60
10-inch	....	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6-in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.
Discount, 25%.
F.o.b. Toronto, London, Hamilton, and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOES. Grub $10 50 11 00

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 15	$5 00-$5 50
No. 3, per doz.	4 25	5 50- 6 40
No. 4, per doz.	4 35	6 00- 7 40
Little Giant	6 00	....
Barden Patent	6 00	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger Less 20c	No. 1 and smaller
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heav yiron	6-8	7 75	....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Fetherweight "XL" steel	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight(front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes. 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS
Nos. 0, 1, 2, and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$17 50
Corrugated, ⅝ in., 100 ft.	20 50
Corrugated, ¾ in.	$23 50
Corrugated, 1 in., 100 ft.	35 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS
Coppered wire, 3 in., $1.10 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL
See weekly report.

IRON, TINNED
Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished per set	2.20-2.30
Mrs. Potts, No. 50, nickel-plated, set	7 35
Mrs. Potts, handles, japanned, doz.	1.50-1.65
Sad irons, common, plain, 3, 4, and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	$4 00 4 10
Canadian Beauty Electric Irons—	
Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

Step Ladders	Per ft.
Perfect, 6 to 10 ft. only	$0 31
Hercules, 4 to 10 ft.	0 33
Hercules, 12 to 14 ft.	0 28
Faultless, 4 to 10 ft. only	0 29
Ontario, 4 to 10 ft. only	0 26
Shelf Lock, 4 to 8 ft. only	21

Single and Fruit Picking

10 ft. to 16 ft.	20c ft.
18 ft. to 20 ft.	23c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London.

Extension Ladders	Per ft.
Up to 32 ft.	0 20
34 to 40 ft.	0 22

F.O.B. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (round reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short	$0 95-$1 10
Cold blast	1 00- 1 10
3 doz. cases, 95c doz.z; 6 dozz. cases, 90c doz.	
Cold blast, genuine ruby	$4.75

F.o.b. Toronto, London, Hamilton, and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2	$1 90-$2 05
Steel Thumb, No. 3	2 50- 2 75
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	$10 00
Dowswell	10 00
Noiseless	15 50
Hamilton	12 00
Ottawa	10 50
Peerless	10 50
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	107 00
Seafoam, engine drive	49 00
New Idea, electric	134 00
Sunshine	9 50
Popular, No. 1	10 50
Popular No. 2	10 00
Economic	12 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	50 50
Do., do., electric	108 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
1 X L	18 50
Perfection, engine drive	55 50
Perfection, engine drive	15 50
Gem	16 50
Winner, plain	13 50
Connor Improved	10 00
Jubilee	9 50
Canada First	19 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$12 50	$13 25
Pick, doz.	12 50	13 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—		
No. 4, dozen	$29 40	
No. 8, dozen	33 60	
Universal—		
No. 4, doz.	$38 10	39 60
No. 8, doz.	46 40	48 60

MOPS

O-Cedar, doz, net	$12 00
Sprustex, No. 2, doz.	$8 00 8 40
S.W. Mops, complete, doz.	5 25 5 40
Mop Sticks, doz., No. 8	2 00
Cast Head Mop, doz.	2 00
Crescent, doz., No. 10	2 50 3 35
Crank wringing, doz.	6 90

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London Hamilton.

NAILS
List adopted July 10, 1912.
Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier. 25c over base.
Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.50 base.
Freight equalized on above points. F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.55 base.
Freight equalized on above points. Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $5.62½.
Sault Ste. Marie, Port Arthur, Fort illiam, $5.55 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. ad vance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.
Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.
Cut Nails—Montreal, $5.85 base; Toronto, $5.85 base; London, $5.85; Hamilton, $5.85; no equalization of freights.
Roofing Nails—American, large head, keg, $10.
F.o.b. Montreal, Toronto, Hamilton.

NAILS (HORSE)
C Brand

Size	Per 100 lbs.
Capewell—	
No. 5	$23 00
No. 6	22 00
No. 7	21 00
No. 8	20 00
Nos. 9 to 12	19 00

Discount, 10%.



SOME OF

RAMSAY'S

Spring Business Getters



Next Spring will be a paint Spring.
Sell "The right paint to paint right."

A. Ramsay & Son Company

77 Years Making Paints and Varnishes

Toronto **Montreal** **Vancouver**

Revillon Wholesale Ltd., Distributors
Edmonton District

If any advertisement interests you, tear it out now and place with letters to be answered.

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
4	1¾"	10 00
3	1⅝"	$20 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch...	10 50	36 inch...	$15 00
30 inch...	12 75		

½ inch mesh and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls.

F.o.b. Montreal.

OAKUM

Best (American)	$21 00-$22 00
U.S. Navy (unspun)	
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	
U.S. Navy (spun)	21 50
Plumbers (spun)	$10 00- 10 50

F.o.b. Montreal, Toronto

OILS	Montreal	Toronto
Royalite, gal.	0 19½	0 18½
Palacine, gal.	0 22½	021½
Gasoline, net, gal.	0 34	0 33
	List	Gallon
Black oil (Summer)	0 19½	0 18½
Black oil (Winter)	0 20½0	19½
Imperial Kerosene Tractor	0 55	
Capital cylinder	0 62	0 61
Machine oil, regular grades	33½-42½	32½-41½
Standard gas engine oil	0 40½	0 39½
Paraffine	0 29	0 28

List, less 15% on above.

Polarine Oil, list	0 90
Polarine Oil, heavy, list	0 90
Gargoyle Mobiloil, list	1 33

List, less 25% on above.

Fuel oil, bbls. net	0 10¼
Fuel oil, tank cars, net	0 08¾

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER	Per 400-ft. roll
Dry Fibre, No. 1 roll	$1 10-$1 20
Dry Fibre, No. 2 roll	0 62- 0 65
Anchor Brand	1 20
Rosin Sized Sheeting, red	1 05
Do., blue	1 10
Tarred Fibre, No. 1 roll	1 25- 1 30
Tarred Fibre, No. 2 roll	0 77- 0 83
Surprise Fibre	0 67- 0 71
Tarred felt, per cwt.	4 10
Cyclone (dry)	1 20
Cyclone (tarred)	1 30
Joliet (dry fibre)	0 65
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeting (per 100 lbs.)	13½ 0 15
Carpet Felt, 16 oz., per 10 lbs.	$5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—

5 to 6 lbs., doz.	$12 00
6 to 7 lbs., doz.	12 75
7 to 8 lbs., doz.	13 50

Rock—

7 to 8 lbs., doz.	12 50

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in.	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 38.

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 00	$ 8 00	$.....	$.....
¼ in.	4 68	6 81	5 28	7 41
⅜ in.	4 68	6 81	5 28	7 41
½ in.	6 21	7 78	7 06	8 63
¾ in.	7 82	9 95	8 97	11 10
1 in.	11 56	14 71	13 26	16 41
1¼ in.	15 64	19 90	17 94	22 20
1½ in.	18 70	23 76	21 45	26 54
2 in.	25 16	32 01	28 86	35 20
2½ in.	40 37	51 19	.....	.....
3 in.	52 79	66 94	.....	.....
3½ in.	67 16	84 18	.....	.....
4 in.	79 57	99 74	.....	.....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in.	$28 86	$35 34	$32 56	$39 03
2½ in.	42 12	52 36	47 97	58 21
3 in.	55 08	68 47	62 73	76 12
3½ in.	69 00	86 94	78 20	96 14
4 in.	81 75	193 00	92 65	113 90
4½ in.	93 00	118 00	112 00	137 00
5 in.	108 00	137 00	130 00	159 00
6 in.	140 00	178 00	169 00	206 00
7 in.	283 00	292 00	219 00	268 00
8 L in.	193 00	244 00	230 00	281 00
8 in.	222 00	281 00	265 00	324 00
9 in.	266 00	336 00	.....	.....
10L in.	246 00	312 00	294 00	360 00
10 in.	317 00	402 00	379 00	464 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list		$8 00
3 in., in 10-ft. lengths, list		9 70
4 in., in 10-ft. lengths, list		12 80
5 in., in 10-ft. lengths, list		17 50
6 in., in 10-ft. lengths, list		21 30

Net list.

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

Medium and extra heavy pipe, 2 to 6 inch	15%
Medium and extra heavy fittings, 2 to 6 inch	25%
8 inch pipe and fittings	Net list

F.O.B. Toronto, Montreal

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	8 50
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz bottles, doz., list	3 00
12-oz. bottles, doz., list	6 00
1-qt. can, doz., list	15 00
½-gal. cans, doz., list	24 00
1-gal. cans, doz., list	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—

4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 25%; Iron Burrs, 25%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square
Samson, 1-ply, roll	$2 30
Samson, 2-ply, roll	2 75
Samson, 3-ply, roll	3 30
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
R. S. Special, 3 ply	2 25
Amazon, 1-ply	2 05
Amazon, 2-ply	2 35
Amazon, 3-ply	2 65
Everlastic, 1-ply	1 80
Everlastic, 2-ply	2 10
Everlastic, 3-ply	2 40
Good Luck, 1-ply	1 80
Good Luck, 2-ply	2 10
Good Luck, 3-ply	2 40
McCombe Sp., 1-ply	1 75
McCombe Sp., 2-ply	2 00
McCombe Sp., 3-ply	2 25
Black Cat, 1-ply	2 05
Black Cat, 2-ply	2 35
Black Cat, 3-ply	2 65
Black Diamond Ready Roofing, 2 ply	1 12
Black Diamond Ready Roofing, 3 ply	1 38
Liquid roofing cement, per gal. in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 50
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto, London, Montreal.

ROPE	Lb.
Pure Manila basis	28½
British Manila basis	24
New Zealand hemp basis	24
Sisal basis	25½

Above quotations are basis prices ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	25½
Double lath yarn	26
Yacht marline, tarred	54
Halyards	47
Hemp, deep sea line basis	47
Hemp, tarred ratline basis	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42
Italian rope basis	On application
Cotton, ¼ in.	0 81¾
5-32 in.	0 80¾
3-16 in.	75 77½
¼-in. and up	74 76¼

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star Sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list. per cent. on list. F.o.b. Toronto, Montreal.

SCALES	Scale List	Stamping extra
Champion—		
4 lb.	$ 5 50	$0 20
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 5%: Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES	Doz.
Cast Steel	$15 00
Golden Clipper	16 00
Little Giant	17 00
Bush	15 50

F.o.b. Toronto, London.

SCREEN DOORS

Kasement, No. 1, 2 ft. 8 in., $28.80; 2 ft. 10 in., $30.00; 3 ft., $31.20; Nos. 2, 3 and 4, 2 ft. 8 in., $31.20; 2 ft. 10 in., $32.40; 3 ft., $34.20 dozen.

SNATHS	Doz.
00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	73½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	20
Hexagon cap	20

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen	$7 00

SHEETS, BLACK

See Montreal and Toronto report

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs
10¾ oz.	$9 50
U.S. 28	9 20
U.S. 26	8 90
22 and 24	8 70
18 and 20	8 60
16	8 45
14	8 35

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge. $12.55; 22-24 gauge, $12.75, 26-gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$8 35
16 gauge	11 20	8 45
18-20 gauge	11 20	8 60
22-24 gauge	11 40	8 75
26 gauge	11 60	8 90
28 gauge	11 90	9 20
10¾ ozs.	12 25	9 50

Add 25c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55		$12 55
18-20	12 55		12 55
22-24	12 25		12 25
26	12 25		12 25
28	13 00		13 00

Less 25c in case lots.

F.o.b. Montreal.

SHINGLES	Per sq.
Standard galvanized	$11 00

Shipping weight, 90 lbs.

Standard painted	8 50

Shipping weight, 80 lbs.

Discount 7½%.

F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL	
Standard galvanized	$9 25
Standard painted	7 50

Discount 7½%.

F.o.b. Montreal, Toronto, Ottawa Oshawa.

SOLDERING COPPERS

Base, ⅜ lbs., 58-lb., F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	18 75
Perfection No. 33, 3-burner	24 25
Perfection No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Discount 25% off list.

Freight allowed on shipments of 12 stoves.

McClary Glass Front Oven	
No. 70, each, net	4 25
Detroit Glass Front Oven No. 85, each, net	4 50

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters.	List
No. 525, each	7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list.

Freight allowed on shipments of 24 heaters.

F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.

Alex. McArthur & Co., Ltd.

TRADE MARK

82 McGill Street Montreal, Canada

BLACK DIAMOND

TARRED FELTS

and SHEATHINGS

Made at our own Paper Mills.

SAVE COAL

BY USING

BUILDING PAPER

Lots of Good Skating Weather Yet

Dealers who go at it right during the next few weeks will sell a nice bunch of

Automobile SKATES

The Only Skates With Aluminum Tops

Canada Cycle & Motor Co.

LIMITED

Montreal, Toronto WESTON Winnipeg, Vancouver



"Belleville" Hardware

A "Made-in-Canada" Product Equal to the Best in the World

We are all apt to look up to imported goods as superior to home-made lines. Pause before you concede anything to foreign products over "BELLEVILLE" HARDWARE. Here is a Canadian-made product that is as good as the best.

"Belleville" hardware is meeting the demand of the most particular architects and builders, and is recording wonderful success throughout Canada. It is a worthy Canadian product, worthy of the best Canadian patronage. All hardware looks very much alike to builders and architects until they have had experience with "Belleville."

Best line for dealers to handle. Has greatest demand. Get our proposition.

Belleville Hardware & Lock Mfg. Company

BELLEVILLE ONTARIO

CARTER'S

QUALITY

THE BEST

Your customers will need Red Lead to protect the iron work around their homes.

The Painters want a Genuine Red Lead for their work. Are you prepared for this demand? If not, put in a good stock of

Carter's Genuine Dry Red Lead
and
Carter's Genuine Powdered Litharge

They are the best quality you can buy. Made in Canada from the best grade of Canadian Pig Lead.

Do you know the quality of these goods? Your customers know it and will insist on using Carter's Brands. Look over your requirements and order now.

Manufactured by

The Carter White Lead Company

of Canada Limited

91 Delorimier Ave. Montreal

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	25 and 25	25 and 25	25 and 25
Draining Tools	25 and 25	25 and 25	....
Hollow Back Scoops	25 and 25	....	25 and 25
Sand Shovels	25 and 25	....	25 and 25
Hollow Back Shovels	25 and 25	....	25 and 25
Hollow Back Coal Shovels	25 and 25	....	25 and 25
Riveted Back Scoops	25 and 25	25 and 25	25 and 25
Miners' Spring Point Shovels	25 and 25	....	....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	....
Hollow Back Scoops, No. 2, black	34.50	....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	....	30.00
Sand Shovels, No. 2, black	27.50	....	24.00
Hollow Back Shovels, No. 2, black	27.50	....	24.00
Riveted Back Scoops, No. 2 black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	$6.50	....	....

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET — Bissell's Doz.

American Queen, Nickeled Fittings, Cyco Ball Bearing	$48 00
Club, Jap. Cyco Bearing	102 00
Champion, Nickeled Fittings	40 00
Champion, Japan'd Fittings	34 00
Grand, Nic., Cyco B.B.	61 00
Grand, Jap., Cyco B.B.	55 00
Grand Rapids, Nic., Cyco B.B.	45 00
Grand Rapids, Jp., Cyco B.B.	39 00
Parlor Queen, Nic., Cyco, B.B.	51 00
Princess, Nic., Cyco B.B.	46 00
Standard, Nickeled Fittings	42 00
Standard, Jap'd. Fittings	36 00
Universal, Nic., Cyco Bearing	43 00
Universal, Jap., Cyco Bearing	37 00

SWEEPERS, VACUUM — Bissell's Doz.

Grand Rapids, Nic.	$98 00
Household, Jap.	88 00
Superba, Nic.	114 00

F.o.b. factory Niagara Falls, Ont., Prices guaranteed by manufacturers against their own decline to June 30, 1919. Also stocked by jobbers.

SWEEPERS (ELECTRIC)

Steel frame	36 40
Aluminum frame	43 90
Attachments, set	8 25

F.o.b Toronto, Hamilton, London.

TACKS — Discount

Wire Tacks	60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 10%

Shoe findings list adopted July 5, 1917—Net list.

List of Capped Goods adopted Jan. 1, 1916. 60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOASTERS, ELECTRIC

Canadian Beauty	$4 50
Upright, with rack	$6 40

TOOLS, HARVEST

Waverly, Wellandvale, Rixford. Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount. F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10		Net List

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) — Doz. with chain

Victor, No. 1	$2 60
Jump, No. 1	3 45
Hawley & Norton, No. 1	4 05
Newhouse, No. 1	5 55

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER) — Per lb.

500 ft.	$0 22
550 ft.	0 23¾
600 ft.	0 25
650 ft.	0 26½

In 5-ton lots ¼c discount from above; 10 tons and upwards, ½c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb. 75-77-80¾

4-ply, wrapping, lb. 79-81¼-85

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.o.b. Newmarket

VALVES — %

Ground work	40
Compression work, standard	45
High grade	41
Cushion work	40
Fuller work, standard	43
High grade	36
Basin cocks, No. 0 Standard	38
High grade	38
Bath cocks	48
Flatway stop and waste cocks, standard	47
High grade	45
Roundway stop and waste cocks, standard	45
High grade	45
Brass steam cocks, standard. 10% advance on list	
Radiator valves, standard	10
D., removable seat	Net list
Patent quick opening valves.	30
Globe, angle and check valves, standard	Net
Do., Jenkins Disc, 5% advance on list	

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 40-10%.

Colonial, 27½%.

Imperial Ware, 27½%.

Pearl, 27½%.

Premier, net list.

Canada Ware, net list.

Diamond, net list. White Ware, 45%

Japanned Ware, list plus 30%.

Japanned Ware, White, list, plus 40%.

Plain and Jap Sprinklers, list plus 30%.

Barb $6.75

Stamped Ware, plain, 45%.

Stamped Ware, retinned, 40%.

Copper Bottoms, list, plus 10%.

Tinners' Trimmings, plain, 45%.

Tinners' Trimmings, retinned, 40%.

Tinners' Trimmings, general, list plus 20%.

Factory Milk Cans, list plus 50%.

Milk Can Trimmings, list, plus 60%.

Cream Cans, list plus 25%.

Railroad Cans, list, plus 20%.

Pieced Tinware, C.B., list, plus 70%.

Sheet Iron Ware, list, plus 20%.

Pieced Ware, ordinary, list, plus 50%. Fry Pans, 40%.

Spiders, steel, net list; cast iron, 10%.

Fire Shovels, Japanned, list, plus 20%.

Steel Sinks, painted, list plus 25%.

Steel Sinks, galvanized, list, plus 25%.

Light Galv. Pails and Tubs, list plus 30%.

Heavy Galv. Pails and Tubs, list, plus 20%.

Garbage Pails, list, plus 20%.

Jap. Coal Hods, list, plus 40%.

Galv. Coal Hods, list, plus 50%.

Paper Lined Boards, 30 and 10%.

Wood Lined Boards, 30%.

Stove Pipe, patent, per 100, 6 in., $22.38; 7 in., $23.87.

Common, made-up, per 100, 5 and 6 in., $24.67; 7 in., $26.07.

Polished, made-up, per 100, 5 and 6 in., ...; 7 in., ...

Stove Pipe Thimbles, 45%.

Copper Boilers, list, plus 10%.

Copper Tea Kettles, list, plus 10%.

Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.

Copper Tea and Coffee Pots, list, plus 10%.

Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

Nickel-plated Ware, 50%.

F.o.b. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS

Round plain. Sizes given are size of hole. In boxes of 50 lbs., list prices, per 100 lbs.—¼-in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.20; ⅞ in., $18.20; 15-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 33 1-3 per cent. Net extras, 26 to 49 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l	
Sectional, 1 lb. per 100 lbs.	$5.50-$5.85	$5.50	$5.35	
Section, ½ lb. per 100 lbs.	5.50- 5.85	5.50	6.00	
Solid, 3 to 30 lbs., per cwt.	4.25	4.25	4.25	

WHEELBARROWS

Navvy, steel wheel, doz.	$58 20
Garden, steel wheel, doz.	67 20
Light garden, doz.	64.20

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire — Per 100 lbs.

No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	9 00
No. 19	9 50

Hay Wire in Coils

No. 13	6 85
No. 14	7 00
No. 15	7 20
No. 16	7 45

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 25

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

List of extras in 100-lb. lots, net

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 10

Oiled and Annealed Wire

No. 10	$6 45
No. 11	6 47
No. 12	6 55

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire. — Toronto

No. 9 pl. galv.	5.35- 6.75
No. 12 pl. galv.	5.50- 6.15
No 13 pl. galv.	6.00- 6.25
No. 9 coil sp.	5.50- 6.00
No. 12 coil sp.	5.80- 6.25

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright $5 75

Fence staples, galvanized 6 50

In 25-lb. boxes add 50c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00

Less discount of 12½%.

Bright poultry netting staples $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus.....10%

Brass wire, 3 to 24 gauge, add 40%

25 to 36 gauge, add 25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls..$3 25

In 50-ft rolls 3 30

Galvanized, per 100 sq. ft. in 100 ft. rolls 4 75 5 50

Bronze, sq. ft. 0 14

F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 80
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	125 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 80
Challenge, 3111E	94 80
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 80
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 80
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 40
Eclipse	97 70

Discount off above list, 30% and 5%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

For zinc products and zinc sheets See weekly report.

WRENCHES

Trimo—	Doz. net		Doz. net
8 in.	$15 60	18 in.	$35 00
10 in.	17 40	24 in.	50 60
14 in.	24 45		

Coes—	Doz. net		Doz. net
6 in.	$14 60	15 in.	$35 00
8 in.	17 50	18 in.	46 60
10 in.	20 40	21 in.	56 80
12 in.	26 20		

Stillson—	Each	Doz. net
6 in.	$1 20	$14 00
8in.	1 35	15 60
10 in.	1 50	17 40
14 in.	2 10	24 45
18 in.	3 00	35 00
24 in.	4 35	50 60
36 in.	....	94 20
48 in.	....	130 20

CHAS. N. HALDENBY,
President

JAS. D. CRAIG,
Managing Director & Secy.-Treas.

H. PEARCY PORTER,
Vice-Pres. & Asst. M'g'r.



OUR NEW FACTORY

We Are Going Right Out After

YOUR Spring Business

It Will Be Appreciated

Sanderson Pearcy & Co.
Limited

272 Van Horne Street Cor. Dufferin West Toronto

If any advertisement interests you, tear it out now and place with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $8.90 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID
Bronzing liquid, No. 1.$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE	Montreal	Toronto
Per lb.	13-14	14-16

COLORS (DRY)	Per lb.
Raw Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Raw Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Imp. green, 100 lb. kegs	0 25
Chrome green, pure	0 35
Chrome yellow	17-31
Brunswick green, 100 lb. k..	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100 lb. k..	0 06
Venetian red, best bright	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry	0 15
Golden ochre, 100 lb. kegs..	0 06½
White ochre, 100 lb. kegs..	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	3½-5
French ochre, barrels	0 06
Spruce ochre, 100-lb. kegs	7-8c
Canadian red oxide, bbls	2 -2¼
Super magnetic red	2¼-2½c
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE
1 lb. tins—

Venetian red	0 21
Indian red	0 35
Chrome yellow, pure	0 53
Golden ochre, pure	30-32
French spruce ochre, pure	25-28
Greens, pure	28-35
Siennas	0 32
Umbers	0 32
Ultramarine blue	0 52
Prussian blue	1 50
Chinese blue	1 50
Drop black	0 30
Ivory black	0 31
Signwriters' black, pure	0 40
Lampblack	0 40
Marine black, 5 lb. irons	0 20

F.o.b. Montreal, Toronto.

ENAMELS (white)	Gal.
Duralite	$6 50
Albagloss	3 50

GLUE	Per lb.
Brantford All Round Glue—	
Case No. 7—50-lb. pkgs	$28 00
Case No. 8—100 ½-lb. pkgs	31 00
Case No. 9—200 ¼-lb. pkgs	38 00

Discount.

French medal (prices withdrawn)	
English common sheet	32-34
English prima	35-38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	28-30
Ground glue, No. 2, 112-lb. bags	22-24
Do., No. 2, less than bags	24

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 85
106 to 110	....	73 10

Discount box glass, 20 to 25%.
Sheet glass, 5 to 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE	
Plates up to 1 foot, each	$0 80
Plates from 1 to 2 feet, each	0 90
" 2 to 3 "	0 95
" 3 to 4 "	1 15
" 4 to 5 "	1 35
" 5 to 7 "	1 50
" 7 to 10 "	1 70
" 10 to 12 "	1 75
" 12 to 15 "	1 85
" 15 to 25 "	1 95
" 25 to 50 "	2 15
" 50 to 75 "	2 20
" 75 to 90 "	2 25
" 90 to 100 "	2 30
" 100 to 120 "	2 60
" 120 to 140 "	2 90
Plates 101 to 110 wide containing not over 100 ft. each	3 00
Plates 111 to 120 wide containing not over 100 ft., each	3 40
Plates 101 to 110 wide containing over 100 ft., each	3 40
Plates 111 to 120 wide containing over 100 ft., each	3 75

Trade Discount, 25%.
City deliveries, 33 1/3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS
Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 20c advance per 100 lbs. F.o.b. London and Windsor, 40c per 10 0lbs. F.o.b. Toronto and Hamilton, 30c per 100 lbs. F.o.b. Fort William and Port Arthur, ... per 100 lbs.
Maritime differential 35c per 100 lbs over Montreal.

	Montreal	Toronto
Anchor, Pure	$16 00	$16 30
Crown Diamond	16 00	16 30
Crown, Pure	16 00	16 30
Green Seal	16 00	16 30
Ramsay's Pure	16 00	16 30
Moore's Pure	16 00	16 30
Tiger, Pure	16 00	16 30
O.P.W. Dec. Pure	16 00	16 30
Red Seal	16 00	16 30
Decorators' Pure	16 00	16 30
O.P.W. English	16 20	16 50
Elephant Genuine	16 50	16 80

B.B. Genuine Lead, less than tons, $17.20, Toronto; $16.90, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)	
Genuine, 560-pound casks, per cwt.	$14 00 $14 50
Genuine, 100-pound kegs, per cwt.	14 75 15 50
Less quantity	16 00 17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE

	Per pound Dry	Paste
Barrels, 600 lbs.	$....	$0 21
200s	0 32½	....
100s	0 33	0 22
50s	0 33	0 23
25s	0 34½	0 23
10s	0 35	....
5s	0 36	0 25
2s	....	0 26½
1s	0 39½	0 29
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton and London.

MURESCO
Tints, 5-lb. packages, per 100 lbs.. $9.60; white, 5-lb. packages, $9.00.
F.o.b. Toronto.

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white	$4 20
Elephant, colors	3 80
B.H. English, white	4 30
B.H. English, colors	4 05
B.H. Floor	3 50
B.H. Porch Floor	4 05
Minerva, white	4 15
Minerva, colors	3 90
Crown Diamond, white	3 80
Crown Diamond, colors	3 55
Crown Diamond, floor	3 05
B.H. Fresconette, white	3 35
B.H. Fresconette, colors	3 25
Moore's House Colors, white	4 05
Moore's House Colors, colors	3 90
Moore's Egyptian Paint, all colors	3 25
Moore's Floor Paint	3 25
Moore's Sani-Flat	3 00
Moore's Mooramel	6 50
Jamieson's Crown Anchor	3 55
C.P.C. Pure, white	4 30
C.P.C. Pure, colors	4 05
O.P.W. Canada Brand, white	4 05
O.P.W. Canada Brand, colors	3 75
O.P.W. Canada Brand, floor	3 50
O.P.W. Flat Wall, white	3 35
O.P.W. Flat Wall, colors	3 25
Ramsay's Pure, white	4 15
Ramsay's Pure, colors	3 85
Martin-Senour, 100%, white	4 30
Martin-Senour, 100%, colors	4 05
Martin-Senour, Porch Paint	4 05
Martin-Senour, Neutone, white	3 35
Martin-Senour, Neutone, colors	3 25
Senour's Floor Paint	3 50
Sherwin-Williams, white	4 30
Sherwin-Williams, colors	4 05
Sherwin-Williams Floor	3 50
Flat Tone, white	3 35
Flat Tone, colors	3 25
Lowe Bros., H.S., white	4 30
Lowe Bros. H.S., colors	4 05
Lowe Bros. Hard Drying Floor	3 50
Mellotone, white	3 50
Mellotone, colors	3 35
Sanitone, white	3 35
Maple Leaf, white	4 30
Maple Leaf, colors	4 05
Maple Leaf, floor	3 50
Pearcy's Prepared, colors	3 50
Pearcy's Prepared, white	3 75

F.o.b. Montreal, Toronto.

PARIS GREEN	C.P. Berger's	and Munro's Per lb.
In barrels, about 600 lbs.	0 60¼	0 61
In arsenic wegs, 250		
In 50 lb. and 100 lb. drums	0 61¼	0 62
In 25 lb. drums	0 62¼	0 63
In 1 lb. packets, 100 lbs. in case	0 64¼	0 65
In ½ lb. packets, 100 lbs. in case	0 66¼	0 67
In 1 lb. tins, 100 lbs. in case	0 66¼	0 67

Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PUTTY	Montreal Standard	Toronto Less than tons
Bulk, in casks	$5 60	$5 90
Bulk, 100-lb. drums	6 45	6 75
Bulk, 25-lb. drums	6 70	7 00
Bulk, 12½-lb. irons	6 95	7 25
Bladder, in bbls.	7 35	7 65

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2 cwt. advance.
Ottawa prices are 20c, Hamilton 30c London and Windsor 40c per 100 lbs over Montreal quotations.

ROSIN	
Barrels, 100 lbs.	$6 90
Less, per lb.	0 08

SHELLAC	
Pure White, gal.	5 15
Pure Orange, gal.	4 75

Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER	
Texite, 1 gal. cans	$3 30
B.H. Vanisher	3 00
Cumoff	3 30
Takoff	3 25
O.P.W. Presto	3 00
Lingerwett	2 80-3 25
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
Pale Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins	$1.32-$1.46
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz.	1 40
Depend-on, list	3 50
B.H. Maritime Spar, list	7 90
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.	
Elastilite	3 50
Granitine Floor Finish	3 50
Hydrox Spar	3 65
Sun Varnish	2 60
Sun Spar	4 63
Sun Waterproof Floor	3 40
Jasperite Interior and Exterior	2 65
Jasperite Pale Hard Oil	1 90
Jasperite Indestructo Floor Finish	2 65
Jamieson's Copaline	3 02
M-S Marble-Ite Floor	3 29
M-S Wood-Var	3 29
M-S Double Spar	4 57
M-S Finest Interior	3 86
Elastic Interior	2 64
Mar-not	3 40
Quick Action House	2 47
Rexspar	4 62
Sear-Not	3 34
Kyanize Spar	4 96
Kyanize Cabinet Rubbing	3 85
Kyanize Interior	3 85
Luxeberry light	3 80
Luxeberry granite	3 52
Luxeberry spar	4 95
Ramsay's Universal	2 92
Crown Diamond Floor	2 60

F.o.b. Montreal, Toronto.

WATER PAINTS	
Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 07
Coralite, 5-lb. pkgs., colors	0 07½
B.H. Frescota, 5-lb. pkge., white	7 80
B.H. Frescota, 5-lb. pkge., colors	8 40

F.o.b. Montreal, Toronto.

WASTE	
Cream, Polishing	$0 21

WHITE	
XXX	0 20
XX	0 19
X	0 17½
XC	0 16
Japanese	0 15
XXX Extra	0 21
X Grand	0 19½
XLCR	0 18½
X Empire	0 17¼
X Press	0 16

COLORED	
No. 5	15
No. 1	14
No. 7	13
No. 1A	11½
No. 1B	10½
Fancy	16½
Lion	15
Standard	13½
Popular	12
Keen	10½

Above lines subject to trade discount for quantity.

WAX	Per lb.
WAX	Per lb.
C. & B. Floor Wax	$0 40
B.H. Wax	0 40
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 45
Old English	0 53 0 62
Johnsons	0 57 0 62
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Edwards, lb.	0 40
Ramsay's	0 45
S. & W.	0 54
Crown Diamond	0 45

F.o.b. Montreal and Toronto.

WHITING	
Plain, in bbls	$2 50

F.o.b. Montreal, Toronto, London.
Gilders, bolted, in bbls. $3 00

WOOD ALCOHOL	per gal.
In five gallons	$1.80-$1.90
In barrels	1.70

$4 extra for barrels
F.o.b Montreal, Toronto, London.

GLASS

of

Every Description

for

Building Purposes

We can take care of your requirements from our branch warehouses and make prompt shipments.

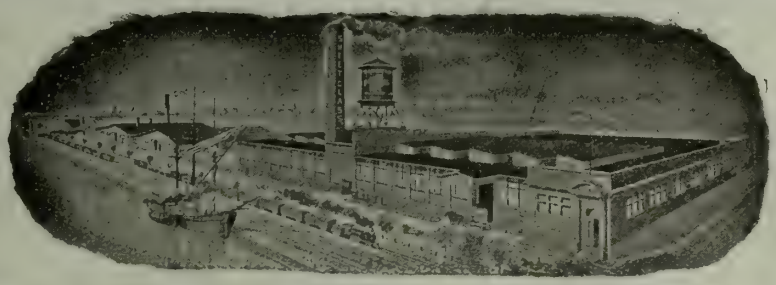
We stock and manufacture Plate, Bevelled Plate, Mirrors, Window, Figured, Leaded, Wired and Prism Glass.

Catalogues and price lists will be sent free upon application.
WRITE, PHONE OR WIRE your wants.

HOBBS MANUFACTURING COMPANY, LIMITED

Montreal Toronto London Winnipeg

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regale Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 27c per lb.; clip horn, 28c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Dougle Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $11.25 per 100 lbs.

BAR IRON

Bar Iron—$5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 15-2½%.

Agricultural or No. 1 leather belting, 30-10-7½% off list.

Standard, 27-10% off list. Extra 27%.

"The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.65 per lb.; cut, $1.85 per lb.; rawhide, sides, $1.60; cut, $1.80.

Blue Stone (Vitriol), 11¾c.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 20%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $19.20; ¼, $16.25; 5-16 in., $13.75; ⅜, $12.75; 7-16, $12.35; ½, $12.25; 9-16, $12.25; ⅝, $12.00; ¾, $11.65; 1 in., $11.40; Logging, 5-16 in., $15.55; ⅜, $14.55; ½, $14.05; tie-out, 47½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8 25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 85
Lookout	1 75
Sleepmeter	1 85

COPPER

Sheet and planished copper, 75c per lb. Tinned, 65c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 76 lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.85; 10 in., $7.60; 12 in., $8.95.

Conductor pipe, 2 in., per 100 ft., $8; 3 in., $9.65; 4 in., $12.75.

ENAMELWARE

See Wares.

FILES

Globe	Discount 40-5%
Nicholson Gen.	Discount 30%

FITTINGS—Malleable.

Class A	60%
Class B and C, off new list	60-10%
Bushings	10%
Unions	25%
Nipples 4" and under	40%

FORMALDEHYDE

400-lb. bbls., ... lb.; 200-lb. bbls., ... lb.; 100-lb. bbls., ... lb.; 10-lb. jugs, ... each; 5-lb. jugs, ... each; 2-lb. jugs, ... each.

GALVANIZED WARE

See Wares

GLASS, WINDOW

	Single	Double
Up to 25 in.	$15 50	19 50
26 to 40	16 50	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	21 50	27 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 05
Cold Blast, regular	1 05

GRINDSTONES

Per 100 lbs., $3.50.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 10% off.

Corrugated Strap Hinges — 4, $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherweight, $9.95.

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$10 75
28 Am. or 26 Eng.	10 35
26 Am. or 26 Eng.	10 05
24	9 90
22	9 90
18 and 20	9 75
16 Am.	9 60

IRONS, SAD

Common Sad Irons, 8 lbs., 11c uer lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$2 10
Mrs. Pott's No. 50, set	2 25

Mrs. Pott's common and iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	18 00

LEAD PIPE, $14.40.

LEAD WASTE, $15.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 30
3	2 95
4	5 25

Barn Door

5	2 95
8	3 20
9	5 50

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowsweil	$ 6 35
New Century B	11 65
New Idea	13 00
Snowball	9 75

MATTOCKS

Pick, $13.85; cutter, $13.85.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 60	.....
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $5.80 base; Winnipeg, $6.25 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	$6 30
30 in.	7 55
36 in.	9 00
2 in. mesh x 24 in.	3 05
30 in.	3 60
36 in.	4 20
48 in.	5 60
60 in.	6 95
72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.75; 36 in., $6.10; 48 in., $7.25; 60 in., $8.50; 72 in., $9.75.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 25c; Ideal Thresher, 50c; "B" Caster machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 51c.

PAINTS

Stephens' Out White, $4.45; Stephens' House, $4.20; Stephens' Floor, $3.40; Silkstone, $3.40; Stephens' Barn Paint, $1.85.

POLISH

O'Cedar —

	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00

Liquid Veneer—

4 oz.	$2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page)

Now is the Time!

Be ready for the prosperity just ahead.

If the **Paint Question** is one of your future problems, let us settle the matter for you by suggesting



Stephens' Paints and Varnishes are compounded from the best materials, and are guaranteed by us to do all we claim for them.

No element of doubt about a **Stephens' sale.** Your customer will be back for more.

Every can of Paint or Varnish from our plant receives **most careful attention and supervision.** That alone explains the **High Quality** reputation enjoyed by Stephens' Products.

Our Paints and Varnishes are guaranteed. You take no risks. We are sure you will be interested in our agency proposition. It's such a liberal one.

Write us to-day.

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg - Calgary

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 ft.	Black	Galv.
¼ inch	$ 5 40	$ 7 74
⅜ inch	5 50	7 88
½ inch	7 38	9 10
¾ inch	9 32	11 60
1 inch	13 77	17 20
1¼ inch	18 63	23 22
1½ inch	22 28	27 77
2 inch	30 00	37 40
2½ inch	48 10	59 80
3 inch	63 87	78 20
3½ inch	81 80	.....
4 inch	96 90	.....
4½ inch	113 00	.....
5 inch	131 40	.....
6 inch	171 00	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $9.25; full polished, ...; 18 x 24, half polished, $9.25; full polished, ... 20 x 28, half polished, $9.25; full polished, ...

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½ x 14 in., $3.55 per dozen.

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 26¼c base; pure Manila, 30c base; British Manila, 28¼c base; lath yarn, 26¼c base; African hemp, 28¼c base; cotton rope, ¼ and over, 71c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0	$0 38	$6 75
½	0 40	7 20
1	0 45	10 00
1½	0 50	9 15
2	0 57	10 35
2½	0 64	11 70
3	0 72	13 20
B. & A.—		
00, 0	$ 42	7 50
½	0 44	7 95
1	050	9 00
1½	0 58	10 50
2	0 66	12 15
2½	0 77	13 95
3	0 88	15 90

SASH BALANCES (Caldwell). 10% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—

No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—	Doz.
Grand Rapids, Nic.	$101 00
Household, Jap.	91 00
Superba, Nic.	117 00

F.o.b. Jobbers' Warehouse, Winnipeg. Prices guaranteed by manufacturers against their own decline to June 30, 1919.

STEEL SHEETS, BLACK

10 gauge	$7 90
12 gauge	7 90
14 gauge	7 95
16 gauge	8 00
18-20 gauge	8 55
22-24 gauge	8 60
26 gauge	8 65
28 gauge	8 75

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., $15.05 per doz.; D.H. Rd. Pt., $15.05 per doz.; L.H. Sqr. Pt., $15.05; L.H. Rd. Pt., $15.05; Bulldog & Jones, D.H., Rd. Pt., $16.30; D.H. Sqr. Pt., $16.30; L.H. Rd. Pt., $16.30; L.H., Sqr. Pt., $16.30; L.H., Rd. Pt., $16.30; Black Cat and Crescent Scoops—No. 4, $19.00 doz.; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50; Moose & Jones Scoops, No. 4, $19.90; No. 6, $20.90; No. 8, $21.40.

SOLDER. Per pound, 50 to 51.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $6.05 at Fort William, $6.45 Winnipeg; galvanized staples, $6.85 Fort William, $7.25 Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes $5.50 base. Band steel, $5.50 base.

STEEL HOOPS

½ in., $9.75; ⅜ in., $8.50; ¾ in., $8.75; ¾ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

15% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE—

20 x 28 I.C. box	$23 50
20 x 28 I.X. box	27 00
20 x 33 I.C. box	28 50
20 x 33 I.X. half-box	16 75
Terne plates	24 00

TRAPS, GAME—

	Victor	H. & N.	Jump
No. 0	$2 30	.....	.....
No. 1	2 69	$4 23	$3 60
No. 1½	4 06	6 33	5 37
No. 2	5 55	8 87	7 89
No. 3	7 53	11 82	.....

TUBS—	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 72
Cotton, 3-ply, balls	0 76
Cotton, 4-ply, cones	0 75
Cotton, 4-ply, balls	0 79

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40% discount.

Colonial, Imperial, Pearl, 0% discount.

Premier, Canada, Diamond, plus 12½%.

Whiteware, 40% discount.

Japanned Ware, list, plus 40%.

Japanned Ware, white, list, plus 50%.

Japanned Sprinklers, list, plus 40%.

Stamped Ware, plain, 40% discount.

Stamped Ware, ret'd, 33 1/3% discount.

Pieced Tinware, ordinary, list, plus 65%.

Pieced Tinware, copper bottoms, list, plus 85%.

Sheet Iron Ware, list, plus 30%.

Light Galv'd Pails and Tubs, list, plus 40%.

Heavy Galv'd Pails and Tubs, plus 30%.

Jap. Coal Hods, list, plus 50%.

Galv'd Coal Hods, list, plus 60%.

WASHERS—

Iron, small lots, 33% off list plus $1.50; full boxes, iron, 33 1/3% off list plus $1.00.

WHITE LEAD—

Decorators' pure, ton lots, $18.40; less than ton lots, $18.75.

WIRE, BARB—

Lyman, 4-point, $5.50 Winnipeg; Glidden Cattle, 2-pt., $5.35 Winnipeg; Baker, 2-pt., $5.30 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; plain galvanized; Winnipeg, Nofl 9, $5.85; No. 12, $6.00; coil spring, Winnipeg, No. 9, $5.90; No. 12, $6.25.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN—

Bale ties, 14 gauge, single loop $7.65 Winnipeg; $7.25 Ft. William. Brass snare wire, per lb., 80c.

WIRE, ANNEALED—

No. 9, $6.75; 10, $6.80; 12, $6.95; 14, $7.15; 15, $7.35; 16, $7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 7 00
8 in.	8 40
10 in.	9 80
12 in.	12 60
15 in.	16 80
Perfect Handle—	
6 in.	15 00
8 in.	18 00
10 in.	21 00
12 in.	27 00
15 in.	36 00
18 in.	48 00

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$ 1 10
8 in.	1 25
10 in.	1 40
14 in.	1 95
18 in.	2 75
24 in.	4 00
36 in.	7 45
Trimo—	
10 in.	$1 50
14 in.	2 10
18 in.	3 00
24 in.	4 35

Always Ready—	Dozen Black	Dozen N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS—

Ese, $62.55 per doz.; Reliance, $73.70 per doz.; Emperor, $105.90. Royal Canadian, $87.95 per doz.

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS, MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON, FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER—THE CONSUMER

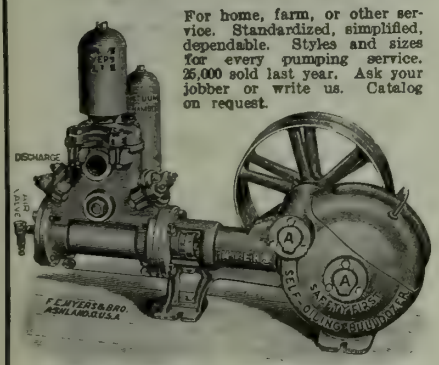
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The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED

MYERS POWER PUMPS

For home, farm, or other service. Standardized, simplified, dependable. Styles and sizes for every pumping service. 25,000 sold last year. Ask your jobber or write us. Catalog on request.



F. E. MYERS & BRO., ASHLAND OHIO

Help Wanted

An ad for help in the Classified Advertising Section will bring the right kind of replies.

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Hardware and Meta

Classified Advertising Section

143-153 University Ave., Toronto

MEHASCO

ANOTHER MEHASCO MESSAGE 24

Watches and Clocks



We have built up a large trade in this line owing to the fact that in these particular goods the merchant appreciates service. The popular priced watch that sells for $1.75 carries the following guarantee. They are guaranteed to be running right and keeping good time when you sell them to the customer. If they cannot be adjusted or fail to give satisfaction, in say, one week's time, the customer can return the watch and have it replaced, and we in return replace it free of charge to the dealer. But the customer cannot use his watch until it is worn shabby and then have it replaced. We will have it repaired for him if he wishes at a slight charge. On clocks the guarantee is two years, and if they do not keep good time for that period we will have them repaired free of charge provided they are not abused.

MERCHANTS HARDWARE SPECIALTIES, LIMITED
CALGARY

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Aluminum
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.

Aluminum Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Ammunition
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Asbestos
Canadian Asbestos Co., Montreal, Que.

Asbestos Pipe Specialties
Canadian Asbestos Co., Montreal, Que.

Asbestos Pipe Coverings
Canadian Asbestos Co., Montreal, Que.

Ankle Supports
Owen Sound Steel Press Works, Owen Sound, Ont.

Auto Accessories, Equipment and Supplies (Jobbers)
Auto Accessories Ltd., Winnipeg, Man.
J. E. Beauchamp & Co., Montreal, Que.
Canada Sales Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
North American Hardware Co., Ltd., Montreal.
Prairie Motor Sales Co., Moose Jaw, Sask.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Toronto.

Auto Accessories, Equipment and Supplies (Manufacturers)
Air-Tite Mfg. Co., St. Thomas, Ont.
W. H. Banfield & Sons, Ltd., Toronto.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
Barcalo Mfg. Co., Buffalo, N.Y.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
The Lockwood-Ash Motor Co., Jackson, Mich.
Line, Kimball Co., Moose Jaw, Sask.
Metal Specialties Mfg. Co., Chicago, Ill.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
Will B. Lane, Chicago, Ill.
Perfection Sanitary Brush Co., Toronto.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
Kinsinger, Bruce & Co., Niagara Falls, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties Co., Hamilton, Ont.

Automobiles
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Automobile Parts
Kinzinger, Bruce & Co., Ltd., Niagara Falls, N.Y.
McKinnon Industries, Ltd., St. Catharines, Ont.

Awnings
J. J. Turner & Co., Peterboro, Ont.

Axes
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Foundries & Forgings, Brockville.
Can. Warren Axe & Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Babbitt Metal
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton

Bars and Racks, Clothes
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Liners
J. N. Warminton & Co., Montreal, Que.

Batteries, Dry
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.

Batteries, Flashlight
Dominion Battery Co., Toronto, Ont.
Usona Mfg. Co., Inc., Toledo, Ohio.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
Kinzinger, Bruce & Co., Ltd., Niagara Falls.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
Wentworth Mfg. Co., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.

Brake Lining
Thermoid Rubber Co., Trenton, N.J.
Haddow Brokerage Co., Montreal, Que.

Brass Goods
Haddow Brokerage Co., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Williams Bros. & Piggott, Ltd., Birmingham.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Conveyor
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.
Plewes, Ltd., Winnipeg, Man.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.
Samuel Trees & Co., Toronto, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
London Bolt & Hinge Works, London, Ont.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
Northern Bolt & Screw Co., Owen Sound.
Wilkinson & Kompass, Hamilton.

Bolts, Eye
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boxes, Tin
A. R. Whittal Can. Co., Ltd., Montreal, Que.

Boxes, Wood
Canadian Wood Products Co., Toronto, Can.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal, Que.

Butchers' Tools
Haddow Brokerage Co., Montreal, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain Conn.



B. & C. No. 29. 19 in.

Let this *Worthy* Brand Dominate Your Paint Department And Hold Your Trade

Only the skilled and expert chemist can determine Jamieson quality by *examination*. To the workman, however, Jamieson quality is determined only by *service*.

Many years' experience and continual improvement have given the Jamieson line to-day a prestige that makes it a best seller wherever paints and varnishes are sold.

We want *you* to be the Jamieson agent in your town. Drop us a postcard and we will show you how it will *pay* you to sell Jamieson Paints and Varnishes exclusively to your customers.

R. C. Jamieson & Co., Limited

Established 1858

MONTREAL CALGARY VANCOUVER

Owning and Operating P. D. Dods & Co., Limited

THE BUYERS' GUIDE

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Perfection Sanitary Brush Co., Toronto.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Blowers, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.

Brooms
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

Buckles, Harness and Trunks
McKinnon Industries, Ltd., St. Catharines, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
Peterboro Lock Mfg. Co., Ltd., Peterboro, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
Cannon Oiler Co., Keithsburg, Ill.

Caps for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Toronto Lock Mfg. Co., Toronto, Ont.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpenters' Tools
Haddow Brokerage Co., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Casseroles
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Folding
J. E. Beauchamp & Co., Montreal, Que.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
McKinnon Industries, Ltd., St. Catharines, Ont.

Choppers, Ice
The Haddow Brokerage Co., Montreal, Que.
L. & I. J. White Co., Buffalo, N.Y.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont
Williams & Co., J. H., Brooklyn, N.Y.

Clippers
Chicago Flexible Shaft Co., Chicago, Ill.

Closets
Wakyte Mfg. Co., Ltd., Winnipeg, Man.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clothes Dryers
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

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Stratford Mfg. Co., Ltd., Stratford, Ont.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Connecting Rods
Williams & Co., J. H., Brooklyn, N.Y.

Coopers' Tools
Haddow Brokerage Co., Montreal, Que.

Coping Saws
Thos. Birkett & Son Co., Ltd., Ottawa.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Cooking Ware
Corning Glass Works, Corning, N.Y.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Crocks, Butter
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Crucibles
Canadian Asbestos Co., Montreal, Que.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers' Sons & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Curry Combs
The Burrow, Stewart & Milne, Ltd., Hamilton, Ont.

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville.

Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Diaphragms Rubber

Dies, Stocks, Etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. Co. of Canada, Galt.

Disinfectants
J. E. Beauchamp & Co., Montreal, Que.

Display Racks and Stands
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

Doors
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons, Birmingham, Eng.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

Doubletrees
McKinnon Industries, Ltd., St. Catharines, Ont

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.



Talk No. One Hundred and Eighty-Three

The sheet metal worker who used "PREMIER" GALVANIZED SHEETS throughout the war made money—he paid less and got more—and he had the goods. The same will hold good in peace times—Buy the MADE-IN-CANADA SHEETS.

TINKER TOM

Look for Talk No. 184 next week

DOMINION SHEET METAL CORPORATION, Limited
HAMILTON, CANADA

SELL
THRIFT STAMPS



THE dealer who encourages his customers to take their change in Thrift Stamps is giving valuable aid to the work of Reconstruction. He is helping to foster Prosperity by making small savings assist in financing Governmental expenditures.

Then, while he is doing that much for the country, let him do something for himself—

Buy
War-Savings Stamps

Indurated Ware

Far superior to metal and will last many times as long. Will not split, warp, crack or come apart. Eddy's washtubs, washboards, household pails, milk pails, butter tubs, cuspidors, etc., are made from this granite-like substance and will last indefinitely. Eddy's washtubs and pails will never show a leak—Eddy's butter tubs will never taint the product as wood is apt to do.

These goods being light, economical and practically unbreakable, are favorites in every home. Therefore, it will pay you to display them prominently in your store.

THE E. B. EDDY COMPANY, LIMITED

HULL CANADA

Makers of Canada's Famous Matches

THE BUYERS' GUIDE

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drop Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man
The Hessco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn
National Electric Heating Co., Toronto
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Usona Mfg. Co., Toledo, Ohio.

Electric Supplies
W. H. Banfield & Sons, Ltd., Toronto.
The Hessco Electric Mfg. Co., Toronto, Ont.

Emery
Dominion Glue & Emery Co., Montreal, Que.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass.
British America Paint Co., Ltd., Victoria, B.C.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
DesRochers, Ltd., Montreal, P.Q.

Eveners for 2, 3, 4, 6 and 8 Horses
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
Westwoods, Limited, Winnipeg, Man.

Explosives
Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Garanoque, Ont

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
H. W. Johns-Manville Co., New York.
Northern Electric Co., Montreal.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Boxes
Canada Foundries & Forgings, Brockville.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

Fenders for Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal
Wilkinson & Kompass, Hamilton.
DesRochers, Ltd., Montreal, P.Q.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass

Fire Appliances and Liquids
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson Iver Arms & Cycle Works, Fitchburg Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Department Supplies
Canadian Consolidated Rubber Co., Montreal
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fireplace Fixtures
Stover Mfg. & Engine Co., Freeport, Ill.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Scythes & Co., Ltd., Toronto, Ont.

Flag Holders
International Sales Co., Winnipeg, Man.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto

Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Specialties
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont.

Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.

Forgings, Drop
McKinnon Industries, Ltd., St. Catharines, Ont.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Furnaces
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Merchants Hardware Specialties, Ltd., Calgary,
Record Fdry. & Machine Co., Ltd., Moncton, N.B.
Saunders & Co., Montreal, Que.

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Canada Paint Co., Montreal.
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Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
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Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co. Montreal
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Winnipeg Ceiling & Roofing Co., Winnipeg.

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C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garden Seats
J. E. Beauchamp & Co., Montreal.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Garages
Pedlar People, Ltd., Oshawa, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.

Galvanized Iron Cornices
Pedlar People Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co., Ltd. Toronto.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass Jars
Dominion Glass Co., Ltd., Montreal.

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Jas. Morrison Brass Mfg. Co., Toronto.



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Prairie City Oil Co., Winnipeg.

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Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
J. H. Williams & Co., Brooklyn, N.Y.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glasses, High Pressure
The Strong Machinery & Supply Co., New York, N.Y.

Gauges, Water (Standard Extra Heavy Automatic
The Penberthy Injector Co., Ltd., Windsor, Ont.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
The Johnston Brokerage Co., Pittsburgh, Pa.
A. Ramsay, Son & Co., Montreal.
Sanderson-Pearcy Co., Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.

Glue Pots, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Glue, Sheet and Ground
Canada Glue Co., Brantford, Ont.
DesRochers Ltd., Montreal, Que.
Dominion Glue & Emery Co., Montreal, Que.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves
American Pad & Textile Co., Ltd., Chatham, Ont.
Hamilton-Carhartt Co., Toronto.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Poison
Kill-em-Quick Co., Regina, Sask.
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

Granaries, Portable, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg.

Graphites
Canadian Asbestos Co., Montreal, Que.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Guns
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd., Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.

Hames, Steel and Iron
McKinnon Industries, Ltd., St. Catharines, Ont.

Hammocks
Galt Robe Co., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles, Chest and Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hangers, Door
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus.
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Canada Steel Goods Co., Hamilton, Can.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Hangers, Barn Door
Allith Mfg. Co., Ltd., Hamilton, Ont.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Can
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling Ill.
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Harness
Samuel Trees & Co., Toronto.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
Belleville Hardware Mfg. Co., Belleville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Lyons & Marks, Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling Ill.
North American Hardware Co., Ltd., Montreal Que.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
McKinnon Industries, Ltd., St. Catharines, Ont.

Hatchets
Canada Foundries & Forgings, Ltd., Brockville
Haddow Brokerage Co., Montreal, Que.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Electric
Chicago Flexible Shaft Co., Chicago, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Stover Mfg. & Engine Co., Freeport, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont
National Mfg. Co., Sterling, Ill.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., Ltd., St. Marys, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Plewes Ltd., Winnipeg, Man.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.

Hooks for Logging Chains
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Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

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Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hubs for Ford Cars
McKinnon Industries, Ltd., St. Catharines, Ont.

Hub Caps
McKinnon Industries, Ltd., St. Catharines, Ont.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Ingersoll Watches
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Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Insecticides
The McDougall Bros., Ltd., Manchester, Eng.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Ironing Boards and Tables
J. E. Beauchamp & Co., Montreal.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Iron, Corrugated
Canada Metal Co., Toronto.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron and Steel Bars
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
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Manitoba Bridge & Iron Works, Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.

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Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Jardinieres
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Jugs
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Kalsomine
British America Paint Co., Ltd., Victoria, B.C.

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J. E. Beauchamp & Co., Montreal.

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Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extention, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calender Mfg. Co., St. Paul, Minn.
Otterville Mfg. Co., Ltd., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.

Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.
North American Hardware Co., Ltd., Montreal

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.
North American Hardware Co., Ltd., Montreal, Q.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.
North American Hardware Co., Ltd., Montreal.
Powerlight Co., Winnipeg, Man.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.
Schultz Mfg. Co., Hamilton, Can.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lawn Swings
J. E. Beauchamp & Co., Montreal.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Taylor-Forbes Co., Guelph, Ont.

Lawn Sprinklers
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

Leather Belting and Soles
Plewes Ltd., Winnipeg, Man.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Leather Dashes and Fenders
McKinnon Industries, Ltd., St. Catharines, Ont.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lighting Systems, Store
Benjamin Electric Co., Toronto.

Lighting Fixtures, Store
Benjamin Electric Co., Toronto.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass

Linseed Oil
Brandram-Henderson, Montreal.
Canada Linseed Oil Co., Ltd., Montreal and Toronto.
Dominion Linseed Oil Co., Baden and Toronto
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
Peterboro Lock Mfg. Co., Peterboro, Ont.
Toronto Lock Mfg Co., Toronto, Ont.

Logging Chain Hooks
McKinnon Industries, Ltd., St. Catharines, Ont.

Lugs for Silos
McKinnon Industries, Ltd., St. Catharines, Ont.

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
T. F. Shudy Co., Ltd., St. Catharines, Ont.

Machinists' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

Malleable Iron Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Malleable for Carriages
McKinnon Industries, Ltd., St. Catharines, Ont.

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Marine Supplies
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

Metallic, Ceilings, Walls, Roofing, Skylights Siding, Cornices, Ventilators, Valley Windows Doors, etc.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Menders, Utensils
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
North American Hardware Co., Ltd., Montreal.
Vol-Peck Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Mirrors
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Neckyokes
McKinnon Industries, Ltd., St. Catharines, Ont.
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Oarlocks
McKinnon Industries, Ltd., St. Catharines, Ont.

Nipples for Radiators
McKinnon Industries, Ltd., St. Catharines, Ont.

Oakum
Canadian Asbestos Co., Toronto, Ont.
Scythes & Co., Ltd., Toronto, Ont.

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Cannon Oiler Co., Keithsburg, Ill.

Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

Oil, Coal
Imperial Oil Co., Toronto.

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Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

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Canadian Winkley Co., Windsor.

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Thos. Davidson Mfg. Co., Ltd., Montreal
The Gilbert & Barker Mfg. Co., Springfield, Mass.

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Oil Stains
British America Paint Co., Ltd., Victoria, B.C.

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Dennis Wire & Iron Works, London, Ont.

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Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.
British America Paint Co., Ltd., Victoria, B.C.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., St. John, N.B.

Paint, Copper
British America Paint Co., Ltd., Victoria, B.C.

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Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
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Spielmann Agencies, Montreal.

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McArthur Irwin, Montreal.
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Gutta Percha & Rubber Co., Ltd., Toronto.

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Burlington Windsor Blanket Co., Toronto.

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Soren Bros., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

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Canada Wire & Iron Goods Co., Hamilton, Ont.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pick Handles
J. H. Gill Mfg. Co., St. Thomas, Ont.

Piston Rings
The Ever Tight Piston Ring Co., St. Louis, Mo.

Piston Rod Packing
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestos Co., Montreal, Que.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg Mass.

Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.

Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal

Pipe, Galvanized, Conductor
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conducter
Canada Metal Co., Toronto

Planters, Corn
Otterville Mfg. Co., Otterville, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Barcalo Mfg. Co., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Plumbers' Tools
Barcalo Mfg. Co., Buffalo, N.Y.
J. H. Williams & Co., Brooklyn, N.Y.

Planes
Caverhill, Learmont & Co., Montreal
Stanley Rule & Level Co., New Britain, Conn.

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Buffalo Specialty Co., Buffalo, N.Y.
Channel Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.

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Northern Electric Co., Montreal

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Post Hole Diggers
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Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Thos. Birkett & Son Co., Ltd., Ottawa.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.

Powder, Gun
Hercules Powder Co., Delaware.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont
R. McDougall Co., Ltd., Galt
F. E. Myers & Bro., Ashland, Ohio.

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

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Gipe Hazard Store Service Co., Toronto

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The A. R. Whittal Can. Co., Ltd., Montreal.

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Canada Foundries & Forgings, Brockville
Stover Mfg. & Engine Co., Freeport, Ill.

Quoits
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Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
Rapid Radiators, Limited, Toronto, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal

Radiolite Watches
R. H. Ingersoll & Bro., Montreal, Que.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto
The Toronto Lock Mfg. Co., Toronto, Ont.

Rakes
Ward & Payne, Sheffield, Eng.

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Sheffield, Eng.

Reamers
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Rivets
Parmenter Bulloch Co., Gananoque, Ont.

Roofing, Ready
Bird & Son, Hamilton, Can.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.

Rope
Plymouth Cordage Co., North Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Fred Smith, Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Saddlery Hardware
McKinnon Industries, Ltd., St. Catharines.

Saws, Crosscut and Band
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Sawset
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Fry's (London), Limited, London, Eng.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Victor Saw Works, Hamilton, Ont.

Scales
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Renfrew Machinery Co., Ltd., Renfrew, Ont.

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Starting with the January issue, MACLEAN'S MAGAZINE comes out in a new size—11 x 14¼—same size as *The Saturday Evening Post.* This change will enable us to give readers more entertaining articles and stories, and a very much enlarged "Review of Reviews" Section. You will find this January issue of MACLEAN'S more pleasing and instructive than the great majority of magazines you find displayed on news-stands—and

contents are carefully censored—no sex stories—you can take it into your home with the utmost confidence.

A word about the contents—

"Why Laurier Will Wait"

In discussing the policy of the Liberal leader during the coming session of Parliament, J. K. Munro predicts, in January MACLEAN'S, that Laurier will allow Union Government a free hand. In this policy of inactivity "he sees the w y open to the accomplishment of all his purposes. If he is half the politician his friends believe h is, he will sit and smile and wait—yet a little longer."

All Canada is interested in what is going to h ppen in Ottawa. J. K. Munro, veteran press gallery man, is a shrewd observer, and his political articles in MACLEAN'S have stirred up more comment than anything else appearing in the p ess of the country. He knows politics from the inside. "Why Laurier Will Wait" is a forecast of the near future that bristles with interesting points. A few of the other "head-liners" in this issue:

Bolsheviks at Work in Canada

A sensational article on activities in subterranean circles. There are foreigners in Canada ready to wave the red flag.

Achievements of the Canadian Army

Since the Canadian Division was formed, they have not retired a foot nor lost a gun—a marvellous record. An inside story of how this great army was handled and controlled is told by H. F. Gadsby who spent a month at Headquarters during the last great offensive.

The Grave Dangers of Peace

An article by Agnes C. Laut on the insidious new propaganda being launched by the Germans to split the Allies.

Jock in a Juggernaut

The most interesting war article in a long while, because it is new—it deals with experiences in the tanks.

AND THESE AS WELL:

The Dance Halls of Dawson - By E. Ward Smith

My Hour - - - By Robert W. Service

The Strange Adventure of a Rialto Rainstorm - By Arthur Stringer

The Minx Goes to the Front - - - - By C. N. and A. M. Williamson

The Three Sapphires - - By W. A. Fraser

Mr. Craighouse, of New York, Satirist - - By Arthur Beverley Baxter

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J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Windows
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.
J. E. Beauchamp & Co., Montreal, Que.

Gorden Seats
J. E. Beauchamp & Co., Montreal, Que.

Seats, Fibre
J. E. Beauchamp & Co., Montreal, Que.

Separators
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
B. & S. H. Thompson, Montreal, Que.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can

Shovels, Snow
J. E. Beauchamp & Co., Montreal, Que.
Thos. Birkett & Son Co., Ltd., Ottawa, Ont.

Shingle Stains
British America Paint Co., Ltd., Victoria, B.C.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Silver Plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Solder
J. E. Beauchamp & Co., Montreal, Que.
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont

Sleighs
J. E. Beauchamp & Co., Montreal, Que.

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.
Soren Bros., Toronto, Ont.

Soldering Paste
Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

Soot, Destroyer
Canada Witch Co., Ltd.
Moncrieff & Endress, Ltd., Winnipeg, Man.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.

Spark Plugs
Canadian Carbon Co., Ltd., Toronto
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1684 St. Urbain St., Montreal
Hyslop Bros., Toronto
The Lockwood-Ash Motor Co., Jackson, Mich.
Northern Electric Co., Ltd., Toronto
The Royal Canadian Specialties, Hamilton.
Sharp Spark Plug Co., Cleveland, Ohio.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sporting Goods
J. E. Beauchamp & Co., Montreal, Que.

Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg

Stampings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Stoneware
Medalta Stoneware, Ltd., Medicine Hat, Alta.

Store Fixtures
Cameron & Campbell, Toronto.

Stoves
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Gurney Foundry Co., Toronto
Merchants Hardware Specialties, Ltd., Calgary
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock

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Royal Fireless Cooker Co., Ottawa, Ont.

Stoves, Gas and Coal
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

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Thos. Davidson Mfg. Co., Ltd., Montreal.
Safety Stove Pipe Co., Ltd., Toronto, Ont.

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J. E. Beauchamp & Co., Montreal, Que.
J. N. Warminton & Co., Montreal, Que.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Merchants Hardware Specialties, Ltd., Calgary
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

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Hamilton Stamp & Stencil Co., Hamilton

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Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal
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McKinnon Industries, Ltd., St. [illegible], Ont.

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Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal.

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Can. Foundries & Forgings, Ltd., Brockville, Ont
R. McDougall Co., Ltd., Galt, Ont.

Tanks, Galvanized Steel
Winnipeg Ceiling & Roofing Co., Winnipeg

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Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. Co. of Canada, Galt, Ont.

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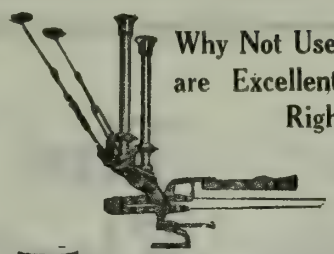
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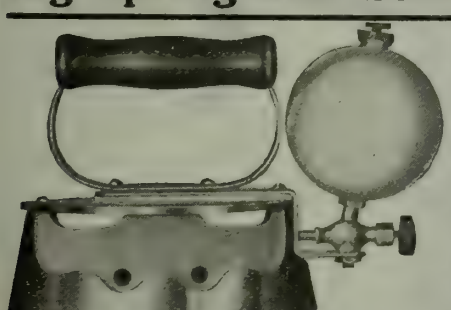
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THEY were talking about things in general — Jones and Brown. But it was easily seen by Jones that Brown talked with a positiveness and definiteness lacking in himself. Brown evidently had real knowledge about things and this gave him an assurance lacking in Jones. Jones found himself talking in generalities, and he had the sense to know that what he had to say wasn't very convincing. In the end he spoke up. "Brown, tell me, where do you get your information? You talk like one who knows. You use facts to fortify your opinions, and you seem to have a wealth of information about things Canadian. What's the secret of your greater confidence and knowledge?"

And Brown said: "I'll tell you, Jones, how I have strengthened myself in confidence and knowledge, as you put it. I read my newspaper in a new way now, and I make it a point to know a good deal about Canada, the land of my birth, residence and affection.

"For years—until I was forty—I read newspapers, as many others do—pretty thoroughly. I read about accidents, and meetings and fires, and everything else. One day I woke up,—was awakening up, to tell the truth—to discover that I was just frittering away time when I read everything.—Then I determined to concentrate my interest on matters Canadian—the things about Canada that really matter.

"I wanted direction. I needed a focal point, as it were. What should be skipped, and what should be read closely? I was floundering. I am not much of a politician, and I abominate party politics. I wanted to see things fairly.

"Then one day I made the acquaintance of THE FINANCIAL POST. It seemed to me to give me the direction I needed. I found it was sifting things for me, and giving current affairs their right proportioning. At any rate, it was a new kind of newspaper to me, and I read it with zest.

"I am a business man, and business in its larger aspects is the special field of THE FINANCIAL POST. I found the paper written in a readable way, and that it has a breadth of interest pleasing to me. So I subscribed for THE POST, and every Saturday and over the week-end this paper is pretty thoroughly ready by me.

"I find that the reading of this paper helps me get out of my daily newspaper the meat in it. As a matter of fact, I read my daily newspaper and other papers with a new and informed interest which makes my reading a profitable thing.

"I read somewhere that an hour a day spent on any subject would make a man master of that subject in 10 years. Well, I do not know that I am seeking to be a master of Canadian affairs, but I do know that for the past two years or so I have been having a new joy in life. I am really trying to know my Canada.

"I clip a good deal, and my scrap-book on Canada is a treasure house for me, I collate the material I put in that book, and whenever I want to read up any particular subject, I have before me, gathered up, a surprising amount of material obtained from many sources.

"I take luncheon at the Club daily. There are eight of us who gather daily at the same table. One is a wholesaler, another is a banker, another a publisher, another a manufacturer, another a manufacturers' agent—and so on. We have a representative gathering.

"We talk about many things, and about Canada most of all. I take great satisfaction from the knowledge that I am able to hold up my end of the conversation. To tell you the truth, it is this reputation that spurs me on to keep myself brushed up all the time. I own up, also, to practising a little subtlety. I guide the conversation in the direction of a subject that I am well informed on, and then I bide my time, letting others wrestle with it until they have told all they know. Then is my chance, and I am able to say something useful to a company that is attentive.

"Jones, if you want to improve the quality of your information, read purposefully, objectively. Cut out the reading of everything under the sun. You are a business man, the same as I am. Why not read definitely along the line of business? You will find it a most pleasurable kind of reading, and you'll find that you will acquire the sifting mind which will enable you to pass over a lot of stuff of no value to you, and seize on material of real value.

"I recommend THE FINANCIAL POST as a paper that will give your reading direction. It has helped me much, and I believe will help you. At any rate, it is easy to try it out."

IF JONES wants to try out THE FINANCIAL POST he can have it go to him by mail for four months for a dollar bill. One thing that ought to impress and please Jones is that THE POST is not a one-man paper. It is produced by many men, each a surpassingly well-informed man on the subject he writes. One man writes on matters pertaining to agriculture, another on the iron and steel industry, another on the food problems and milling and cereal subjects, another on insurance, another on textiles, and so on. The special contributed articles which are a regular feature of THE POST are by authorities or by men of position. Besides which, THE POST surveys many fields of interest, and this survey is world-wide. It is a meatful paper, in very truth, and assures those who read it regularly an amount, kind and quality of reading not commonly found in a single newspaper. If you would make your daily reading take on a new interest and value, we suggest that you should sign and forward the coupon opposite.

THE MACLEAN PUBLISHING CO., LTD.,
Dept. H.M., 143-153 University Ave., Toronto.

Send me THE FINANCIAL POST for

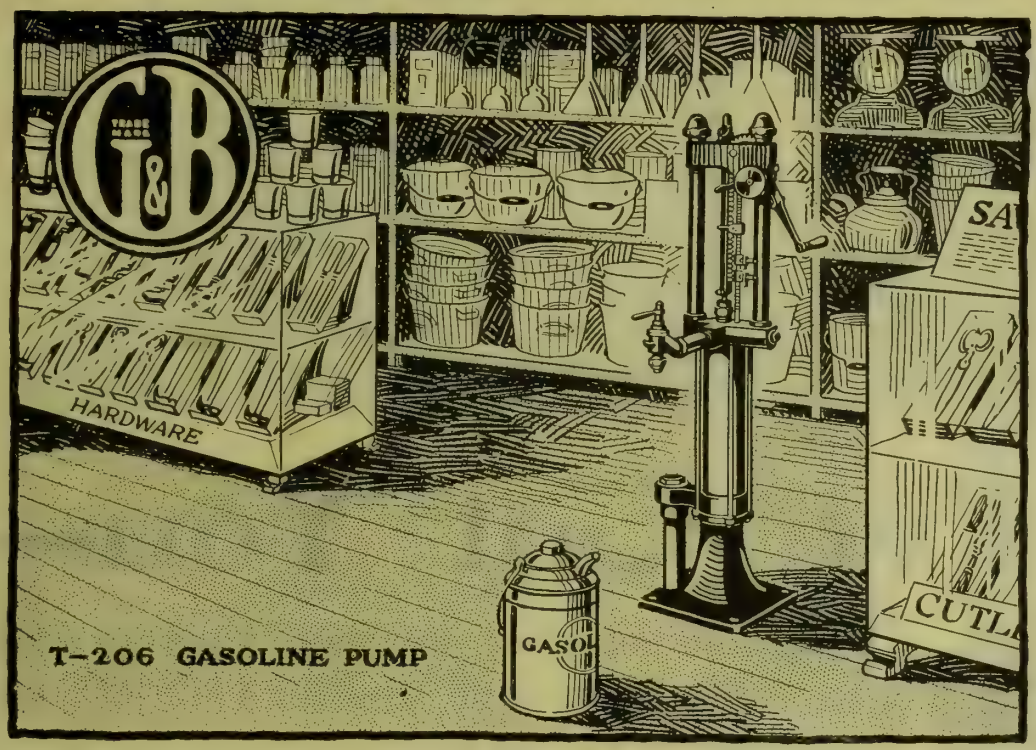
one year at Three Dollars
four months at One dollar

I will remit on receipt of bill in the usual way.

.....

The MacLean Publishing Company, Limited

143-153 University Avenue, Toronto



Helping The Hardware Dealer Handle Gasoline Trade

Hardware dealers building up a lucrative gasoline trade through the great increase in automobile and motor-truck operators can give speedy and convenient service by installing a Gilbert & Barker T-206 pump.

It discharges, exactly, gallons or lesser quantities as desired. Discharge register tallies from one to ten gallons. Such an outfit pays for itself by eliminating waste, and with underground tank, minimizes fire risk.

There are other G & B pumps delivering from one to five gallons at a stroke and suitable for the needs of dealers with a small or large gasoline trade.

G & B storage outfits for lubricants, paints and varnishes are made in different sizes; substituting safety and convenient service for fire risk and messy waste.

Write for catalogue or call at any branch of Imperial Oil Limited.

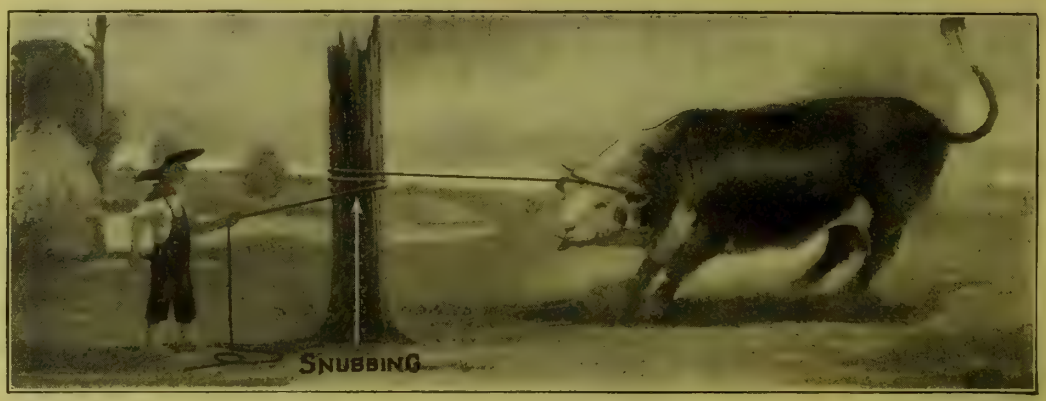
SAVE OIL

IMPERIAL OIL LIMITED

Canadian Distributors of Gilbert & Barker Gasoline and Lubricating Storage Outfits

BRANCHES IN ALL CITIES

The Allies The Central Powers



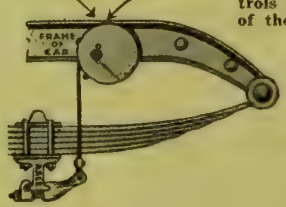
"I've Got You--



Why did the U.S. Government use Gabriel Snubbers on War Ambulances?

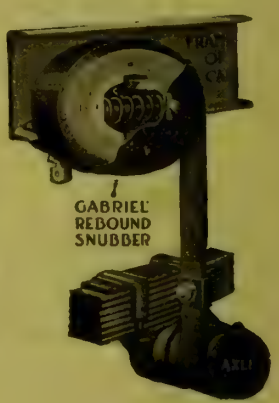
and you can't get away," says the Snubber Boy to the Bull, and the Gabriel Snubber to the car spring.





The Snubber controls the rebound of the springs.

The U.S. Government selected Gabriel Snubbers for Ford and GMC War Ambulances, just as America's Foremost car builders select Gabriel Snubbers year after year, as standard factory equipment.



Write for prices and attractive dealers proposition

HYSLOP BROTHERS, LIMITED

TORONTO, ONTARIO

Make your own car ride easier and last longer by equipping with

GABRIEL SNUBBERS

Paragon—

"Type of Excellence"

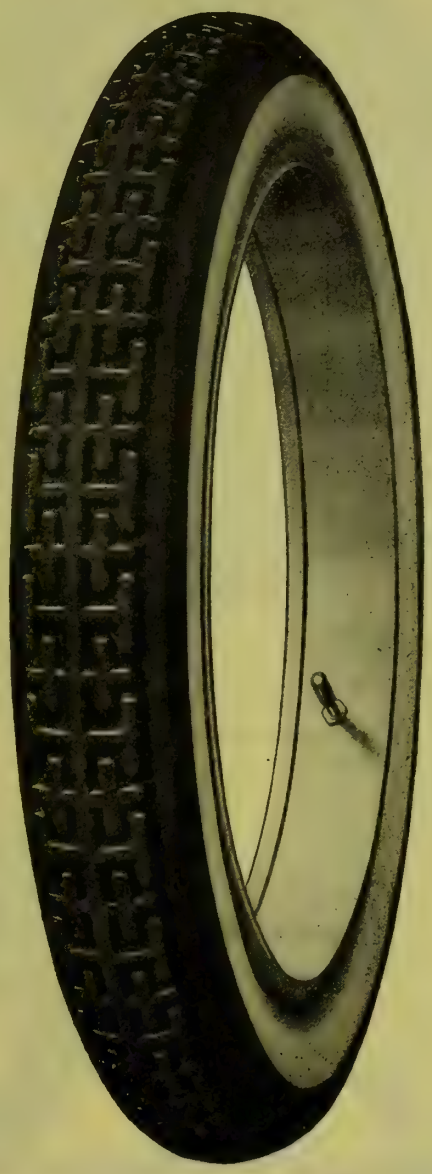
The excellent workmanship, design and material, typical of these tires, have made "Maltese Cross" the choice of discriminating motorists throughout Canada.

Only the BEST is allowed to go into their manufacture—only the BEST need you expect from their performance.

MALTESE CROSS TIRES

with their safe, certain treads and their *extra* volume of tough, hard-wearing rubber, offer you the utmost in Speed, Security and Service.

In all the essentials of a good, reliable, serviceable tire, "Maltese Cross" Tires with Paragon tread measure up to the name "Paragon"—type of excellence.



MALTESE CROSS
PARAGON TREAD
"THE MILEAGE TIRE"

Gutta Percha & Rubber, Limited

Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Lethbridge, Vancouver, Victoria.

The Tool that Turns the Trick



OFF
Marquette Tire Tool

OFF WITH THE OLD

BE ON YOUR TOES

FOR SPRING TRADE

Our stock of **Automobile Accessories** is a new stock.

COMPLETE, CLEAN, VARIED

Selected with Quality as the first consideration.

DEALERS! SEE OUR SALESMEN

Our salesmen are now covering the Prairie Provinces with a full line of Automobile Supplies: Springs, Wheels, Tire Accessories, Radiator and Engine Supplies, Tire Chains, Shock Absorbers, Bumpers, Car Equipment Specialties, and Garage Appliances.

Write us for Prices.

D. ACKLAND & SON, LIMITED

WINNIPEG

Our Specialties Carry the Punch that Sells



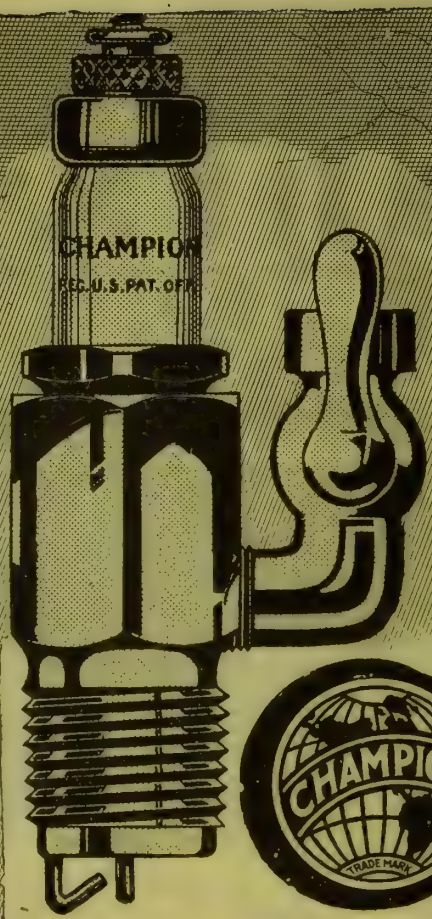
Quality Batteries at Reasonable Prices and Good Profits

The superior construction and quality of North Star Batteries will steadily pull sales and increase business for *you* by the repeat order route.

All good jobbers sell them.

CANADA DRY CELLS, LIMITED, WINNIPEG, CANADA


HERCULES
SPARK PLUGS
"Strictly A Quality Product"
ECLIPSE MFG. CO. INDIANAPOLIS IND.
MADE IN
U. S. A.
HERCULES





Champion
Priming Plugs

—eliminate delays and worry.
—make cold weather motoring more comfortable.
—help conserve gasoline and batteries.
—and, above all, increase your cold weather sales of spark plugs, by giving your customers the one article that makes all these things possible.

Champion Priming Plugs Price $1.50

Champion Priming Plugs will make your customers' cars start almost as easily in zero weather as in mid-summer. Show them how Champion Priming Plugs put the gas right at the sparking point—where the first turn of the engine starts it spinning.

Champion Priming Plugs save gasoline by enabling drivers to stop their engines when they stop their cars even in the coldest weather. Priming starts it again and saves unnecessary cranking or useless wear and tear on starter and batteries.

You can build bigger cold weather spark plug sales on these arguments. If you haven't a stock of Champion Priming Plugs, order them to-day from any jobber in auto accessories

Champion Priming Plugs carry the same guarantee as all other Champions—"Complete satisfaction to the user or free repair or replacement will be made."

Champion Spark Plug Co. of Canada, Limited
Windsor, Ontario

Prime and Save Time

"The Colts are Coming"

We will soon have good news for you, Friend Dealer



AS you know, it has been a long time since we have been able to fill orders from the trade.

The great Colt Factories have been attending strictly to Uncle Sam's needs.

But now there is a lull on the firing line. So just the minute we get the word we are going to switch and go full steam ahead on unfilled orders. Our dealer friends have waited patiently. A little more patience will be rewarded.

In the meantime, here is a little inside information:

The folly of unpreparedness has taught its lesson. It has changed our people from a condition of gunshyness to a desire for proficiency in the use of firearms, *AND THE PISTOL IS IN THE FRONT RANK!* The boys returning from "Over There" have learned the *business* of shooting. They will want to keep at the *sport* of it. Municipalities and the newspapers will foster target practice. The homefolk will want a gun for the house.

THE YEAR 1919 WILL BE A BANNER ONE FOR COLT'S FIREARMS

We give you these facts so that YOU may be prepared. Get your order in early for COLTS—the firearms that helped to bring the boys home victorious and are going to be desired in preference to all others.

COLT'S PATENT FIRE ARMS MFG., CO.
HARTFORD, CONN.

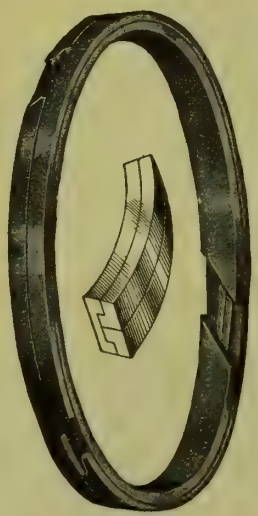
COLT

"The Proven Best
By Government Test!"

Ever-Tyte PISTON RINGS

B79

READ THIS GUARANTEE:—



We guarantee ***EVER-TYTE*** Piston Rings to produce higher compression, develop more power, and use less fuel and lubricating oil than any other piston ring; and we will return the full purchase price to any purchaser upon the return of rings, if they fail to meet the conditions of this guarantee after six months actual service—provided the cylinders are not scored, nor badly warped and the motor is fully equipped with ***EVER-TYTE Piston Rings.***

FOR SALE IN CANADA BY

MICHAEL ERT, Ltd., Winnipeg, Manitoba
GREAT WEST ELECTRIC CO., Ltd., Winnipeg, Manitoba
MERRICK-ANDERSON, Ltd., Winnipeg, Manitoba
MILLER-MORSE HARDWARE CO., Ltd., Winnipeg, Manitoba
PRAIRIE MOTOR SALES CO., Ltd., Moose Jaw, Sask.
REVILLON WHOLESALE, Ltd., Calgary, Alberta
WALKER-VALLANCE, Ltd., Hamilton, Ont.
WOOD, VALLANCE & ADAMS, Ltd., Calgary, Alberta

F. G. MAXWELL & CO., Canadian Representatives
WINNIPEG, MANITOBA

MADE BY
THE EVER TIGHT PISTON RING CO.
ST. LOUIS, MO., U. S. A.

The right-angle interlock is your safeguard



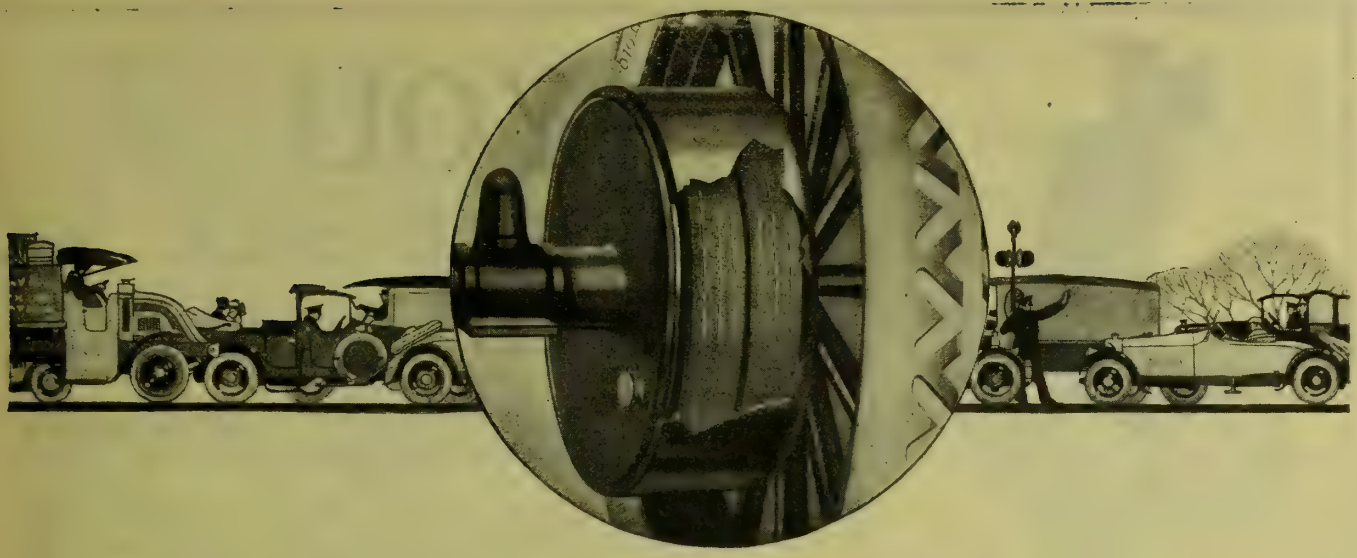
H&M. 12-18

THE SPHINX MFG. COMPANY
BIRMINGHAM, ENGLAND

Canadian Representative:
W. T. EVANS
1684 St. Urbain St., Montreal



If any advertisement interests you, tear it out now and place with letters to be answered.



12,000,000 brake bands

Why your brake lining business will be bigger in 1919 than ever before

THE coming year will be the biggest year ever known for the sale of brake lining. According to official registration figures there will be approximately 6,000,000 passenger cars and trucks in service which have been run at least one season. The brake linings of these cars are worn, and the owner of every single one of them is a prospect for a new brake lining. Altogether 65 million feet of brake lining will be needed.

Here is an opportunity for you to increase your business. Make these winter months, ordinarily so dull, pay you a profit. Get a list of the cars in your territory. Go after the owners hard this month and persuade them to have their brakes relined before the motoring season opens.

We are backing up your efforts by starting our big spring advertising drive in all the leading publications. We are convincing these 6,000,000 owners of the need of new brake lining and the value of Thermoid. We are showing them the difference between Thermoid Hydraulic Compressed Brake Lining and the ordinary woven kind.

Start right away to get your share of this big market. Recommend Thermoid Hydraulic Compressed Brake Lining to every customer. Thermoid will build good-will for you by giving your customers longer, surer service.

Every foot of Thermoid which you put on is backed by ***our Guarantee: Thermoid will make good—or WE WILL.***

Thermoid Brake Inspection Chart

At speed of	A car should stop in
10 miles per hr.	9.2 ft.
15 " " "	20.8 "
20 " " "	37 "
25 " " "	58 "
30 " " "	83.3 "
35 " " "	104 "
40 " " "	148 "
50 " " "	231 "

Will your car do this?

Thermoid Rubber Company

Factory and Main Offices: Trenton, N.J.

New York Chicago San Francisco Detroit
Los Angeles Philadelphia Pittsburgh
Boston London Paris Turin

Canadian Distributors:
The Canadian Fairbanks-Morse Company
Limited, Montreal

Branches in all principal Canadian Cities







Makers of "Thermoid Crolide Compound Casings" and "Thermoid-Hardy Universal Joints"



YOU SHOULD SELL WEED CHAIN JACKS

The most easily operated Jack on the Market

Weed Chain Jacks lift a car by a few pulls on a chain and lower by a few pulls in the opposite direction. The operator can stand away from the car, clear of the wheels, mud guards and tire carriers. This feature is especially noteworthy where cars are operated by women.

They are made of malleable iron, black enamelled; the base is extra heavy to prevent upsetting; the top is concave to prevent slipping of the axle. The lifting screw is cold rolled steel with square machine-cut threads. The gear housing is stamped steel, and the chain is heavily plated to prevent rust.

A Weed Jack purchaser is a pleased customer.

GREAT WEST ELECTRIC COMPANY, LIMITED
WINNIPEG

Distributors for Laco Tungsten and Nitro Lamps

CLASCO

This Trade-Mark is a guarantee of Highest Quality and Workmanship

We specialize in, and our Plant is fully equipped to produce

STEEL and BRASS STAMPINGS of all kinds

Write us for quotations

CANADIAN LAMP & STAMPING CO., LIMITED

Makers of the celebrated CLASCO Lamps for Motor Cars

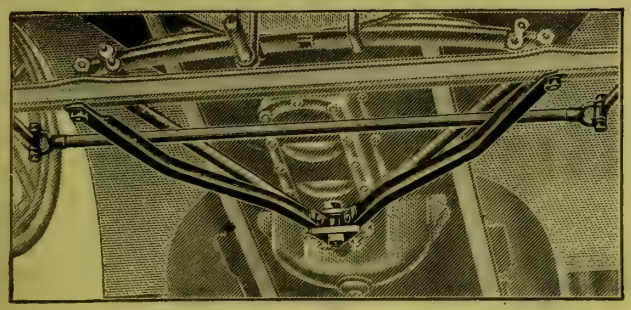
FORD CITY, ONTARIO

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins



Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR, ONT.





Big Opportunity To Sell To Owners of Small Cars

SUB-RADIUS ROD.—A boon to small car owners. Prevents rods from breaking or bending and eliminates chance of accidents. Stops vibration. Simple, dependable, durable.

Rear Axle Truss.—Prevents rear axle housing from sagging or being thrown out of line. No extra fittings, no holes to drill, all ready to easily adjust.

These accessories are money makers. Write direct or see your jobber.

LINE & KIMBALL CO.

Manufacturers of Auto Accessories

Moose Jaw **Saskatchewan**

Insist on Getting A Tallman Double Action Pump

Easy on Your Back



Saves Your Tires

Tallman Brass & Metal Limited

HAMILTON, ONT.



Sell this Vest Pocket Lock for Chevrolet Cars

Every Chevrolet owner will want this lock. Easy and simple to operate. Inexpensive.

Dealers, write us.

Manufactured by

HOMER & WILSON

1-5 Lancaster Street, HAMILTON





The Real Ankle Support That Makes Others Look Like Imitations

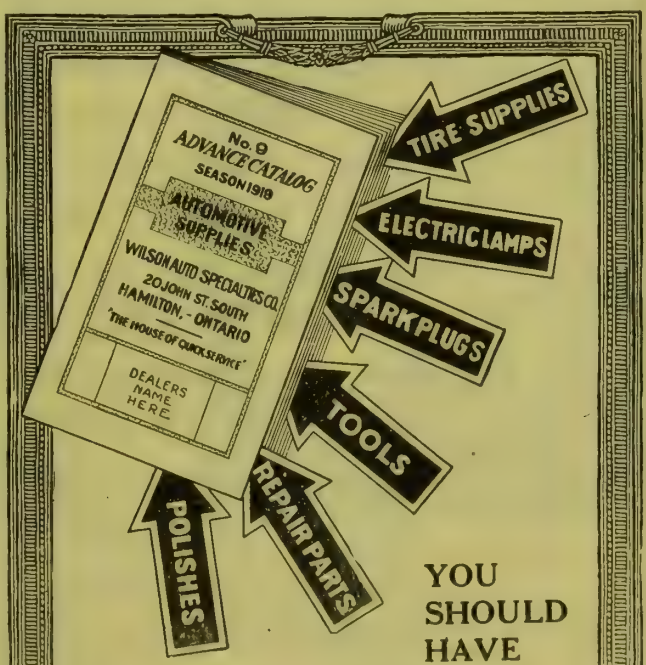
Sell Perfection Ankle Supports—the only sure and comfortable ankle support on the market.

Made from the best quality of steel, and is so devised that by means of a hinge and sliding attachment the ankles may bend forward or backward, but simply can not bend sideways.

You'll sell more skates this winter as well as supports if you handle this line.

Write us for prices.

Owen Sound Steel Press Works, Owen Sound, Ont.



YOU SHOULD HAVE

WILSON'S BIG 1919 ADVANCE CATALOG

Ready about January 15th. Contains everything worth while in the Auto Supply and Accessory Line. If you are not on our mailing list send at once for your copy and dealer's confidential discount sheet. We can save you money.

WILSON AUTO SPECIALTIES CO.

HAMILTON, CANADA

The Big Annual Spring Buying and Directory Number of HARDWARE AND METAL

Canada's National Hardware Weekly

will appear on

March 22

The advertisements in HARDWARE AND METAL'S Annual Spring Number are salesmen who are right on the job when Canadian hardware merchants are placing the biggest orders of the year.

Hardware buyers in Canada hang up their copy of HARDWARE AND METAL'S Spring Number, close beside their desk. A cord is inserted in the upper left-hand corner for this purpose.

Impress buyers with the importance of your firm and the quality of your goods! Make the impression strong and lasting by using big space in the biggest and best annual issue of any Canadian trade paper.

There is scarcely a hardware store of importance in any part of Canada where you will not find HARDWARE AND METAL.

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machines Oil (for general use).

Automobile Oil and Transmission Greases.



PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

Cannon Oilers

Easy Seller Because—

It is exceptionally convenient, quick-acting and an oil saver. Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops.
Ask any Thresherman, Mechanic or user.
A sure good sale and splendid profit.



THE "CANNON OILER"

FORCES THE OIL ANYWHERE

Name Copyrighted.
Original Patents Owned.
All Rights Reserved.

Order NOW of Your Jobber.
Manufactured only by
THE CANNON OILER COMPANY
Successor to R. E. Bloomer
Keithsburg, Illinois, U.S.A.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

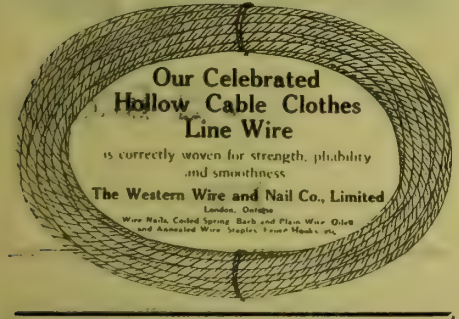
"WELLINGTON"

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

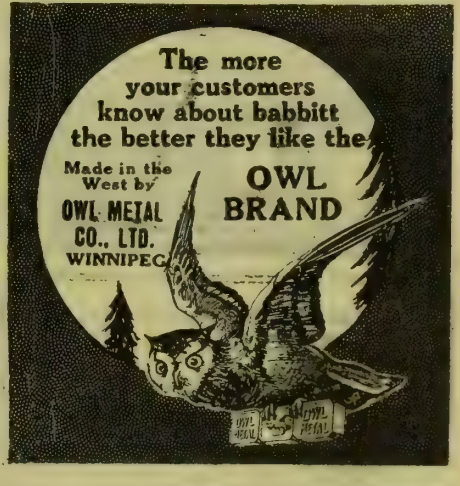
Wellington Mills, London, S.E.1., Eng.

AGENTS:
Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid Street, Winnipeg.





CANADA WITCH COMPANY, LIMITED.
Vancouver, B.C.
Distributors for Eastern Canada:
Supplies, Limited, Kentville, N.S.
Distributors for Middle West:
Moncrieff & Endress, Ltd., Winnipeg, Man.



Hardware and Metal Subscribers

Buy for business as well as for private consumption. That is why one inquiry frequently pays for an entire year's advertising. Advertisers in HARDWARE AND METAL reach only the cream of the trade—the best and biggest buyers in Canada.

MILBRADT LADDERS



will pay for themselves in a short time by enabling you to wait on more trade, save the wear and tear on your fixtures and goods, as well as bring the appearance of your store up to date.

Write to J. H. Ashdown Hdwe. Co., Ltd., Winnipeg; Marshall-Wells Co., Ltd., Winnipeg, or direct for catalog giving prices of a large number of styles we manufacture, suitable for all kinds of shelving.

John Calander Mfg. Co.
155 E. 13th Street,
St. Paul, Minn, U.S.A.

STEP LADDERS

Two Styles. All Lengths

Curtain Stretchers
Tub Stands Ironing Boards
Clothes Bars
Quilting Frames, etc.

Hand Corn Planters
Drive Well Points
Post Hole Diggers, etc.

Ask for Catalogue

Otterville Manufacturing Co.
OTTERVILLE



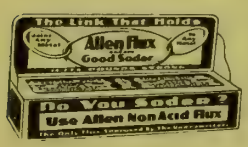
TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

BRASS CHECKS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD
HAMILTON, ONT.



Your Sales of Allen non-acid Sodering Fluxes can easily pay all the expense for both soder and flux in your own repair shop, besides going a long way toward paying the wages of a good repair man. Our handsome counter display carton will help, mightily.

Send for circulars and prices.

Bissett & Webb Ltd. 126 Lombard St.
Winnipeg Man.

STERLING

Hack Saw Blades and Machines

Manufactured by

Diamond Saw & Stamping Works
BUFFALO, N.Y.

BEAR BRAND LAMP BLACKS



A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
115 WILLIAM ST NEW YORK

TENTS, AWNINGS

FLAGS ALL SIZES, ALL KINDS

Lumbermen's, Sportsmen's, Hunters' and Campers' Complete Outfits. Clothing, Footwear, Supplies and Accessories.

Send Postcard for Catalogue

GRANT, HOLDEN, GRAHAM LTD.
OTTAWA, CANADA

TRADE **SAWYER** MARK
Registered

STITCHED CANVAS BELTS

"THE QUALITY BELT"

PLEWES LIMITED, Distributors, WINNIPEG

A good concern to do business with

THE CLIPPER

There are three things that destroy your lawn: Dandelions, Buck Plantain and Crab Grass. In one season the Clipper will drive them all out. All dealers should investigate selling possibilities. Drop us a line and we will send circular and prices.

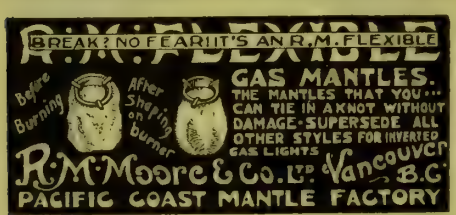


CLIPPER LAWN MOWER CO., Dixon, Ill.



English made, by Thos. Firth Sons, Sheffield. Will outlast two ordinary files. Good discount. Send for stock sheet.

DESROCHERS LIMITED
268 Centre St., - - - - Montreal



DENNISTEEL

Made in Canada

Lockers for Factories Stores, Offices Etc.



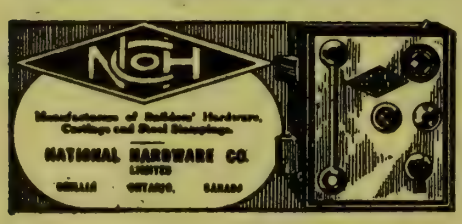
THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON

Have you read page 122? It will interest you.

The PARMENTER BULLOCH CO., Ltd.

GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



STOVE MICA

All sizes of Clear Mica in stock for immediate shipment.

Price List on Application

Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.

Getting Results

A large firm in a Western Canada city recently advertised in Hardware and Metal Want Ad. Page for a man to fill a responsible position—result 21 replies. This indicates that the want ad. page is followed closely. The man YOU want to reach is reading this page.

BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

A. H. FRASER

Representing Manufacturers of Hardware and Auto Accessories in Western Canada

1150 Homer St. VANCOUVER, B.C.

Wanted

POSITIONS WANTED

TORONTO MANUFACTURERS' AGENT wants to add one or two good builders' supply lines for Ontario. Excellent wholesale and retail connection in hardware and lumber, also architects. Covering territory four times yearly. Box 177, Hardware and Metal.

YOUNG, RELIABLE MECHANIC WISHES TO change his position to a hardware salesman with a busy firm. Number of years salesman, experienced with general merchandise. Box 174, Hardware and Metal.

HARDWARE SALESMAN, TEN YEARS' RETAIL experience, desires change of position this spring. Ontario preferred. First-class salesman, window dresser. Fair knowledge advertising. Best of references. Box 179, Hardware and Metal.

YOUNG HARDWAREMAN DESIRES POSITION as manager Western hardware store. Six years' experience. Good references. Box 150, Hardware and Metal.

MANUFACTURERS' AGENT—EXPERIENCED traveller—wants a line of hardware or steel specialties in Toronto on commission. Box 168, Hardware and Metal.

EXPERIENCED HARDWARE AND FURNITURE man is open for engagement as Retail Manager or Travelling Salesman. Good references. Box 99, Hardware and Metal, Toronto.

DISCHARGED SOLDIER DESIRES POSITION as clerk in good hardware. Two years' experience. Western Canada preferred. Box 160, Hardware and Metal.

HARDWARE CLERK, FIFTEEN YEARS' retail experience, desires position as manager of store in Alberta or Manitoba. Best of references. Box 161, Hardware and Metal.

HELP WANTED

MANUFACTURER OF WOODENWARE household article with large sale through jobbing houses east of Winnipeg desires selling connection with A1 salesman who is selling the trade in Winnipeg and westward, and can place our goods. Liberal commission. State territory you are covering. Address E. M. A., Lennoxville, Que.

SALESMAN FOR RETAIL STORE IN MEDICINE Hat. Must be first-class man. State experience, age, nationality, married or single, salary expected and names of recent employers. McPherson Bros., Medicine Hat.

LIVE SALESMAN WANTED FOR MONTREAL Island, Quebec City, balance of Quebec Province, Nova Scotia and New Brunswick. Reply stating experience, lines sold, territory now covered and how often. Also furnish names of two or more reliable references. Remuneration by commission only with extra bonus according to sales. Exclusive territory if sales warrant. Apply Box 172, Hardware and Metal.

GOOD, RELIABLE HARDWARE MAN, WITH knowledge of builders' hardware trade to cover territory in the City of Toronto. Must be a good, live salesman with a thorough knowledge of the hardware trade, and especially builders' hardware. Apply W. Walker & Sons, Limited, 1228 Yonge St., Toronto, Canada.

WANTED

WANTED—SMALL HARDWARE BUSINESS in city or suburbs. State full particulars. Box 178, Hardware and Metal.

FOR SALE

FOR SALE—ONE OF THE LARGEST HARDware businesses in the County of Ontario. Annual turnover around $60,000. Tinshop and plumbing in connection, only one in town. All machinery and tools and store fixtures included in rent of store. Purchaser required to buy stock only. Take stock in February. Grand opportunity to get into a going concern at once. Stock at invoice prices, in first-class condition, around $18,000. Have auditor's annual financial reports for eight years, which will show large profits. Good reasons for selling. Box 180, Hardware and Metal.

HARDWARE BUSINESS IN GOOD DISTRICT, 7.5 miles from Calgary. No opposition. Clean, staple stock. Easy terms. Good reasons for selling. Apply Box 173, Hardware and Metal.

AGENCIES WANTED

LIVE SALES ORGANIZATION WITH OFFICES at Winnipeg, Saskatoon and Edmonton, with broad experience and valuable connections, is open to take on a few high-class lines for the Western provinces. Only high-class propositions entertained. Give details in first letter to P.O. Box 1232, Winnipeg, Man.

EXPERIENCED HARDWARE TRAVELLER moving to British Columbia would like to secure agency for lines not represented in that territory. Hardware specialties preferred. Ready for business about March 1st. Box 182, Hardware and Metal.

TRANSLATIONS

ENGLISH INTO FRENCH. COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault P.O. Box 135, Station B, Montreal.

MISCELLANEOUS

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

STOVE REPAIRS FOR ADMIRALS, CLIMAX, Pen Esthers, Acmes, Crown Hurons, Garlands, Colonials, Marvels, Silver Kings, Souvenirs, Imperial Oxfords, Jewels, Peninsulars, Sterlings, Oak Laurels, Sunlights, Pandoras. Write for full list of stoves and prices. Grundy Bros., Strathroy, Ont.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fensome hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis Fensome Elevator Co., Toronto.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are arctively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeping, please remit with copy, preferably by money order.

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Hardware Merchant's Influence

¶The local hardware merchant exerts a great influence throughout the district in which his store is located. The majority of hardware merchants have been established for many years; they are reputable merchants who have built up their businesses on sound business principles and who have endeavored in every possible way to give the best possible service to their customers and supply them with goods which will give satisfaction.

¶Is it any wonder, therefore, that when customers visit the store of a well-known and long-established hardware merchant, they consider him an authority on lines which he is selling and will usually follow out his recommendation regarding the lines which they wish to buy. Actual investigations have proven that in the majority of cases customers place absolute confidence in the recommendation of their local dealer.

¶The chief problem, therefore, confronting the manufacturer who wishes to distribute products to the hardware trade or to introduce new lines, whether direct or through wholesalers, is to sell the hardware merchant and his sales staff. When you sell the hardware merchant and his salesmen on your line, you can rest assured that you have then gained the co-operation of the strongest retail selling force in the Dominion.

¶Practically every worth-while buyer and seller of hardware in Canada can be reached through the advertising pages of HARDWARE AND METAL. The keenest hardware buyers in Canada are the closest readers of the advertising pages in HARDWARE AND METAL, because it pays them.

Gardens and Orchards

Are a safe investment when

Sprayed with CANADA PAINT insecticides



C-P PARIS GREEN
for Potatoes

C-P ARSENATE OF LEAD
(Dry)

In powdered form 1 pound will do the work of 2 pounds of Paste. No loss from freezing or evaporation.

C-P KALCIKILL
Arsenate of Calcium
(Lime)

C-P DRY LIME SULPHUR

For combination Spraying only needs to be added to water to be ready for use. No danger of evaporation or loss from frost.

C-P ARSENATE OF LEAD
(Paste)

A Neutral Paste Arsenate for Spraying.

C-P BUG-O-CIDE
The Potato Growers' Friend

It is a recognized fact by all fruit growers and owners of orchards that spraying must be done at certain times during the year. Market conditions are so uncertain. The quantity of insecticides available cannot be depended upon. Help your customers by placing your order for their requirements now.

Write for Our Free Spraying Booklet

THE CANADA PAINT CO.
LIMITED

MAKERS OF THE FAMOUS ELEPHANT BRAND
WHITE LEAD



Where McKinnon Auto Parts and Accessories are Manufactured

OUR NEW LINES

Spring Delivery

PARTS FOR FORD PASSENGER CARS AND TRUCKS

No. 2733	Standard Radius Rods.
No. 3024	Connecting Rod, Forged, with Babbitt.
No. 2512-C	Differential Case, machined.
No. 2513-C	Differential Case, machined.
No. 2505-D	Axle Shaft.
No. 2803	Front Hubs, all parts included.
No. 2804	Outer Races for Ford Hubs.
No. 2805	Inner Races for Ford Hubs.
No. 2806	Outer Ball Retainer for Ford Hubs.
No. 2807	Inner Ball Retainer for Ford Hubs.
No. 2808	Dust Rim for Ford Hubs.
No. 2809	Front and Rear Washers for Ford Hubs.
No. 1921	Muffler Cut Out.
No. 1	Valve Spring Lifter.
No. 333	Adjustable Auxiliary Radius Rod. (Extra Heavy)
No. 2	Combination Hub, Spark Plug and Socket Wrench.
No. 1920	Clutch Control.
No. 222	Accelerator Foot Rest.
No. 1919	Running Board Truss.
No. 1918	Rear Axle Truss Rod.
No. 8508-A	End Gate Chains for Ford Commercial Truck Bodies.
No. 1922	Combination All-Steel Pliers.

GEARS

We hope early in 1919 to announce a complete line of Automobile Cut Gears for Ford Cars. A little later on, it is our aim to present to the Trade a most complete line of Gears for Commercial and Automobile work. This literature we will distribute as promptly as possible.

BOBBLETT RADIATORS

At this time, we are developing the Boblett Radiator in Canada, having had control of the Patent Rights for the manufacture of this Radiator for some time. We are now able to advise the Trade of our intention to develop this Radiator within a very few months. More complete and definite announcement will appear at a later date.

Write for our descriptive catalog and price sheets

McKINNON INDUSTRIES LIMITED

ST. CATHARINES, ONT. :: :: :: CANADA

EXPORT NUMBER

HARDWARE AND METAL

Vol. XXXI
No. 5

PUBLISHED EVERY SATURDAY SINCE 1888

February 1
1919

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

PAROID

ONE OF THE

NEPONSET ROOFS



For the Farm—Paroid should roof every building on the farm from the big barn to the pig pen and poultry house. No matter what size the building is—it pays to roof it with Paroid.

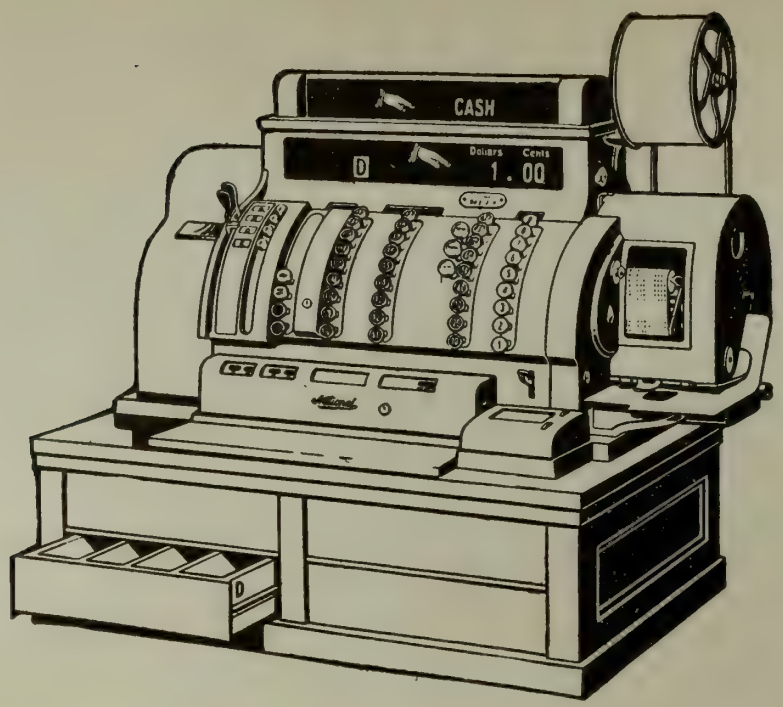
For Factory Buildings—Industrial Plants, Railroads and other large concerns have been using Paroid for twenty years on large and small buildings, sheds, shops and tool houses. It is fire-resisting. It defies rain, snow, sleet, sun and heat. It lives long—delivers satisfaction and proves its economy by stubborn wear.

As a Thrift Roof. Paroid is now being laid over old shingles to form the new roof. This procedure eliminates the trouble and cost of tearing off the old roof and the results are quite satisfactory.

"Forward Canada" is now the watchword and the building trade is about to receive a new impetus. Stock Paroid—as the demands for it will soon be heavy.

Write for prices

BIRD & SON, LIMITED, HAMILTON, ONT.
Mills: Hamilton, Ont., Pont Rouge, Que.
THE LARGEST MANUFACTURERS OF ROOFING, WALL BOARD, AND ROOFING FELTS IN CANADA



The best store improvement you can make

The best store improvement you can make to-day is to install a modern National Cash Register — because it will build up and systematize your business.

A modern National Cash Register will raise the tone of your store, make your clerks more efficient, and put you in the class of up-to-date merchants.

It will enable you to save expense in running your store, and thus release money for other purposes.

It will make possible quick, accurate service to customers — the greatest inducement that any merchant can offer to get and hold trade.

It will give you unequaled protection, that will check every cent of your profits into the bank.

It will give you information that will enable you to control your business.

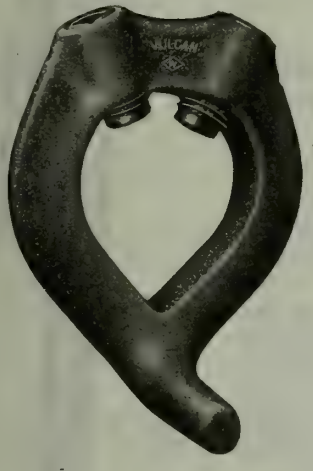
A modern National Cash Register is a store improvement that will quickly pay for itself out of what it saves.

In the face of increased competition you cannot afford to postpone making this improvement.

The National Cash Register Company, of Canada, Limited, Toronto, Ont.
Offices in all the principal cities of the world

Williams' "Vulcan" Drop-Forged Safety Lathe Dogs

INDUCE your customer to start right. Show him that without extra cost Williams' "Vulcan" *Safety* Lathe Dogs provide absolute and certain safety for the operator; in fact, safety is *automatic*—there is no "if" or "but" about it. Also, that the ordinary dog is far surpassed in design for better balance on the lathe, greater strength and longer life.



Bent and Straight Tail
1 or 2 Screws—Sixteen Sizes
$\frac{3}{8}$ to 6 inches capacities

And for yourself, don't forget that while we originated the present standard form of *Safety* Lathe Dog some years ago, for nearly half a century we have been making *Superior* Drop-Forged Tools—the kind that stand up in service. They have earned and enjoy an enviable repute in the trade. Add their prestige to your own.

Machinists' Tools Booklets, with your imprint if desired.

J. H. Williams & Co.

"The Drop-Forging People"

30 Richards Street, Brooklyn, N.Y.

The A. G. Low Co., Ltd.,
30 Pacific Ave., Saskatoon, Sask.,
Agents for Manitoba, Saskatchewan, Alberta and British Columbia

"P.&W.Co." SMALL TOOLS

—have won many a new friend during the past four years of nervous activity in the manufacture of war munitions.

We are certain that "P. & W. Co." small tools will take no small share in the world's reconstruction period.

Taps, Dies, Milling Cutters, Reamers, Punches, Drills and Miscellaneous Tools.

Made by experts, of Highest Grade Material, absolutely guaranteed.

We assure prompt service and satisfaction to all customers wherever located.

PRATT & WHITNEY CO.
OF CANADA, LTD.

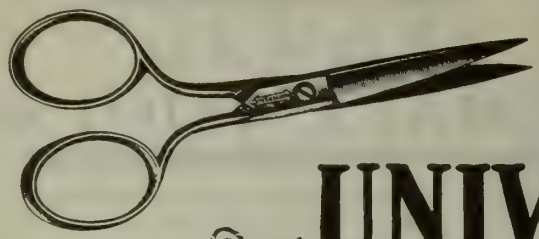
Dundas, Ontario, Canada.
Montreal, 723 Drummond Bldg.
Vancouver, 609 Bank of Ottawa, Bldg.
Winnipeg, 1205 McArthur Bldg.



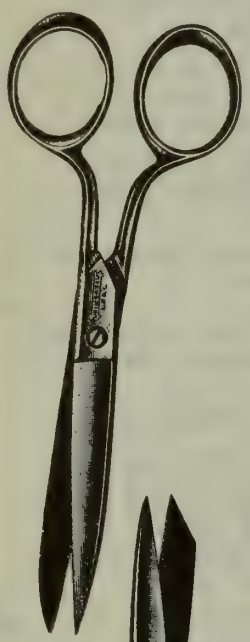
Your customers have more confidence in you if they have confidence in the goods you sell. The Yale line creates confidence and assures profit.

The name "Yale" helps make the sale.

Canadian Yale & Towne, Limited, St. Catharines, Ont.



UNIVERSAL
SHEARS
LAST FOR YEARS



Here they are, shears of all kinds and for all purposes. Embroidery shears, pocket and barber shears, straight trimmers, bent trimmers, office or paper hanger shears.

Users of UNIVERSAL shears get the habit of recommending them to their friends because of their long and worthy service.

Have you a complete stock on hand to meet their wants?

In the manufacture of UNIVERSAL Shears and Scissors a special combination of High Carbon Crucible Steel, together with a selected Steel Forging, is used. The latter forms a frame of unusual strength, while the former is used for making the fine, sharp, cutting edge which makes UNIVERSAL Shears unusual. These two bars of steel are so perfectly welded together as to make them one piece, thus giving to the blade perfect cutting qualities, as well as absolute strength and accuracy.

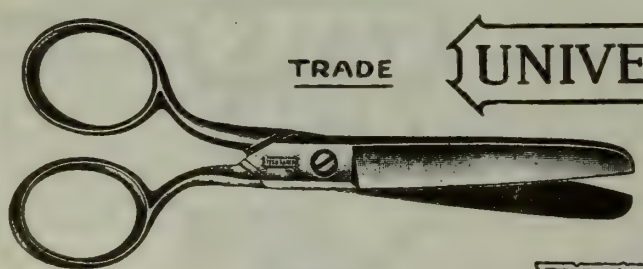
Every pair of UNIVERSAL Shears and Scissors are most carefully inspected and tested as to their cutting efficiency before leaving the factory. When you sell a pair of shears bearing the UNIVERSAL trade-mark you are certain of selling the best that money can buy.

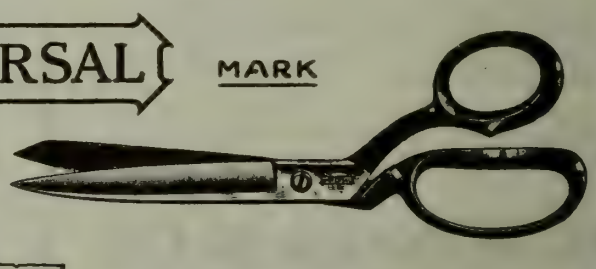
"Master Cutlers for over half a century."





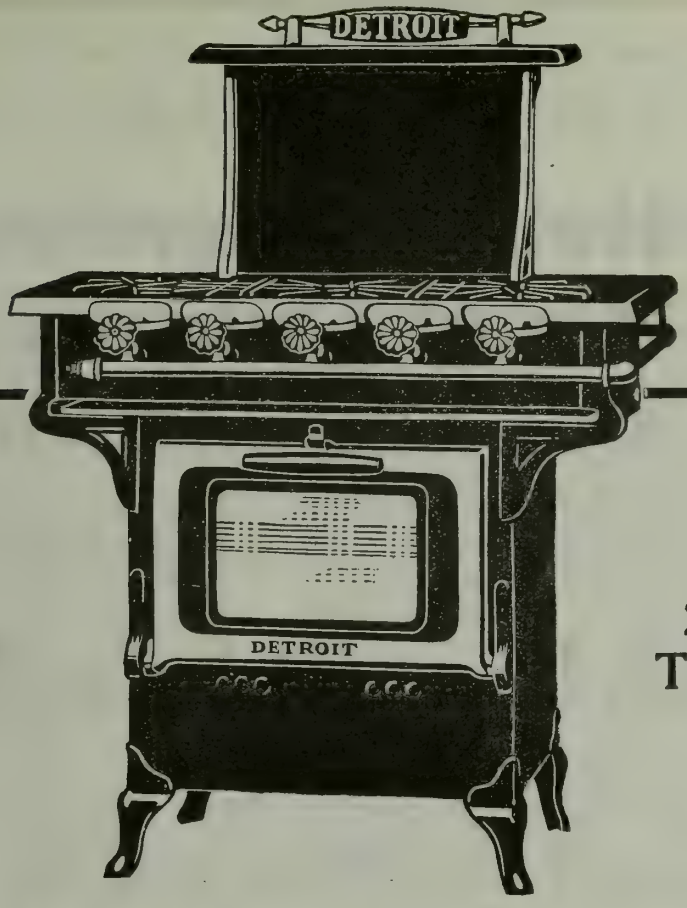
TRADE UNIVERSAL MARK





LANDERS · FRARY & CLARK

NEW BRITAIN CONNECTICUT



Burns Coal-Oil

22 Hours To A Gallon

An Opportunity For Progressive Hardware Dealers

Oil Stoves are rapidly coming to be the year round stove in every community. The dealer who is handling a good oil stove is building up a good business that is growing better every year. And you should have such a stove.

Detroit Vapor Oil Stoves

No Wicks *Light Instantly* *Work Like Gas*

The advantages of the wickless oil stove are appreciated by all oil stove users. Detroit Vapor Stoves are wickless. A heavy iron burner vaporizes the oil, making a gas which can be controlled to any requirement.

Detroit Vapor Stoves have the same sturdy construction —the same convenience as gas stoves and they operate at a cost much lower than either gas, coal or wood stoves.

Dealers in all parts of the country have found a distinct advantage in the co-operation which the manufacturer gives them and also in the exclusive agency proposition. There are factory representatives in every territory to give service and help in building up a good oil stove business.

For 24 years Detroit Vapor Stoves have been on the market and they are well and favorably known all over the country. They are stoves the best dealers are glad to handle and endorse.

You can get an exclusive agency proposition from our provincial representative or direct from the factory, as you prefer.

The Detroit Vapor Stove Company

Detroit **Michigan**

75

For

Reliable Service Rapid Delivery and Satisfaction

Send Your Mail Orders to

Caverhill, Learmont & Co., Montreal

It is time to book for

Harvest Tools, Screen Wire Cloth, Poultry Netting, Lawn Hose, Sprinklers and Nozzles.

The prices on our "Cavalier" Hand Saws are interesting. Order a sample for examination.

Our new Cavalier Cylinder Night Latches with large oval knob in Old Copper finish are secure and low in price.

Caverhill, Learmont & Co.

Montreal

If any advertisement interests you, tear it out now and place with letters to be answered.

No. 810 GARAGE DOOR HOLDER



Every Automobile Owner a prospect with this fast selling device.

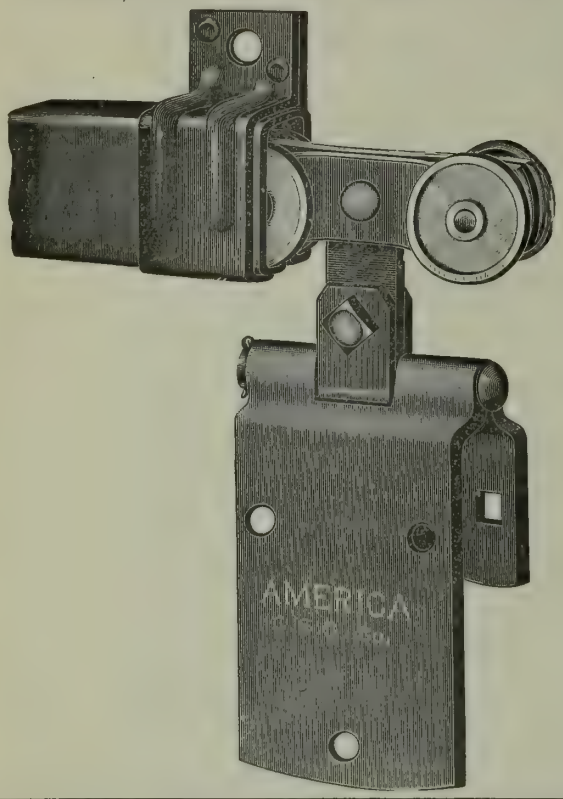
Here is the most complete **Garage Door Holder** on the market to-day. Saves the price of needless repairs caused by loosely swinging doors. Holds the doors securely open so that car may pass in or out without the risk of being damaged. There is no doubt about its usefulness and no question but what there are many sales you can make in your district.

Made of heavy gauge steel, strong and durable, easy to operate, a slight pull on the safety chain releases the door. Length thirty-two inches, comes to you in several finishes and packed in the **"Unusual National Way"** complete with screws.

May we send you prices and further information? We have a big catalogue of Builders' Hardware, free for the asking if you send for it. Write to-day.

NATIONAL MANUFACTURING COMPANY, STERLING, ILL.

America Tandem Truck Trolley Hangers



Among users of Door Hangers and merchants who sell them the "AMERICA" is admitted to be the most efficient and practical hanger for operating barn, factory, warehouse or garage doors.

Constructed of heavy steel, fitted with hardened roller bearings and has lateral adjustment which permits increasing or decreasing space between door and building.

AMERICA Hangers run in the famous Hatch Trolley Track supported with corrugated brackets, and carry heavier doors.

MANUFACTURED BY

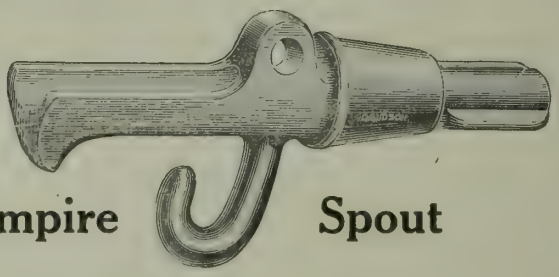
CANADA STEEL GOODS CO., LIMITED

HAMILTON, ONT.

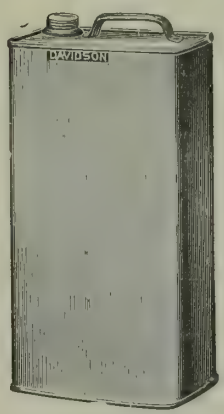
"Davidson's" Sugar Makers' Supplies

Illustrated are several lines of "Sugar Makers' Supplies"

Besides these we manufacture a number of different styles both in Sap Buckets, Syrup Cans and Spiles.

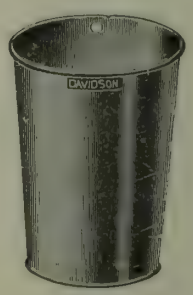


Empire Spout



Square Maple Syrup Can

These Goods are fully described in our catalogue. Now is the time to get your orders in to insure prompt delivery. We have on hand a good stock of all lines and can ship at once. Prices will be gladly quoted on application.

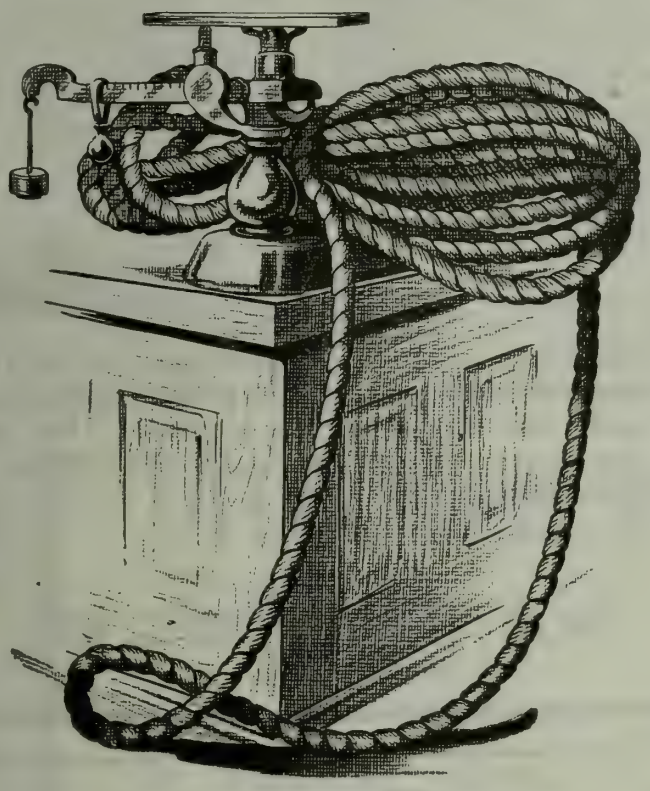


Long Pattern Sap Bucket

The Thos. Davidson Mfg. Co., Limited,

Toronto, Ont.
Montreal, P. Q.
Winnipeg, Man.

Are You Still Weighing the Length?



Are you still selling so many **pounds** of rope when your customer asks for a certain number of **feet?** If so, you are going through two unnecessary operations — weighing and calculating.

How annoying when part of the rope slips down on the counter or on the floor. How bothersome to recoil it in compact form so as to fit your scale.

Plymouth Rope

is now being sold by the foot, which is the logical way of retailing rope because your customer **asks** for it on that basis.

Selling Rope-by-the-Foot reduces the cost of handling, enables the dealer to give better service, and with Plymouth Rope insures a larger profit.

Just measure the length and refer to the Plymouth Automatic Selling Chart, which gives the exact cost for each and every size. No weighing, no calculating.

This complete selling plan is furnished free to Plymouth dealers on request.

PLYMOUTH CORDAGE COMPANY

NORTH PLYMOUTH, MASS. WELLAND, CAN.

INDEPENDENT CORDAGE CO., LIMITED

TORONTO, CANADA CANADIAN SALES AGENTS

Time to Order
FREEZERS



All of the three, LIGHTNING, GEM or BLIZZARD, have served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.

They are built of the very best material and workmanship possible—their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.



The Blizzard, being simpler in construction and cheaper in price, makes it a good running-mate with either the Lightning or Gem. They sell themselves and stay sold! No come-backs or complaints.

This means easy net profits for you.

Your Jobber Can Supply

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

OFFICIAL AWARD RIBBON

PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915

PRESIDENT

DIRECTOR OF EXHIBITS

SECTY OF THE INTERNATIONAL AWARD SYSTEM

MEDAL OF HONOR

DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES

CHIEF

TRIMO TOOLS



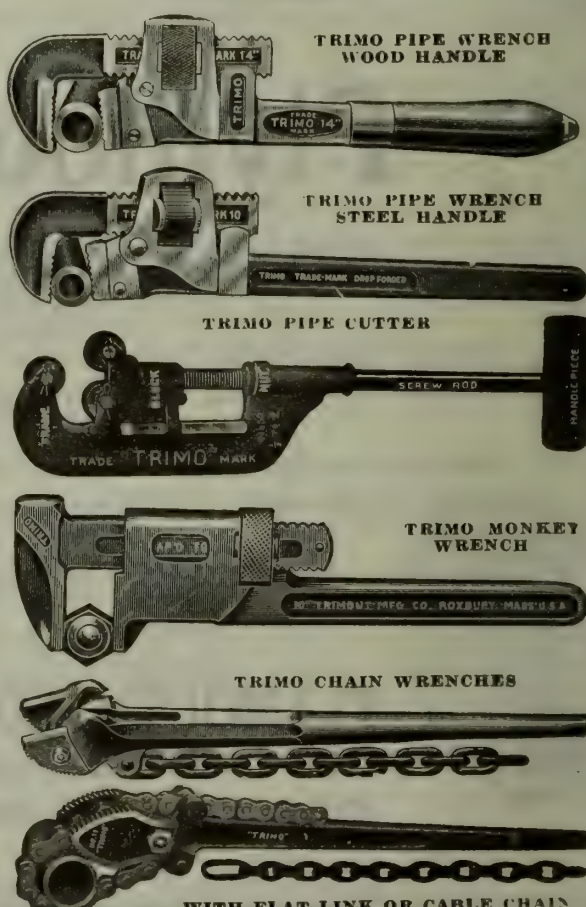
Nut with Nut Guards

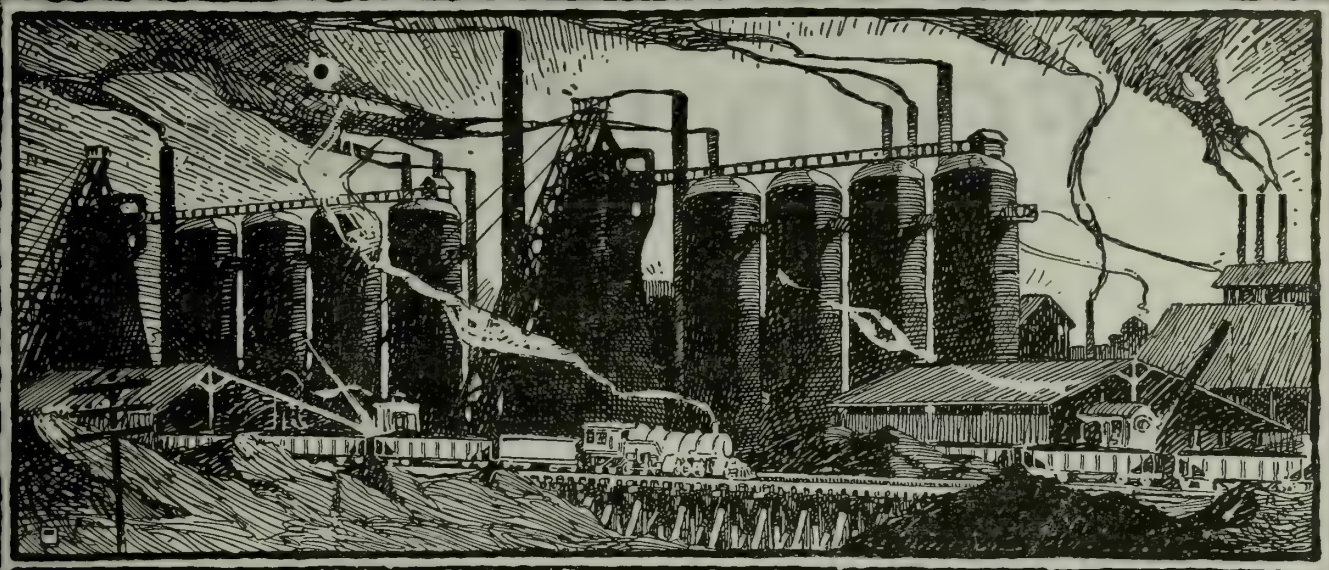
BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.





LITTLE WORDS WITH BIG MEANING

Quality

According to "Webster," Quality is "an excellence of character; natural superiority."

Service

Webster's definition of "Service" is; "The performance of labor for the benefit of another."

We use these words advisedly—fully understanding their definitions—and realizing the obligation we place upon ourselves by their continued use in connection with our products of Iron and Steel, and our attitude to the people we serve.

THE STEEL COMPANY OF CANADA LIMITED

MONTREAL HAMILTON

Pig Iron,
Steel & Iron Bars,
Horse Shoes,
Steel and Iron Products.

Steel Billets,
Track Spikes &
Bolts, Forgings, Wire
of every description.

If any advertisement interests you, tear it out now and place with letters to be answered.

FORD PRICES

The policy of the Ford Motor Company of Canada, Limited, to sell its cars for the lowest possible price consistent with dependable quality is too well known to require comment. Therefore, because of present conditions there can be no change in the price of Ford Cars.

Ford

Runabout - - -	**$ 660**
Touring - - -	**690**
Coupe - - -	**875**
Sedan - - -	**1075**
Standard Chassis -	**625**
One-Ton Truck Chassis	**750**

These Prices are F.O.B. Ford, Ontario

All prices subject to war tax charges, except truck and chassis

Ford Motor Company of Canada, Limited
FORD - ONTARIO

If any advertisement interests you, tear it out now and place with letters to be answered.

In Your Store—

WILT

High Speed and Carbon Twist Drills



For quality, finish and actual service under test, **WILT** Drills are taking the laurels in faithfully performing their duties in various industries, not only in Canada, but in almost every Allied country.

In order to insure satisfaction, the WILT company gives its customers every benefit of the doubt without question or protest.

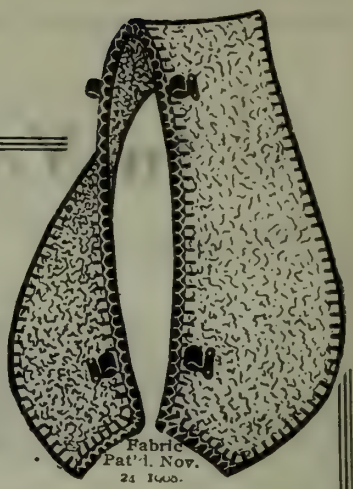
Just another proof of WILT service, dealer co-operation and confidence in their products. Sell WILT Products.

"Where There's a Wilt—There's the Way"

WILT TWIST DRILL CO.
OF CANADA LIMITED
WALKERVILLE, - ONTARIO

London Office: Wilt Twist Drill Agency,
Moorgate Hall, Finsbury Pavement,
London, E.C. 2, Eng.

TRADE MARK
Ventiplex
PADS



VENTIPLEX PRODUCTS are made for the Comfort of the Horse

Thousands of Horses to-day are free of Gall Sores because of them.

Ventiplex Pads, Housings and Saddle Blankets sell at a good margin of profit for the dealer.

They bring you more business, because the horse-owner appreciates their value to his horses in keeping them always on the job. Made of fine wool felt, sanitary, hygienic, very durable and easily washed. Will not wrinkle or bunch up under the saddle or collar, and warranted to fit.

The **Ventiplex** line is a satisfactory one that finds a ready sale. Splendid profits in it, too. Write us for full particulars and prices.

"No Gall Sores"
"Keep Horses Fit"
"Universal Selling Price"

Burlington Windsor Blanket Company, Limited

793 King Street West, Toronto, Canada

SHARRATT & NEWTH

43-44 PERCIVAL ST., LONDON, E.C. 1

GLAZIERS DIAMONDS

of

All Descriptions

Established 100 Years

To be obtained from Dealers in Glass, Hardware and Painters Supplies.

We send CATALOGUE upon application.

One of Our Popular Patterns

No. 24
Nickel Plated



The WHEEL keeps the DIAMOND always ON THE CUT.

Can be used by anyone not experienced in GLASS CUTTING.

Cut is always SURE.

Of convenient size to carry in the pocket.

Agents: A. Ramsay & Son Co., Montreal

Quality First in

STILL'S HANDLES

We are specialists in the manufacture of wood handles.

Quality First has always been our policy in all our products.

STILL'S HANDLES enjoy a reputation throughout the Dominion that has put them in the front rank of rapid sellers for the retailer.

Wherever the best is in demand there **STILL'S** are sold.

More sold in Canada than any other make.

STILL'S HANDLES are made with exacting care from high quality Canadian woods, durable and lasting to an unusual degree. Axe, Pick, Sledge and Hammer Handles, Cant, Hook and Peavie Handles.

There are good profits for the dealer and an abundance of customers' satisfaction in all **STILL'S HANDLES.**

J. H. STILL MFG. COMPANY
ST. THOMAS - - ONTARIO

If any advertisement interests you, tear it out now and place with letters to be answered.

BARCALO



"S" WRENCH

Durability

Wrenches, like Friends, may come and go but the *good wrench,* like the *true friend,* ever holds a high place in the esteem of the mechanic.

The *durability* of the *Barcalo "S" Wrench* is its assurance of a *permanent place* in every *Mechanic's Tool Kit.* It can be so surely relied upon to *"carry on"* long after other wrenches have been assigned to the scrap-heap. It performs an uncommon service for the machinist, mechanic and garage man by working in tight places so hard to get at.

Yes—it does more and *lasts longer* than other wrenches.

Made in 6, 8, 10, 12 and 14" sizes and backed by *our unusual guarantee* of replacing without question any unsatisfactory wrench.

Write us for catalogue, prices and details of our splendid proposition, whereby you make greater profits.

Barcalo Manufacturing Company, Buffalo, New York

TORONTO—GEORGE H. SMITH	MONTREAL—GEORGE L. COHOON	WINNIPEG—D. PHILIP
44 Adelaide St. East	11 St. Sacrament St.	138 Portage Ave. East.

If any advertisement interests you, tear it out now and place with letters to be answered.



Looking at Sterling Spark Plugs from the Standpoint of the Man Who Uses Them

The broadest business policy demands that a manufacturer's product should, first of all, yield to the man who buys it the longest possible service economically. That policy dictates a separable Spark Plug.

Sterling Spark Plugs

Sterling Spark Plugs

Why Sterling Spark Plugs Are Built Demountable

There are two good reasons why Sterling Spark Plugs are built demountable, or separable.

Both of these reasons are primarily for the benefit of the user.

First: A separable plug can be taken apart and cleaned easily when carbon accumulates.

Second: A separable plug can be easily and simply rebuilt by inserting a new porcelain core should the old one be broken.

With a new porcelain core, of course, are included new center electrode, thumb nut, and new copper-asbestos gaskets.

And this replacement can be made at a fraction of the expense of a complete new plug.

The steel shell of a spark plug does not deteriorate from service except in the most minor way.

So the user of Sterling Spark Plugs is assured economical service both from the standpoint of cleaning and of rebuilding.

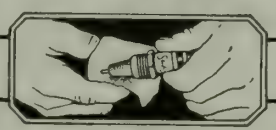
Sterling Spark Plugs are sold everywhere by progressive garages and supply dealers.



A Sterling Porcelain Core with Thumb Nut, Monel Metal Electrode and New Copper-Asbestos Gaskets.

Dominion Battery Company, Limited
736 Dundas Street East, Toronto
LOCKWOOD-ASH MOTOR COMPANY
Main Street, Jackson, Michigan

(50)

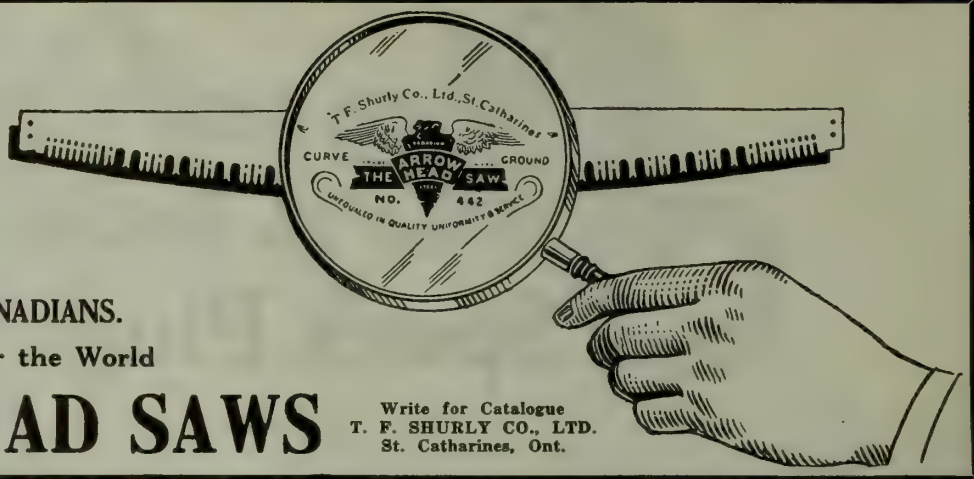
SEPARABLE  CLEANABLE

Build Up Your Business—

by handling the BEST.

MADE IN CANADA BY CANADIANS.

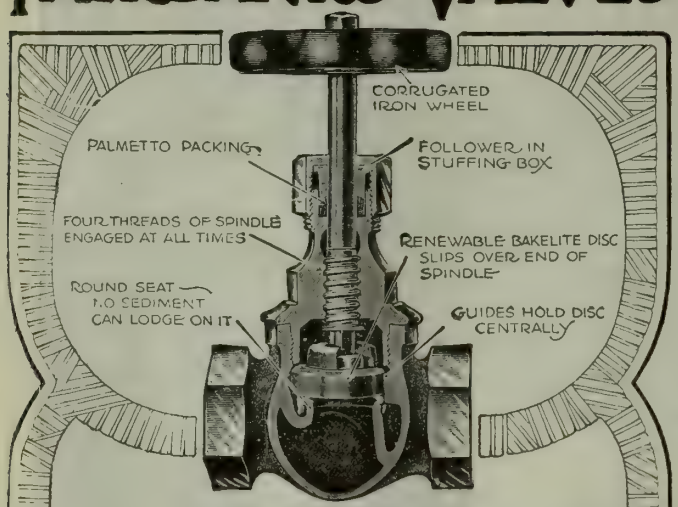
Sold All Over the World



ARROW HEAD SAWS

Write for Catalogue
T. F. SHURLY CO., LTD.
St. Catharines, Ont.

FAIRBANKS VALVES



Renewable Disc Valves

The only tool required is a wrench to remove the bonnet. The vise, hammer and cold chisel are all eliminated. Once sold always demanded by your trade.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa,
Toronto: Hamilton, Windsor, Winnipeg,
Saskatoon, Calgary Vancouver, Victoria.

AT LAST

AFTER FOUR YEARS' SERVICE AS A WAR METAL

ALUMINIUM

IS COMING BACK INTO THE ARTS OF PEACE. SHIPMENTS ARE COMING FORWARD ALL THE TIME AND WE SHALL SOON BE ABLE TO FILL YOUR REQUIREMENTS IN ANY FORM OF THE METAL.

THE
BRITISH ALUMINIUM CO., Ltd.
60 FRONT STREET WEST TORONTO

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machines Oil (for general use).

Automobile Oil and Transmission Greases.



PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG



Newspapers and Farm Papers That Tell the Public About Neōlin Half-Soles

The store that sells Neōlin Half-Soles does not sell them unaided. A master advertising campaign made Neōlin Soles the quickest success and the most talked-of factor in the shoe trade. The same thought, time and money are behind the advertising of Neōlin Half-Soles.

Make a display of Neōlin Half-Soles on your counter. You'll be surprised at the number of people who want them.

And don't forget that the man who is thrifty enough to do his own shoe-repairs is a good prospect for shoe-repair outfits and other tools.

Neōlin Half-Soles come in a handsome display carton of a dozen assorted sizes. Order from your wholesaler.

The Goodyear Tire & Rubber Co. of Canada, Limited, Toronto

Neōlin Half Soles

If any advertisement interests you, tear it out now and place with letters to be answered.

Mr. Hardware Dealer,— Every household is practising economy these days. **Mendets** is being used everywhere to lengthen the life of Kitchen Utensils. It has already established itself with the Canadian housewife. She knows its value. It needs but one of our displays upon your show-case to suggest a purchase. Order through your **Wholesale Hardware House.**



Collette Mfg. Company
Collingwood,
Ontario

MADE IN CANADA

Blacksmiths'
Boiler Makers'
Machinists'
AND
Pipe Fitters'
Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

Non-Poisonous Insecticides

Safety Efficiency Economy

KATAKILLA

The UNIVERSAL INSECTICIDE for use on FRUIT, FLOWERS, and VEGETABLES. A non-poisonous powder, readily soluble in cold water, cheap, efficient and effective.

"KŪR-MANGE"

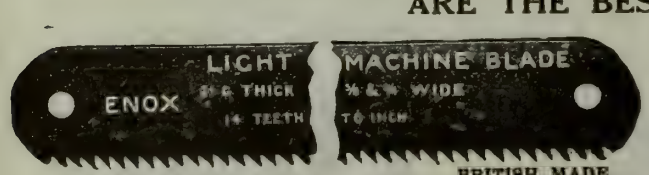
The approved Insecticide for use on Horses, Cattle, Dogs, etc. A certain cure for Parasitic Mange, Lice and other parasites. As supplied to the British Army.

Agents Wanted

Sole Manufacturers and Patentees:

MacDougall Brothers Ltd.
Port St., Manchester, Eng.

ENOX HACKSAW BLADES
ARE THE BEST

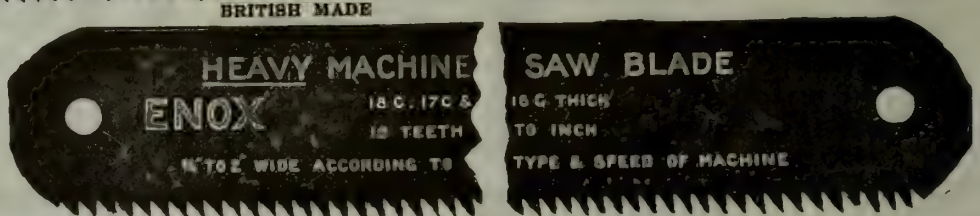




BRITISH MADE

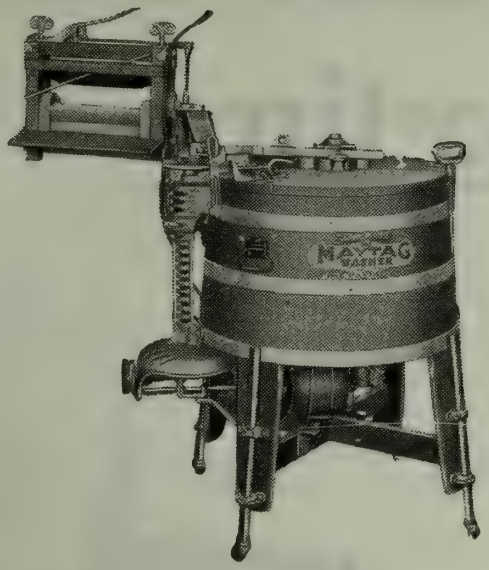
AGENTS IN CANADIAN TOWNS WANTED

AN ENTIRELY BRITISH COMPANY



Liberal terms offered to firms willing to carry stocks and act as sole agents for the district.

SOLE MAKERS **FRY'S (LONDON) LIMITED, 46 Upper Thames St., London, E.C. 4, England. Works: Greenwich, S.E. 10**





Prepare for the Spring Drive

Spring trade usually comes with a rush. It is only a matter of a few days before the opportunity to cash in on seasonable lines is past. The dealer who gets this business must be prepared with ample stocks when the demand comes.

In spite of the difficulties in securing materials, we have accumulated very complete stocks of spring goods. We are in a position to make prompt shipments of large or small orders in the following lines:—

For the Sugar Trade

Sap Spouts
Sap Buckets
Syrup Cans

For the Dairy Trade

Churns
Creamery Cans
Butter Bowls
Dairy Pails

For Household Trade

Washing Machines
Wash Boilers
Wash Tubs
Wash Boards
Brooms
Carpet Sweepers
O'Cedar Mops and Oil
Liquid Veneer

Place your orders NOW for immediate or future shipment. The goods will be shipped at any date to suit your convenience for your spring business.

MAIL ORDERS receive our best attention.

WHITES LIMITED
WHOLESALE HARDWARE & METALS
COLLINGWOOD - - ONTARIO

If any advertisement interests you, tear it out now and place with letters to be answered.

The Playtime

is a dolly-type washer which meets every demand for a combination hand and engine drive machine.

It especially appeals to up-to-date farmers who are not yet prepared to invest in the higher-priced "Seafoam" washing and wringing outfit.



Without alteration it can be belted to the flange fitted on fly-wheel.

Should the power stop at any time it is ready for hand use.

The cover can be raised and lowered without removing the belt.

Tub is made of Cypress, corrugated and waterproofed inside, heavily hooped and durably finished. Its reputation has been established for some years.

Remarkably low in price.

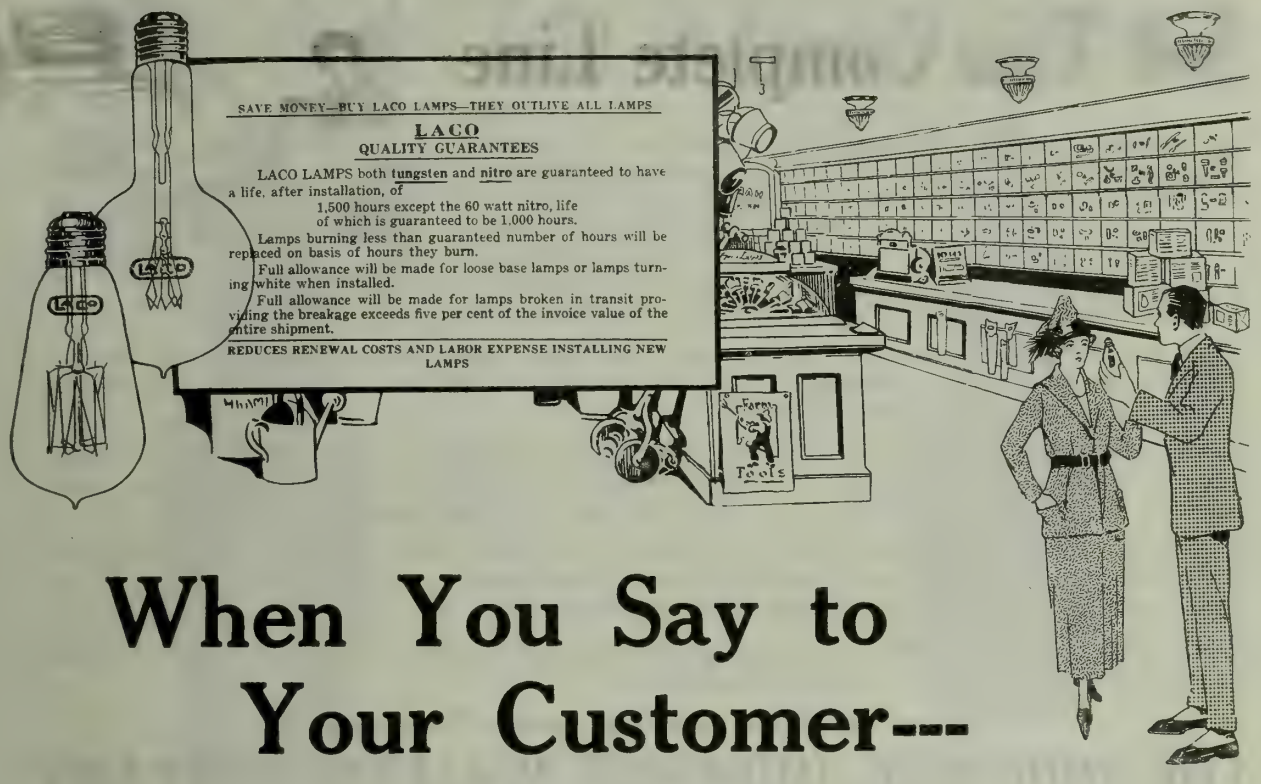
Descriptive folder on request.

DOWSWELL, LEES & CO., LTD.

HAMILTON, CANADA

Eastern Representative:
JOHN R. ANDERSON
MONTREAL

Western Representative:
HARRY F. MOULDEN & SON
WINNIPEG



When You Say to Your Customer---

This lamp gives three times the quantity of light yielded by a carbon lamp on the same current cost---

It gives a vastly better QUALITY of light than the carbon---

It gives the full candle-power U.S. Standard specifications provide for TUNGSTEN lamps---And carries a 50% longer life guarantee than the next best Tungsten on the Canadian market---

Then You are Selling the Highest Quality in Lamps. You Can *Only* Do This By Selling

LACO LAMPS

Read the new guarantee above---It goes with every individual lamp---It backs your reputation for selling quality goods. Your good-will and prestige are increased by selling these lamps that create friends instead of friction. Write us regarding Sales Helps and Laco Specialists Co-Operation in devising special installations and closing sales.

Canadian Laco-Philips Co., Limited

MONTREAL TORONTO WINNIPEG VANCOUVER

If any advertisement interests you, tear it out now and place with letters to be answered.

Sell This Complete Line



NOT all of your customers can afford the initial expense of an Electric Washing Machine, but, for those who can, there is nothing on the market so sure to please them as the "1900" Cataract Washer here shown. We do not limit you to this machine, however, as in our Agitator Electric we have a wood tub machine of exceptional merit that retails at a very moderate price.

Then, for the large class who want a good, reliable water power washer, our present "1900" line gives you a dependable machine which, by the mere turning of a tap, will do a week's washing quickly and thoroughly.

But if your biggest class of washing machine prospects want a hand machine, our "1900" Gravity Washer completes the list. It is radically different in design from other hand-washers, and intending buyers will quickly recognize its advantages.

So, you have all the washer styles you need, in the "1900" lines. Each style is unequalled in its class, and our Agency Proposition gives you exclusive control in your town, if you mean business. A full line of high-grade wringers, too.

Don't carry a mixed-up line of washing machines any longer. Push the "1900" Washers exclusively and forget about competition.

Ask us to tell you about our Agency Proposition.

THE NINETEEN HUNDRED WASHER COMPANY

357 YONGE STREET, TORONTO

660 Watts.



250 Volts.

HEMCO
TU-LITE

Approved by Hydro Commission

Packed ten to a box. Order a box from your jobber or direct from us. They sell themselves!

HESSCO ELECTRIC MFG. CO.

33 Church Street, Toronto, Ontario

SHARP SPARKS



Exact size ½ in. Reg. The entire shell is copper covered.



Exact size Goliath Spark plug. Size ⅞ in. x 18 Reg.

"Carbon-free
after months of service."

A selling point that sells—that challenges the attention of every motorist—brings the first order and the order for every additional plug replacement in his car.

Kopper King

Spark Plugs are both anti-fouling and rust-proof. They are big, husky plugs with the points that appeal to every motorist—

porcelains of rock-like strength;
firing points non-softening in the hottest engine;
shells of heavy steel protected from carbon and corrosion by a thick surface of copper.

"Built for Endurance"
The Goliath

a massive, strongly built plug, fully a match for hard usage and strenuous service in pleasure car or truck.

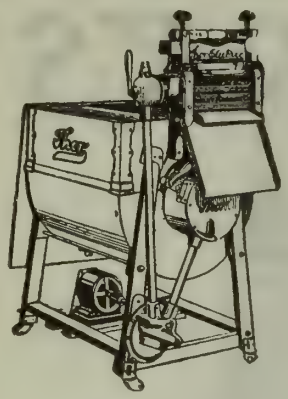
The shell is extra large—of ivory, blued steel. The porcelain is designed for super-strength at points of greatest strain and is hardened into rock-like strength at a temperature of 2,600°, insuring greatest possible freedom from insulation troubles.

Goliath extra-strength construction gives your customers trouble - free sparking.

The Sharp Spark Plug Co.

Canadian General Electric Co., Ltd., Distributors

TORONTO MONTREAL HALIFAX OTTAWA LONDON
CALGARY WINNIPEG VANCOUVER NELSON COBALT



Thor

FOR 1919!

—Sell the THOR—the Washer that "stays sold."

You sell more than a washing machine when you sell the THOR. **Customer-satisfaction** is an inseparable part of every sale! Every THOR sold means another satisfied user boosting for **more** sales.

That's why you sell **more** when you sell the THOR. And you are backed by reliable Hurley Service and the famous THOR Guarantee.

HURLEY MACHINE CO., LTD.
413 YONGE ST., TORONTO



SANITARY TWISTED WIRE BRUSHES

of all kinds for
HOUSEHOLD
And Automobile Use

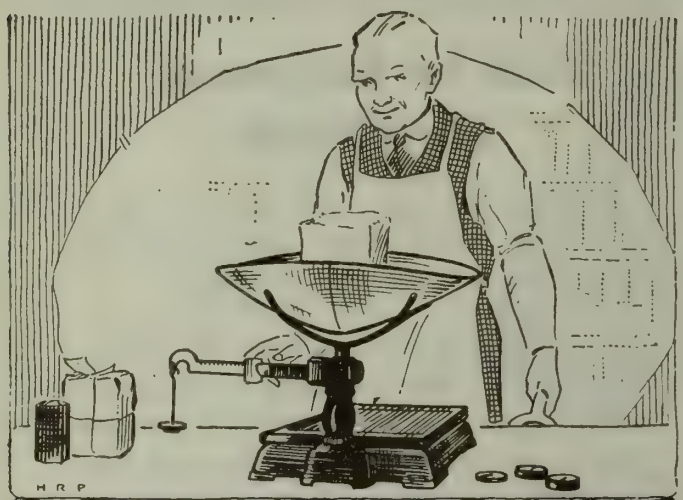
MOPS
DUSTERS
HAIR BROOMS
and
BRUSHES

Send for Catalogue and Prices

MANUFACTURERS *to* THE TRADE ONLY

Original Makers in Canada

Perfection Sanitary Brush Co.
1118 Queen St., West Toronto, Ont.
PHONE : PARKDALE 250



Fairbanks Scales

For over 90 years Fairbanks Scales have been the World's Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited
"Canada's Departmental House for Mechanical Goods"
St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Windsor, Winnipeg, Saskatoon, Calgary, Vancouver, Victoria.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

The R. McDougall Co.
LIMITED
GALT, CANADA



Before



After

"BEFORE"—To the stove dealer, this reproduction illustrates a familiar sight—the old stove that you allowed your customer a few dollars for in the deal for a new one.

Now, the question arises in your mind, "Shall I dump it in the junk heap, or put it in shape to sell again at an attractive profit?"

You have the extra fittings to put the inside in good order, and we have the equipment and expert workmen to put all nickel trimmings in the same condition as when new, and at a small cost.

What are the net results?

1. **You are in a position to allow your new stove customer more money for his old stove—he is thoroughly satisfied.**

2. **When you and us convert this old stove into practically a new one, as shown above as "AFTER," you will have a "most as good as new" stove to sell to a customer at a medium price—he will be absolutely satisfied.**

3. **Now you have made two sales instead of one—have two satisfied customers instead of one—have made two profits instead of one, and you are satisfied.**

4. **Now, remove all the nickeled trimmings from the old stoves you have on hand, wrap in old newspapers and pack securely in a box and send them along to us—we will make them look like new at a trifling cost, and we will be satisfied.**

5. **Up to now everybody is satisfied, and you can feel that you have conserved instead of wasted.**

We have been rendering this service for years and have scores of satisfied customers.
We have recently doubled our capacity and can give you quick delivery.
On receipt of your shipment of fittings we will quote prices for your approval.

THE FLEXIBLE CONDUIT CO., LIMITED
GUELPH, CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

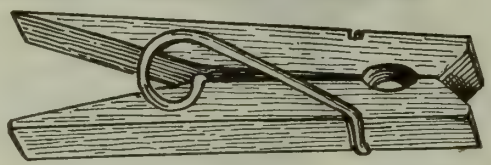
PEMBROKE - - - - - ONTARIO



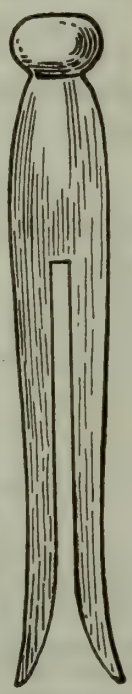
It's a Pink anyway you take it.

The Megantic Broom Mfg., Co., Ltd.

Manufacturers of Brooms and Clothes Pins







Lake Megantic, Que.

Represented by

Boivin & Grenier, Québec.
Delorme Frère, Montréal.
J. Hunter White, St. John, N.B.
H. D. Marshall, Ottawa.
Harry Horne Co., Toronto.
Tomlinson & O'Brien, Winnipeg.
Oppenheimer Bros., Vancouver.

These agents have always a stock on hand sufficient to satisfy the demands of clients in their territory.

Satisfaction on these three lines guaranteed.

The L. Martin Co. *Headquarters for*

GERMANTOWN LAMPBLACKS

IN

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

Montreal Toronto
Philadelphia New York
Winnipeg
London, Eng.



Did You Receive Stockdale's Lectures?

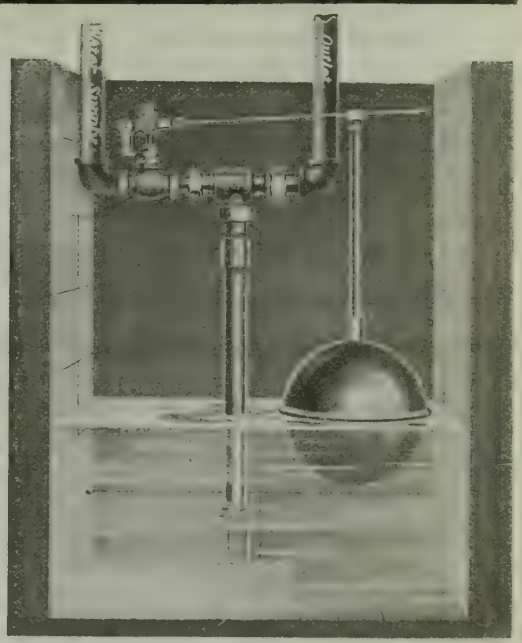
HARDWARE AND METAL has reprinted an additional supply of the four Stockdale lectures, as follows:

"Many Businesses Wrecked by Details"
"How to Make Figure Facts Earn Profits"
"How to Measure the Value of Turnover"
"How to Get the Information the Customer Wants"

We have had these printed for our readers and will gladly supply copies free upon request, so long as our supply lasts. Send for your copy now.

HARDWARE AND METAL 143-153 University Ave., Toronto, Canada.

THE "MORRISON" AUTOMATIC CELLAR DRAINER



For ease of operation and simplicity of construction this cellar drainer has no equal.

Easy to install.
Takes up little space.
All working parts above water.
Dirt does not get into moving parts.

All troubles vanish after a "Morrison" has been installed.

Goods in basement storage are safe from damage.
Building foundations are protected.

Fifty years' experience in the manufacture of Plumbing and Heating supplies is back of the "Morrison." May we show you how to increase sales and earn splendid profits by selling them?

Write us to-day.

The James Morrison Brass Manufacturing Company, Limited
93-97 Adelaide St. West, Toronto, Ont.



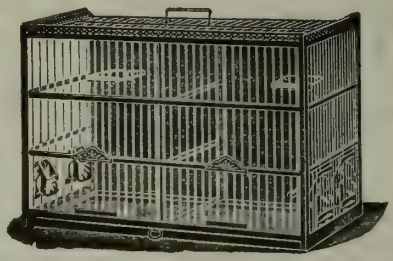
There's a style in Carhartt Gloves *to catch the fancy or needs of every customer who comes into any hardware store in Canada—a style at a price to suit every pocket-book—and guaranteed to give real glove service. Do you know the* Carhartt *line? Samples and prices on request.*

HAMILTON CARHARTT COTTON MILLS, LIMITED
TORONTO UNIT
TORONTO MONTREAL WINNIPEG VANCOUVER LIVERPOOL

"HENDRYX" BREEDING CAGES

are absolutely necessary for the scientific and hygienic raising of canary birds.

All metal—White Enameled—Green trimmed—Closed back—Two partitions—Two nests and nest holders—Four cups—Six perches—Sliding drawer.



No. 86S—17¼ x 8¾ x 13¼".
No. 86—20 x 10 x 14".
No. 87—22 x 11 x 15¾".
No. 88—24½ x 12¼ x 16¼".
No. 113—26¾ x 10 x 13⅞".

The breeding time extends from January through April, and the increased interest in raising birds requires a stock of these cages.

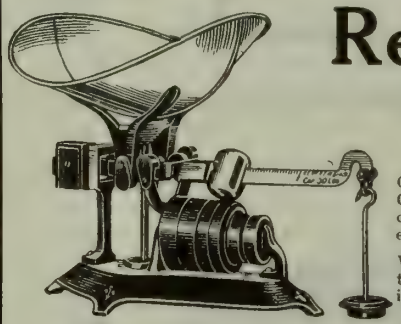
THE ANDREW B. HENDRYX COMPANY - NEW HAVEN, CONN.

Show Her the Way

FOR goodness' sake, cries the average housewife, show us how to save money out of the deluge of sky-high prices for meats, sugar, flour—everything. And seldom a thought has she of what a tidy sum can be saved every little while by checking up the honest mistakes of grocer, butcher, etc. Show her.

Just a bit of enterprise, pushing the Renfrew Scale to the front—displaying it—and showing her how it soon pays for itself will stir up a tidy lot of sales worth while. Right now is the "psychological moment."

Clinch your sales by showing the Government Inspector's Certificate of correct weights accompanying every Renfrew. Scales supplied in black or all nickel plated finish. The



Renfrew
HOUSEHOLD SCALE

Capacity ½ oz. to 30 lbs. Government inspector's certificate accompanies every scale.

Write to-day for literature and attractive selling proposition to

The Renfrew Scale Co.

Head Office and Works, Renfrew, Ont.

Western Representatives: P. A. C. McIntyre & Co., 1206 McArthur Bldg., Winnipeg, Man.

Our Other Lines: "Renfrew" 2,000-lb. Farmers' Truck Scale.

"STAYS ON THE YEAR 'ROUND"

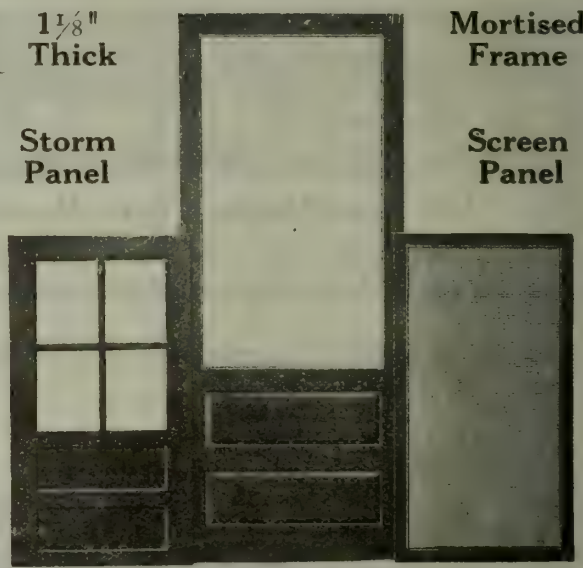
COMBINATION STORM AND SCREEN DOOR

1⅛" Thick

Mortised Frame

Storm Panel

Screen Panel



The door your customers have been looking for. Can be changed from a storm door to a screen door or vice versa in a few minutes.
Write for booklet and prices. A good seller winter or summer.

Sanderson - Harold Company, Limited
PARIS - ONT.

E. Roy,
65½ St. Andre St., Montreal, Que.

C. C. Cartwright,
85 Water St., Winnipeg, Man



4 Good Reasons
---READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

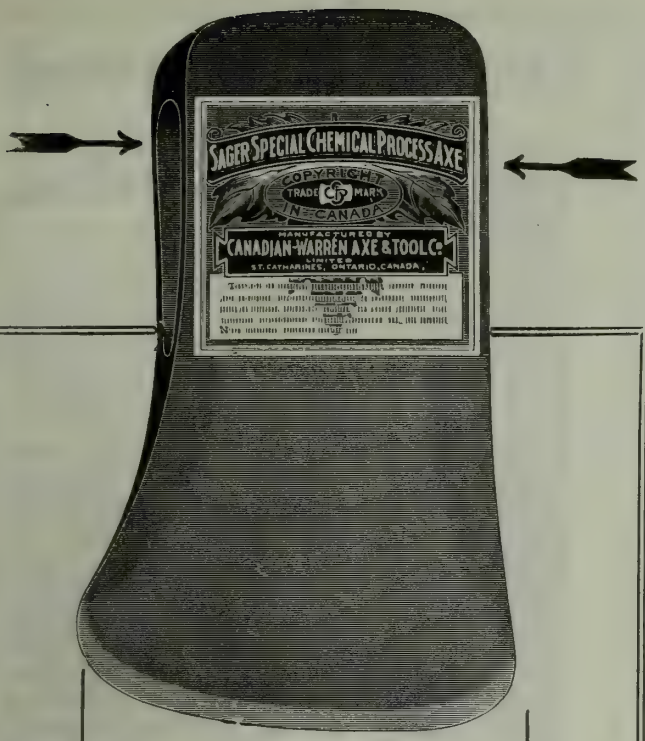
BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.



WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"

AND

"SOO LINE" LOGGING TOOLS?

GET THE HABIT.

(AND THE PROFIT)

Canadian Warren Axe & Tool Co.,

LIMITED

ST. CATHARINES, ONT.



Soo Line
Logging Tools

There is a shape and grade of "Famous Five" file for working upon any kind of metal or wood.

Don't run the risk of losing a steady customer by selling him the wrong file. Find out the kind of job he is working on, and get him the exact file for it.

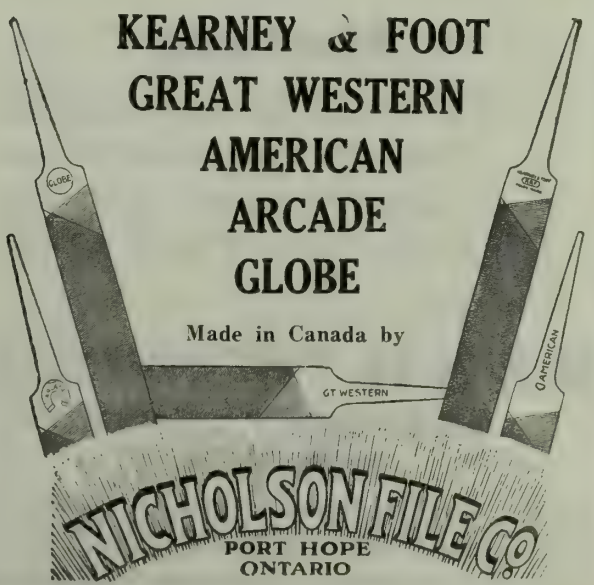
Our aim is to have "Famous Five" Files give complete satisfaction to every customer. That means good business for you and for us.

Specify "Famous Five" Files when you order.

They are :

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

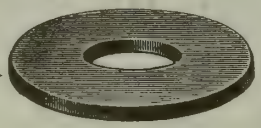
Made in Canada by

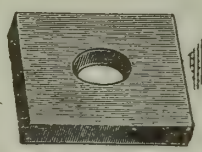


If any advertisement interests you, tear it out now and place with letters to be answered.

Wrought and Steel Plate WASHERS

of all descriptions





Round & Square
Plain or
Galvanized

Annealed
Rivet Burrs,
Felloe Plates,
Sheared and
Punched Plates.

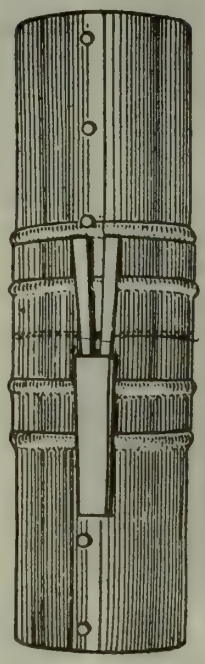
Malleable Washers
and Cast Iron Washers.

Prompt Shipment

Wrought Washer Mfg. Company

Milwaukee, Wis.

Ideal Galvanized Well Casing



Patented 1918

We also make Genuine "IDEAL" Patented Screw Joint Casing. Beware of imitations.

New Idea in Well Casing

PATENT LOCK JOINT

Made of 20-gauge Galvanized Iron or heavier, according to service; 12-foot lengths. Note joint construction, all ends butting, so that good, heavy **driving** may be accomplished. Smooth interior bore. Successfully used in wells 500 feet deep. Any size, 4″ to 12″ diameter. Also used for grain spouting, mine ventilation pipe (will not shake down while blasting), irrigation flumes, blasting tubes, concrete foundation tubes, culverts, and many other uses. Big retail hardware seller.

Manufactured by

IDEAL WELL CASING CO., Ltd.
CALGARY, ALBERTA
Eastern Canada Patent Rights for Sale

METALS · CHEMICALS · GLASS
B&S·H
Established 1790

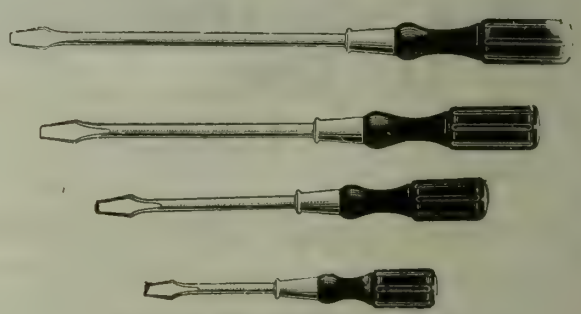
Metals

Mills can make prompt shipments of APOLLO Galvanized Sheets, Black Steel Sheets and Specialties, Tin Plates, Terne Plates, Canada Plates, etc.

B.&S.H. THOMPSON & COMPANY LIMITED MONTREAL

Branches: Toronto, Winnipeg, Vancouver, New Glasgow, N.S.
Selling Agents for Eastern Canada for United States Steel Products Co.
Exporters of the Products of the American Sheet & Tin Plate Co.

Stanley Tools



"HURWOOD" SCREW DRIVERS

Unsurpassed for Strength and Durability. Blade, Shank and Hand are of one piece of steel.

The Blades are finely tempered and well finished. The Handles are polished and stained black. Many styles and sizes from which to select your stock.

"HURWOOD" SCREW DRIVERS ARE MADE IN OUR CANADIAN WORKS

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

If any advertisement interests you, tear it out now and place with letters to be answered.

February is here. Have you sent in your order to ANGLO-CANADIAN LEATHER CO., LIMITED, 665 King Street West, Toronto, for your spring supply of TAP SOLES and TOP LIFTS.

We would specially draw your attention to the following lines, subject to trade and cash discounts:

Men's	6	inches	to	dozen	pairs	Heavy	No. 124,	at	$3.00	per	dozen pairs
or	5½	"	"	"		Hy. Med.	No. 125,	at	2.80	"	" "
better	5	"	"	"		Med.	No. 126,	at	2.60	"	" "
grade	4½	"	"	"		Light	No. 123,	at	3.80	"	" "
	4	"	"	"		L.L.	No. 123½,	at	3.50	"	" "
Boy's	5	"	"	"		Med.	No. 130,	at	2.15	"	" "
Women's	4	"	"	"		Light	No. 37½,	at	2.25	"	" "
Men's	5	"	"	"		Large	No. 50,	at	1.40	"	" "
Toplift	5	"	"	"		Med.	No. 51,	at	1.25	"	" "
Boy's	5	"	"	"		Small	No. 52,	at	1.10	"	" "
Women's	4¾	"	"	"		Large	No. 56,	at	.80	"	" "
	4¾	"	"	"		"	No. 81,	at	.90	"	" "

IN STOCK

Anglo-Canadian Leather Company, Limited

665 KING STREET WEST -:- TORONTO

Are You Ready

for good business

BOOK your orders NOW

for

White Spruce Butter Tubs

N.B. Egg Carriers

H.D. Egg Crates

Brooms and Brushes

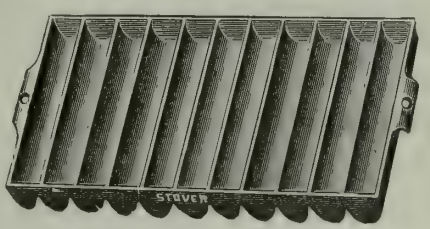
Fruit Jars

Paper and Twines

Walter Woods & Co.

Hamilton and Winnipeg

CORN BREAD PANS



Fast Selling Hardware Specialties

The use of corn meal as a substitute for wheat has created a large demand for these pans.

Every dealer should have them. Be sure you get the STOVER brand. It is a guarantee of clean, smooth castings.

This is also the time of year to lay in your waffle irons. STOVER waffle irons keep on the move and do not lay in stock. Send for our special waffle iron circular.

Some of the Stover Hardware

Waffle Irons	Fire Place Fixtures
Mop Sticks	Stove Pokers and Lifters
Lemon Squeezers	Stove Pipe Dampers
Ice Picks and Shaves	Pulleys (All Kinds)
Saw Vises	House Numbers
Door Latches	Cast Hammers
Chest Handles	Harness, Coat and Robe Hooks
Door Pulls	Wind Mills
Foot Scrapers	Feed Mills
Cast Pliers	

Gasoline Engines

Stover Mfg. & Engine Co.

709 East Street

Freeport, Ill.

Stover Mfg. & Engine Co., 709 East St., Freeport, Ill.
Send undersigned information regarding your
Name .....
Business .....
Address .....

If any advertisement interests you, tear it out now and place with letters to be answered.

Starrett Hack Saws

for Hand and Machine



—economy both ways for your customers

Whether they use hack saws in hand frames or power machines, the saws that will give them most satisfaction and lowest cutting costs are the

STARRETT HACK SAWS

To sell them Starretts once means to sell them Starretts always, because these saws cut faster and last longer, which means economy.

Sell them Starretts for both machines and hand frames.

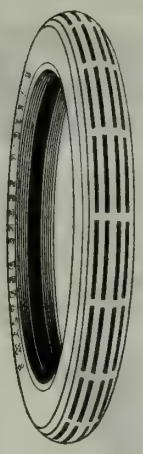
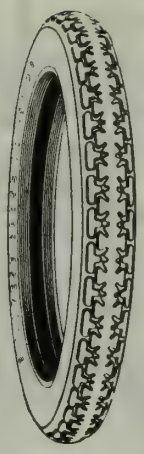
Send for our Catalog No. 21MA. It shows Starrett Hack Saws and Frames; also many styles and sizes of Starrett Precision Tools.

The L. S. Starrett Co.

The World's Greatest Toolmakers
Mfrs. of Hack Saws Unexcelled
Athol, Mass.

New York London Chicago

42-878

Tires for the Hardware Trade

We have been repeatedly urged to supply our high-mileage tires to the Hardware Trade, and are now in a position to do it.

Dealers who have added Automobile Accessories to their lines should get our prices and terms on

Maltese Cross Tires

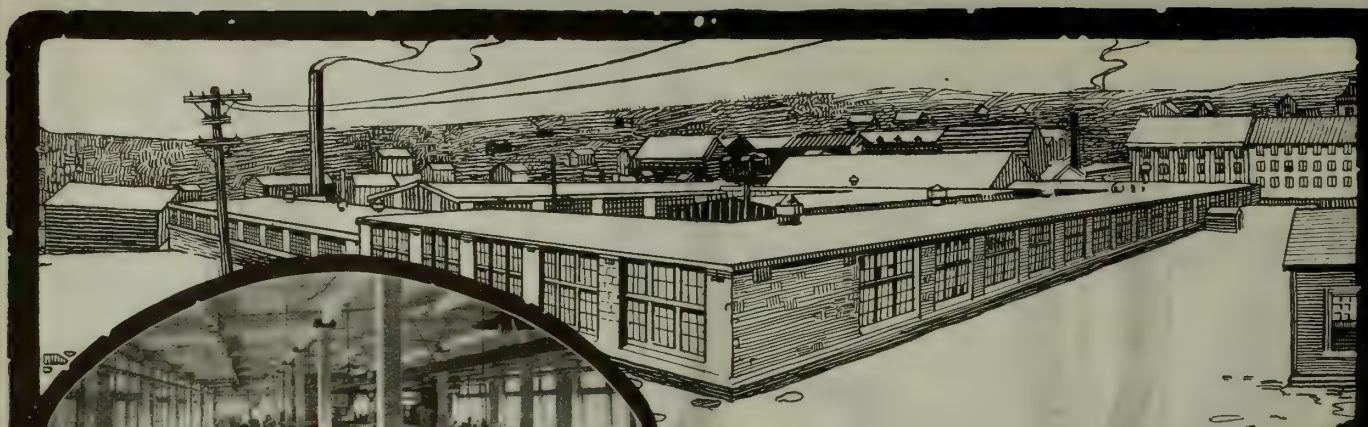
Give your customer the best tire you can buy and he will thank YOU even more than he thanks the manufacturer.

Then if he is ever persuaded somewhere else to buy an inferior article he will remember what YOU sold him, and what you TOLD him, and will come back to you and stay. It is your customer's FINAL VERDICT, not his FIRST ARGUMENT, that wins or loses him for you.

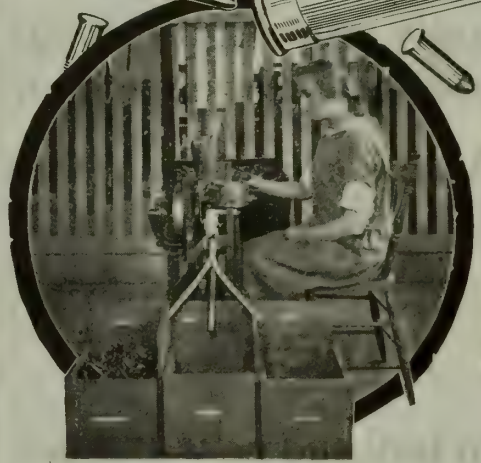
GUTTA PERCHA & RUBBER, LIMITED

HEAD OFFICE, TORONTO

Branches: Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Lethbridge, Vancouver, Victoria





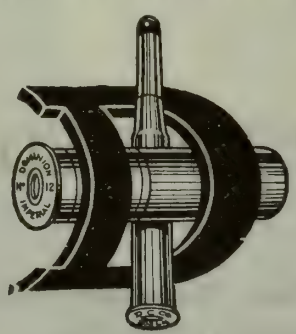


"Dependable and Accurate"

—it is dependability and accuracy that have built Dominion Ammunition sales for the dealer. From the beginning Dominion Ammunition has been subjected to inspection and tests that have brought it up to the highest of ammunition standards.

Dominion Ammunition

Above are shown two of the many processes that insure the dependability and accuracy of Dominion Ammunition —the individual inspection and the final machine test as to size.



is recognized by your customers because of its two cardinal points—***dependability and accuracy***—and they insist on having the ammunition that possesses them. Impress on them that the nimble fingers and quick eyes of scores of inspectors detect the slightest visible imperfection in Dominion Cartridges or Shotgun Shells. Intricate machinery tests the quality and quantity of loads and measures to a hair the calibre and size—all a part of the Dominion Service to guarantee ammunition that is "dependable and accurate."

Build your sales of Dominion Ammunition on this and benefit by the profit you make on these sales.

Order from your jobber to-day.

Dominion Cartridge Co., Limited

Montreal, Canada

"Member Audit Bureau Circulation."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXI. TORONTO FEBRUARY 1, 1919 No. 5

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THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.* H. T. HUNTER, *Vice-President.*
H. V. TYRRELL, *General Manager.*

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

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UNITED STATES—New York, A. R. Lowe, Room 620, 111 Broadway; Telephone Rector 8971; Boston, C. L. Morton, Room 733, Old South Building, Telephone Main 1024; A. H. Byrne, Room 900, Lytton Bldg., 14 E. Jackson Street, Chicago, Phone Harrison 1147.

SUBSCRIPTION PRICE—Canada, $3 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4 a year; Single Copies, 10 cents. Invariably in advance.

Three of our salesmen who have been overseas on active service have recently returned, and we expect others back shortly. We are now in a better position to look after your interests, and feel sure you will extend a hearty welcome to them.

A. C. LESLIE & CO., LIMITED

"THE METALS HOUSE"

MONTREAL

SATISFACTION

AND

"QUEEN'S HEAD"

GALVANIZED IRON

are synonymous terms.

Fifty years' experience in manufacturing ensures best results.

JOHN LYSAGHT,

LIMITED

Manufacturers

BRISTOL NEWPORT MONTREAL

K K

MR. DEALER: Have you planned your campaign of WASHING-MACHINE selling for the coming season?

You will show good judgment and reap sure profits if you choose a line you can GUARANTEE, and which will cause your reputation for EXCELLENT GOODS to be increased.

KRIBS WASHING MACHINES grow in favor every day. The increasing demand for them proves that beyond question. They are EASY TO SELL because of their many attractive features—you will enjoy showing them to your customers. The PRICES are within reach of all. Machines from the modest hand-power to the highest class electric.

Are YOU wide-awake and progressive? Are you ready for a LIVE proposition? Your jobber probably has our machines, but if you write us to-day WE

WILL SHOW YOU THE WAY TO LARGER PROFITS

WILLIAM A. KRIBS, HESPELER, ONT.

Makers of Freight-Handling Trucks of all Kinds

K K

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 31 TORONTO, FEBRUARY 1, 1919 No. 5

Regarding Business and Income Tax

Details of These Acts and Their Amendments in Brief, With Some Illuminating Comments by the Tax Commissioner

THERE seems still to be a good deal of uncertainty regarding the conditions of the Business Profits Tax and the Income Tax. Many enquiries are being received regarding these matters, and for this reason the following synopsis of the more essential points in the two acts is set forth herewith:

The Business Profits Tax

This tax is one that in the nature of things may pass by many retailers. It imposes a tax on all incorporated companies having a capitalization of $50,000 or upwards, or companies with lesser capital, 20 per cent. of whose business is or has been the manufacturing of or dealing in munitions. It excepts insurance companies and those engaged in agriculture. Such companies shall pay one-fourth of their net profits in excess of an exemption of 7 per cent. on paid-up capital.

Moreover this act passed in 1916 is retroactive, and is levied for three years upon the net profits shown in any accounting period after December 31st, 1914.

The profit from businesses carried on by private firms or individuals, is also subject to the same conditions except that such concerns are exempt up to 10 per cent. on the capital employed, which shall be taken to be a fair value of all assets used in the business, less all debts owing to the business.

In either case reasonable deductions from gross profits from depreciations, renewals, etc., are allowed.

Business Profits Tax of 1917

By the Business Profits Act of 1917 which amends the foregoing act, provision is made whereby on any business, taxable under the 1916 act, where the annual profits exceed 15 per cent. per annum, the tax shall be increased to 50 per cent. in respect to all profits in excess of 15 per cent., but not exceeding 20 per cent., and where the tax exceeds 20 per cent. the tax shall be increased to 75 per cent. with respect to all profits in excess of 20 per cent. This increased tax applies to the last year of the three year period of the 1916 act noted above.

Business of $25,000 Affected

Early in 1918 the period of the operation of the Business Profits Act was extended a year. By this amendment companies, whether incorporated or not, having an invested capital of $25,000 and up to $50,000 were also brought within the provisions of the Act, the rate to be 25 per cent. of all profits for the accounting period ending in 1918 in excess of 10 per cent. per annum on the capital invested.

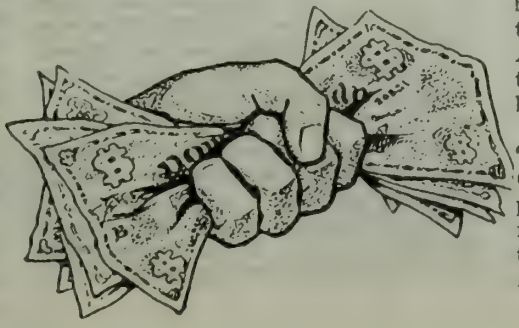
Under the terms of this Act, there shall be levied upon the income during the preceding year of every person residing, or ordinarily residing, in Canada or carrying on a business in Canada, a normal tax of 4 per cent. upon incomes exceeding $1,500, in the case of unmarried persons, and widows or widowers without dependent children, and upon incomes exceeding $3,000 in the case of all other persons. In addition to the normal tax of 4 per cent., surtaxes as indicated below will be levied upon incomes of individuals exceeding $6,000.

On account by which income exceeds	But does not exceed	Supertax
$ 6,000	$ 10,000	2%
10,000	20,000	5%
20,000	30,000	8%
30,000	50,000	10%
50,000	100,000	15%
100,000		25%

The following deductions are permissible on these terms:

(a) From income tax accruing for 1917, the amounts paid for taxes accruing during 1917 under the provisions of the Special War Revenues Act of 1915, and from the income tax payable on any other year, the amount paid by the taxpayer for taxes accruing during such year under the act mentioned.

(b) From the income tax of 1917, the amounts paid for taxes under the business profits war tax of 1916 and amendments thereto for any accounting period ending in the year 1917. If the business tax is the greater, it is the only tax payable.



Exempted Income Lowered

By an amendment made in 1918 to the Income War Tax Act of 1917, the exemption in the case of an unmarried person is reduced from $1,500 to $1,000, and for a married person from $3,000 to $2,000 the rate of tax to be 2 per cent. between these figures, advancing to 4 per cent. with incomes of $1,500 in the case of unmarried persons and $3,000 in the case of married persons.

In addition to these changes there have been some changes in the surtax that is paid in addition to the regular tax. The basis of surtax remains the same up to $50,000; from this on there are some sharp increases in the supertax demands, and in addition a surtax that makes still more rigorous demands.

For example, the surtax upon incomes of $6,000, but not exceeding $10,000, shall be 5 per cent. of the tax and supertax payable thereon.

On incomes of $10,000 and not exceeding $100,000, 10 per cent. of the normal tax and supertax payable thereon.

In a recent address delivered by R. W. Breadner, the Taxing Commissioner for Canada, before the annual meeting of accountants in Montreal some interesting points in regard to these acts were raised.

This official gave the men before him the impresion that a reasonable interpretation and operation of both acts was the guiding motive of the Department, and so thoroughly was this spirit reciprocated by the business men, he declared, that the Board of Referees that was provided by the Act in cases of dispute had never been appointed. Mr. Breadner also gave the impression that the Business Profits Act would not continue for long, but that the Income Tax would be on the statute books "to the end of our lives."

In the course of his address and the "question" period that followed, the Commissioner dealt with the vexed points of depreciation, capital, dividends, reserves for future depreciations, inventories, patriotic gifts in relation to the Act, and many other disputed subjects.

Continued on next page.

Do You Realize the Importance of Attractive Window Displays?

Winner of First Prize For Places Over 5,000 in "Hardware and Metal's" Christmas Contest Says Merchants Should Pay More Attention to Sales Possibilities of Their Windows

TOO many merchants fail to realize the great sales possibilities of their show windows and are content to go along following methods that were in use years ago and which are not in line with the requirements brought about by the keen competition that exists to-day. This is the view of G. E. Hammond, of the Mills Hardware Company, Hamilton, Ont., whose Christmas window display won first prize in the contest held by HARDWARE AND METAL.

"To my mind we are getting to a crucial stage in window dressing," said Mr. Hammond to HARDWARE AND METAL, "and merchants need to put on their thinking caps to come up to the requirements of to-day as competition is far greater than it was 10 years ago, as there are so many grades of different lines. The people want to be shown, and to see what they are getting for their money.

"What we need is more energy and tact instead of going on in the same old way.

Sales Question

"How many realize the importance of window dressing? It is just in the last few years that we have come to the conclusion that you have to advertise and bring before the people goods to be sold (competition again), and so we have been increasing our ads. and window dressing, but we have still farther to go.

"How many realize or figure out the earnings of the sales window? I can mention different window displays that have sold goods, whereas if not shown would not have sold.

Not Criticizing

"Do not think I am criticizing as I am not. I have stated the true facts if you think it out. I have not been window dressing very long, but I have been enlightened to the window question, and if the merchants would figure this out I think they, too, would see farther ahead.

"Window dressing is not necessarily an art, but it needs a little study to attract the people. When you have attracted



GEORGE HAMMOND

Of Hamilton whose Christmas window display won first prize for places over 5,000 population, in the contest conducted by HARDWARE AND METAL.

the people you have still farther to go to arrange your window so as to draw prospective customers into the store.

Always Price Goods

"Always price your goods, as I find that when not priced people walk on and if priced they become curious and begin to figure out how they can get that article, if not just then later on. I often find people come in to the store and ask for goods that have been shown before."

REGARDING BUSINESS AND INCOME TAX

Continued from page 37

In relation to inventories of merchandise, Mr. Breadner pointed out that owing to the very high price of goods at the present time there was certain to be an adjustment necessary when normal conditions returned. On this account the Department had ruled that an inventory of merchandise should be taken at cost, or the market value if this was less than the cost. As to whether, in addition to this method of handling the inventory, a company set aside as a contingency reserve an amount to meet in the future a drop in prices was no concern of the Department. The decision as to what would be done with this reserve, whether part or all of it would be allowed to go untaxed, could only be determined when it was scrutinized for assessment purposes. No ruling on any special case could be given in advance. Suppose a firm carried a stock that cost $400,000 in 1915, while the same stock to-day would cost $550,000, that merchant might very well say, "We'll lose that $150,000 sooner or later when normal prices are in force.' The Department says, "You can set aside $50,000 or $100,000 to apply against a future loss, but whether any of that will be allowed when the assessment comes to be scrutinized a year from now can only be settled then."

At this point a special case was introduced by one of the accountants that refers particularly to dry goods stores, ness. The question implied that the general basis allowed for valuing merchandise, namely, the cost—or present market price if this were below the cost—would not apply to many lines where there was a special depreciation.

Fair Value at Time of Inventory

The Department recognized cases like this. Where the goods for any other reason are of less value than when purchased, the merchant is justified in taking in the goods at what he recognizes to be the fair value at the time of the inventory, subject, of course, to the approval of the Department. This means that the Department fully recognizes the principle of depreciation of this nature.

Goodwill Not An Asset

The Commissioner took an emphatic stand as to an allowance for "goodwill." "Goodwill," he said, "is not allowed unless it is represented by actual cash expenditure."

Real Estate Sales and Profits

Another interesting question asked was as to the relation of sales of real estate to profits. A company was cited that sold some real estate and declared a dividend with the proceeds. "The receipt of the dividend would be simply the return of capital," was the ruling. "Only the amount of income received from this sum would be taxable" — in other words the interest on the dividend, "Return of capital is not income." The Act allows for depletion in the case of mines, timber limits, real estate, etc. Then an instance was mentioned where a company had bought a boat for $50,000 and sold it for $200,000. Would the $150,000 be treated as a taxable profit? No, was the reply. The $200,000 itself would be held to be capital; the fact that the first expenditure had increased to an amount four times as great, did not affect the principle. The $200.000 itself affect the principle. The only case where the $150,000 would be taxed as profits would be where the company or individual was in the business of buying and selling boats. A similar point has been decided by the Privy Council.

Insurance Premiums Not an Expense

The Department has held that it cannot be considered as an expense, but rather as an asset, and the proceeds when realized will be treated as profits

Donations

Donations to patriotic purposes, the Red Cross, etc., must not be considered as deductions from the tax payable; "if they were, we would have no tax at all. They would pay it all out in this way."

As to losses in one year being charged against profits in a subsequent year?

Cannot Allow for Losses

Mr. Breadner stated: "I have no hesitation in saying the Act on this point seems a hardship. A loss incurred in one period cannot be placed against profits in a succeeding period. The tax

(Continued on page 55)

Don't Be a Business "Ostrich"

Every Hardware Man in the Province Should Attend the Annual Convention of the Ontario Retail Hardware and Stove Dealers' Association at Hamilton on February 18, 19 and 20—Co-operation the Only Way to Solve Trade Difficulties

DON'T be a business ostrich. Fortunately for all lines of retailing the species is fast becoming extinct. We refer to the type of merchant who is buried so deeply in the sandy desert of his own business that he has not time to co-operate with his fellow retailers in working out successfully the problems of the trade. This sort of chap says he has no time for trade conventions or for co-operation.

"Why should I let anybody else know about the things that I've paid good money to learn?" he says.

Merchants with views of this kind are very much like the ostrich, which buries its head in the sands of the desert and imagines because it cannot see, that no one can see it.

Short-Sighted Policy

That this policy either for an ostrich or a retailer is worse than short-sighted is obvious. Trade conditions as they exist at present demand that merchants co-operate to the fullest extent if their mutual problems are to be worked out. Merchants are realizing as never before that they have interests in common and that these are best served by meeting on a common ground and helping one another.

The hardware men of Ontario have a chance to do this in the annual convention which will be held at Hamilton, Ont., on February 18, 19 and 20.

Just imagine three whole days devoted to solving the problems peculiar to the hardware trade and in helping hardware dealers to become better merchants.

Be Sure To Go

The programme that has been arranged this year is an exceptionally fine one. It is one of the broadest that has ever been attempted by the association and is filled with features that will not only be intensely interesting but of real service and profit to merchants.

A gathering of this kind gives merchants a chance to meet one another, get acquainted and talk over trade matters. More than this, it puts them in direct touch with the manufacturers whose lines they are handling. They get a different viewpoint altogether from the man who never meets the manufacturer or sees how the goods are made. The hardware dealers get an immense amount of information that they could not get in any other way and they also learn a whole lot regarding the future of prices and trade conditions that is invaluable.

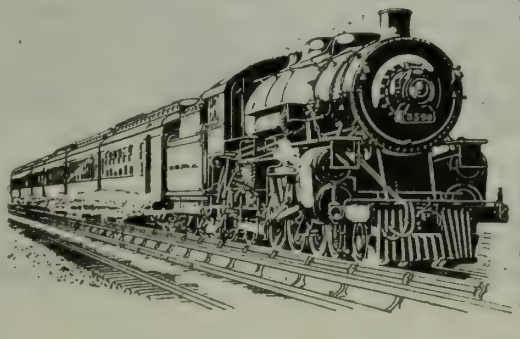
A Splendid Selection

No better spot for holding the convention could have been selected than Hamilton. It is central and easily reached from any point in Ontario. The accommodation both for the visitors and for the sessions of the convention is of the best.

A meeting of this kind is looked forward to by scores of hardware men as a real treat. It gives them a chance to get away from the steady grind of business and at the same time obtain a splendid lot of information that they can turn to practical account right in their own stores.

Are Coming Again

This was amply proven by last year's convention. Many who missed it for one reason or another plan to be there this year. Those who were there were so well pleased that they will be there again this year. All hardware men attending the big convention are urged to come prepared to make notes. There will be any number of points coming up continually which the retailer can use in his own store. If he trusts to his memory there are so many things he may forget that he would have liked to remember. It has been found by experience that the best way is to come prepared and then the dealer can refer to his notes after.



Letter From the President

Orillia, Ont.

To The Retail Hardware and
Stove Dealers of Ontario.

Gentlemen:—

The last Annual Convention of Ontario Retail Hardware and Stove Dealers' Association was conceded by all who attended to be the best to date, and while the attendance was good, it was worthy of much better, and many who were not present but had read the report of the meetings in HARDWARE AND METAL, have since expressed their full intention of being at the next Convention.

I wish to assure the dealers of Ontario, that the programme for the 1919 Convention is complete, and will be brim full of information and suggestions, and as there is no one of us but who can still learn, am satisfied that all who attend will leave with many valuable suggestions which will serve to advance their own interests.

President Wilson, on landing in England, stated that "Nothing brings men together like a common understanding and a common purpose," and no better definition can be given of the aims of our Association, and I would appeal to every dealer in Ontario to unite with us, the better to strengthen and enlarge the usefulness of the Association.

I would ask you to send in your application to Secretary Macpherson, and attend the Convention in Hamilton, February 18th to 20th.

"In Unity is Strength."

Yours sincerely,

D. A. MACNAB,
President O.R.H. & S.D.A.

APPOINTED MANAGER

John M. Graham, assistant sales manager of Lowe Bros. Co., of Dayton, Ohio, and formerly manager of the firm's Toronto branch, has been appointed advertising manager. He succeeds E. L. Shuey, who is retiring.

According to newspaper reports the high price of steel was responsible for the closing down on Wednesday of the rolling mills of the Canadian Steel Foundries at Welland, Ont. It is stated the whole plant may close shortly for an indefinite period.

SALES OF GARDEN TOOLS ARE LIKELY TO BE LARGE

THE stimulus that home gardening received during the war and last year particularly will, it is expected, be continued to a very large extent this year. Manufacturers of garden tools and growers of seeds are preparing for a big business and inquiries already received and orders already placed indicate that they are not likely to be disappointed. Thousands of people who successfully fought the high cost of living and discovered the joys of being able to raise their own freshly grown vegetables on back yard or vacant lot gardens are planning to repeat the process this year. These efforts are being encouraged by the horticultural societies in various parts of the country who are offering to help in every way possible by helping in the selection of seeds, giving gardening instructions, etc. The Canada Food Board has been advised that the United States Government has removed field and garden seeds from the restricted export list and that in future American shippers will not require licenses for seeds coming into Canada. Last year hardware men sold large quantities of seeds and gardening tools and there is every prospect that this season will see sales at least as large, possibly larger. In many places, citizens who last year asked for vacant land for gardening purposes are not only seeking the plots again, but asking for larger ones.

BIG BICYCLE BUSINESS IS EXPECTED THIS YEAR

PROSPECTS for the bicycle business this year are, it is stated, very good. There are no indications, manufacturers state, of reductions in price for some time to come. Orders have been coming in to the factories satisfactorily and as the materials to fill them have had to be purchased at prevailing prices the manufacturers are not making any changes. Reports from the United States are to the effect that the supply of bicycles is the smallest in years. This is attributed to the stringent regulations which were put into effect by the Government to divert all materials needed for war purposes. While some of this is being released a great quantity of it will, it is stated, not reach the factories in time for them to take care of their early shipments. Another factor in the situation is the high wages that are being paid to skilled workers.

EXPECT RECORD BUILDING DESPITE DEARER LUMBER

DEMANDS for lumber for construction purposes are likely to be far greater this spring than the mills can produce, it is stated. This may result in considerably higher prices and in some quarters advances as great as twenty to thirty per cent. are predicted. Higher freight rates, increased wages for lumbermen and similar causes are given as reasons for raising the prices of lumber. In some lines prices have already been advanced. According to reports from the lumber camps conditions vary greatly in different parts of the country. In some sections there has been very little snow in the bush. In others there has been plenty to facilitate the work of getting out the timber. In addition to heavy demands at home, it is stated that a much larger volume of export trade than usual is likely. Stocks of lumber in the mill yards have not been heavy for some time and there is little reserve of this kind that can be counted on. All these conditions will have an effect on the spring building situation and on construction work throughout the year. Notwithstanding higher costs of some materials, however, it is stated that this spring will see one of the greatest building periods in the country's history. A saw manufacturer stated to HARDWARE AND METAL that he has orders for lines of saws that have not been called for since the war started. Tool makers report many inquiries and indications are that hardware men will do a splendid business in building materials and supplies this year.

CANADIAN STOVE FIRMS WILL MAKE BOTH SIZES

AMERICAN stove manufacturers are working towards the elimination on the Number 9 lid on cook stoves and ranges altogether. This was a part of the conservation policy adopted during the war and many firms are planning to make only stoves with Number 8 lids. Canadian manufacturers state that they will continue to make both styles as they have to meet the demands of both the city and country trade, although the stoves with Number 9 lids are in much greater demand, being used almost entirely in the country. The sale of stoves with Number 8 lids is limited practically to the cities and even there the manufacturers state the sales are steadily growing smaller because of the use of gas and electric stoves. The original idea of building stoves with Number 9 lids was to accommodate the hollow-ware utensils with pit bottoms. These are still largely used in the country. In the city, flat bottom utensils are more generally called for.

MORE SALES REPORTED IN SOME LINES OF STEEL

A DOWNWARD revision of coke prices following the relinquishment on February 1 of Federal control, and the fact that bookings are less than half the current production in American steel mills are taken by many as indications that as far as the United States is concerned the moment of total deflation from the war basis is measurably nearer. In many lines of finished steel, it is stated, there is not more than a month's work ahead. From the buyer's standpoint an encouraging feature of the situation is that labor now idle shows a disposition to resume work at lower wages. Firm offers for steel at levels lower than the present seem more likely to lead to successful negotiations, it is stated. More sales are reported in Canada this week and a revival in certain lines is indicated. The awarding of contracts for a number of cars will start business in some lines and also create some demand for tools. It is interesting to note as an aftermath of the war that British lines are making their appearance once more in the Canadian market. This week a good sized tube order went to a British firm. Warehouse interests report quite a lot of business moving in their lines, especially from shipyards, mines and repair requirements in various plants. Some of the factories making agricultural machinery are making

good sized purchases of machinery and materials and others, it is stated, are contemplating this step also. The scrap metal market shows no change.

NEW CLOSING HOURS FOR RAILWAY FREIGHT SHEDS

BY an order just issued by the Canadian Railway War Board, which becomes effective February 1, railway freight sheds in Canada will open at 7.30 a.m. and close at 5 p.m., except on Saturday, when the hours will be from 7.30 a.m. to 1 p.m. All teams in line at the shed at the closing hour will be accepted. At special points where a later closing hour is essential on account of local conditions, an extra half-hour is added to the end of the day and taken off at the beginning of the day. In other words, sheds will open at 8 a.m. and close at 5.30 p.m., except Saturday, when the hour will be 1.30 p.m.

The old hours were 7.30 to 5 in the West, and 5.30 or 6 in the East.

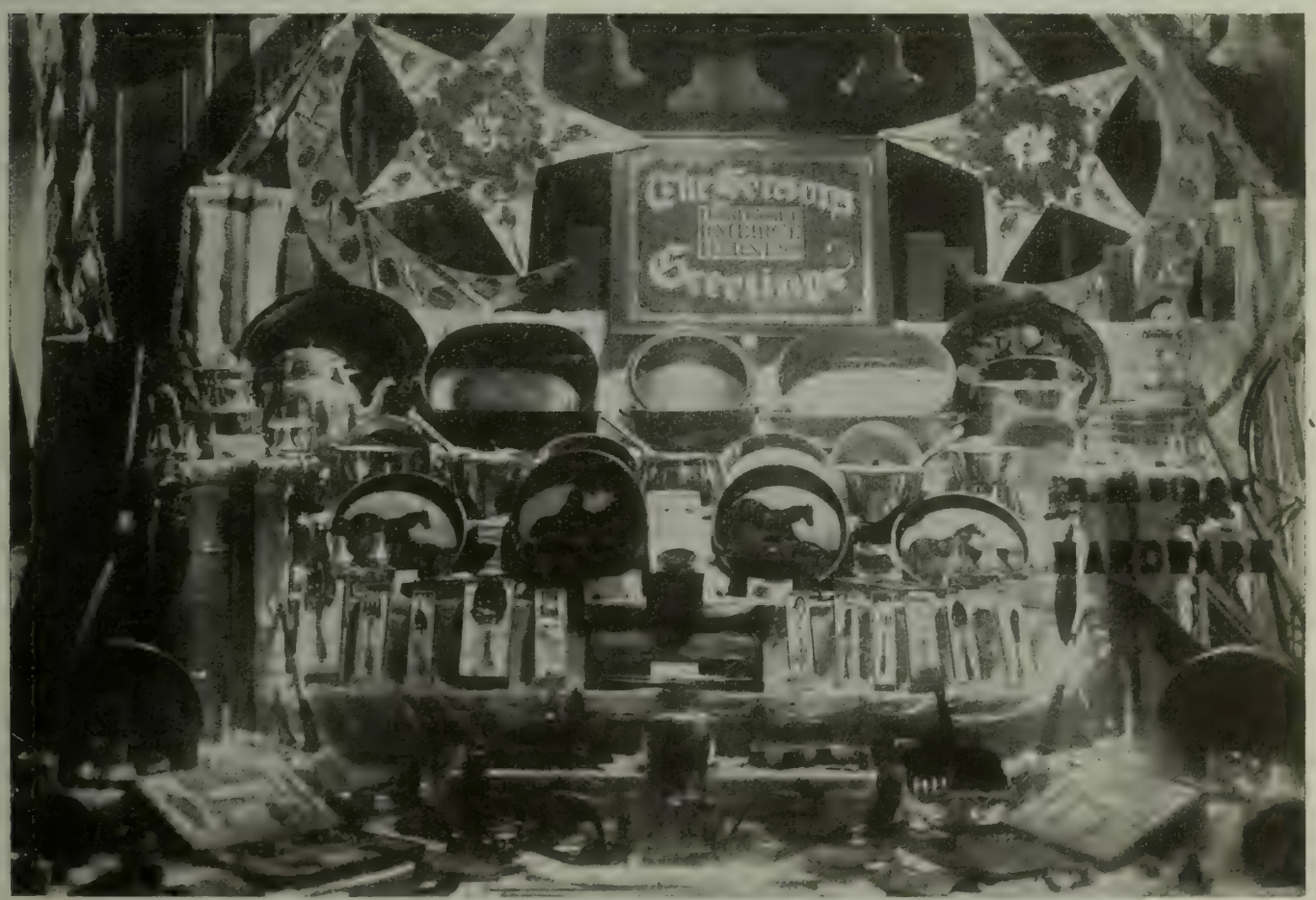
AMERICAN FIRMS HAVE CUT PRICES ON BURLAP

BUSINESS in burlaps is reported quiet this week, and in the absence of demand prices have continued on the downgrade. According to American reports by representative members of the trade, considerable manipulation of prices on syndicate burlaps has been resorted to in an apparent effort to dispose of goods, and the repeated cutting of prices on such goods has resulted in a lowering of quotations throughout the market.

AMERICAN RESTRICTIONS REMAIN ON TIN AND JUTE

THE United States War Trade Board announces in a new ruling (W. T. B. R. 526) that the supervision heretofore exercised by it through various associations in the several trades over the distribution of raw materials has been removed, except as to the following commodities: Pig tin, tin ore and concentrates, jute and manufactures thereof, and Egyptian cotton.

As to all other commodities, the distribution of which has been controlled through trade associations, import licenses may now be issued without requiring indorsement of bills of lading to any association, and collectors of custom have been instructed to permit entry under outstanding licenses without indorsement to the associations, irrespective of the clause on such license. It will not be necessary, therefore, for importers holding licenses containing such a clause to return them to the War Trade Board or any of its branches for cancellation of this clause.



Above is shown the window which won second prize in the Xmas contest conducted by HARDWARE AND METAL *for the best displays in places under 5,000 population. It was dressed by F. S. Newton of the hardware firm of R. M. Birce, Essex, Ontario. Essex is in the heart of one of the most prosperous farming communities in Ontario. Note how the window dresser varied the showing of Christmas good to include not only the more showy articles but such lines as roasting pans, etc., which would interest the farmers and their wives. Splendid sales resulted from this window.*

LETTERS TO THE EDITOR

These columns are open to contributions upon any topic of interest to the trade, it being understood that the views expressed are those of the contributors, and do not necessarily imply editorial indorsement. Names of contributors will be withheld, if desired, but name of writer must accompany correspondence as an evidence of good faith.

The following letters have been received in connection with the article recently published in HARDWARE & METAL regarding the proposal to tax the mail order houses, which will be considered by the Ontario Legislature shortly.

E. Miller, hardware dealer, Aylmer, Ont., writes as follows:

HARDWARE & METAL:

Toronto, Ont.,

Gentlemen:—Re taxation of mail order houses. This we think is proper. I would suggest that they be taxed on the amount of their sales instead of profits.

Another step towards fighting the catalogues is for the retailers to get together and force the manufacturer to put them on an equal buying footing with the catalogue houses.

Yours truly,
E Miller.

HOW HE BEATS THEM

Editor, HARDWARE & METAL:—
Toronto, Ont.,

Dear Sir:—I believe most merchants in the towns throughout Ontario would approve of legislation whereby mail order houses could be taxed in some way for the volume of business done in each municipality, and at present I can think of no better way than that suggested.

So far, as my own line of business in this district is concerned, I believe we have been fortunate in keeping at home a very large part of the business which in some sections goes to the mail order houses. We have been using considerable newspaper space regularly, changing it every week, and giving the folk prices on the goods advertised. Periodically, as in our recent stock-taking sale, we have used more space with better prices and the results have been very satisfactory.

Yours truly,
F. E. Hendershot,
Mount Forest, Ont.

IN FAVOR OF TAX

HARDWARE & METAL

Toronto, Ont.,

Dear Sir:—In regard to proposed assessment on profits of departmental stores we certainly do think this is a move toward the right as we retail merchants all pay a business tax and why not the departmental stores? It should hardly be necessary to ask our representatives to put such legislation into force, but as they have not already done so it is neccessary that they should be reminded of the importance of same as we are getting anything but a square deal in such matters. In regard the mail order home competition to the hardware business here, we notice that their stove business seems to be growing and of course if it grows the rest of the hardware line will be affected also. The roofing line is also another line which we notice seems to be growing with them. It seems to us that the stove business is the worst and we cannot see why our stove men should not be in a position to give us better prices to enable us to cope with this competition.

Yours very truly,
C. Richardson & Son,
Harrow, Ont.

A WESTERN VIEW

Hardware and Metal, Toronto, Ont.

Gentlemen:

While the proposed Ontario legislation to assess the profits of the mail-order houses does not afford us any immediate relief in the West, it is a good thing, and will be an example for Western legislators to follow. It is our idea that all business houses, large and small, should pay a tax on their turn-over, the tax to be graduated the same as the income and inheritance taxes are. The larger the business the more economical the management should be, the greater purchasing power and a smaller overhead in proportion to sales, so the graduated tax if equitably worked out would be quite fair. In addition concerns using above a certain amount of capital, say $25,000.00 to $50,000.00 should, as has been the case during the war, have their profits above 10 per cent. on the capital invested taxed also.

Help Distribution

The idea of making a fairly reasonable sized investment free of profit taxation would be to encourage the retail distribution of merchandise through the local dealer (who would in any case be paying a tax on his annual turn-over). Concerns employing above $50,000.00 capital in their business may be well regarded as out of the individual class and as a corporation, whose profits really afford a means of livelihood to more than a single individual.

Service Counts

Our own individual businesses are not greatly cut into by the mail-order houses. We have always been satisfied with a very reasonable profit; have run our business on up-to-date lines giving a large *service* consideration with the lines we handle; have stuck to standard lines of dependable merchandise, not making price so much as quality and service the keynote of our buying, as well as our selling. We do, of course, occasionally run into mail-order competition and are quite satisfied if our *friend* thinks he is bettering himself by sending for his goods, to let him save the few cents possible.

Get Their Innings

There usually comes a day when he is in need of accommodation, not always of a credit nature at that, and then the matter is discussed freely and we find that our innings comes. Just recently the writer made a trip in the country to see an engine that turned out to be a mail-order engine. When the charge of $6.00 was made for the time and material, and then it was explained that had this been one of our own engines the matter would have been entirely a service proposition, except for the few cents' worth of material used, one mail-order crank saw the light as he had not seen it before and has since been a regular visitor to our store. We use all little occasions of this nature to combat any mail-order tendencies and we are not really worried about what we lose to them.

Yours very truly,
Whyte & Orr Limited,
Daysland Alta.

FAVORS GIVING CREDIT

Editor, HARDWARE & METAL,
Toronto.

Re Credit vs. Cash System,

There has been quite a discussion lately about the switching of businesses from credit to cash system, and I also have been asked at different times to express my views regarding the subject; why I should be singled out for discussing such an important a subject, I am not aware. It might be because I have been charging up goods for the last ten years and managed to stay in business.

In a recent issue of your paper, I read an article from the manager of a Western retail firm, who has switched from credit to cash lately, and he winds up the interview as follows: "We thoroughly believe that no hardware merchant in any country town can make a success of the hardware business on the credit plan."

Well I can say right here that the gentleman is away off his beat; in fact it is the other way about, I have yet to see a country merchant (there may be one or two exceptions) that made it stick any length of time on a strictly

cash basis. I have seen lots of them try it, to dwindle back little by little to the credit system.

Must Keep Credit Good

The fact remains that credit is the fundamental principle of business. The government of nations, of municipalites, railroads, etc., down to the small individual could not do business without credit, and for that reason they have to keep their credit "good." Then when the individual has a good credit, why should he have to suffer for the "deadbeat?" Still this is what he is up against when you raise up the cash sign in his face. It is like some of the foolish prohibition legislation of some of our provinces and states; for a few drunkards in the country, the rest of the public cannot get their glass of beer when they feel like it. Just like the man with the good credit has to pay cash just on account of a few deadbeats and slow pay there is in the country.

Of course, when a man has been giving credit indiscriminately for a number of years and sees too late that he cannot stop it, "up" goes his cash sign; this is what I call trying to suit the job to the man, instead of suiting the mar for the job, as it should be.

Must Use Judgment

Of course, I don't believe in giving credit to everybody that asks for it, but I believe in studying individually the ability of each applicant to pay, for what amount, and when. I refuse credit sometimes, but also sometimes I invite it.

The country dealer should know the financial affairs of his customers, just as the credit manager of a jobber knows the financial affairs of the dealers. Of course, you will say, how is a man to know the good and bad ones? Well, I agree with you, it is some job, and here is where you have a chance to show your skill in the sizing up business.

You will understand that I am speaking from the point of view of a country merchant, where the proprietor is manager, credit man, etc., and when we glance at the responsibility of a credit manager in a large wholesale or manufacturing business, we can understand better that passing on credits in retail establishments is a very important branch of the retail business.

Depends On Conditions

Of course, it might be a different thing when the management of a store is left to a manager who is not always well versed in local conditions, and whose ambitions are more often emulated by increased sales than by scrutinizing the ability of customers to pay their bills; in such circumstances it may be advisable to suit the job to the man and run on a cash basis. It might be well right here to review a few advantages and disadvantages of the credit system; for one thing, it is the best weapon the retailer has against the M. O. house, and it also promotes consumption, and it is a highly appreciated convenience by the purchasing public, and moreover, the credit purchaser generally confines his buyings to the one store, the result being larger orders to the merchant. On the other hand, it takes a little more capital to do business on credit, and also causes extra work and necessarily a small percentage of losses, although, if well managed the percentage should be very small; don't forget that the time to collect a bill is when it is due.

Live and let live.

Work on the new steel plant of the Dauntless Mfg. Co. at Redeliffe, Alta., is progressing rapidly, and operations are expected to commence in April.

An American Tribute to Britain



A striking illustration of the good feeling that prevails between the United States, England and Canada took place at New Britain, Connecticut recently when parade in which 6,000 citizens marched and in which there were forty splendid floats was held. This was the cit's tribute to Great Britain for her part in the world war. One or the handsomest and most striking floats in the whole parade was that of Landers, Frary, and Clark which is shown in the above illustration. "H. M. S. Britannia," was the name and costumed officers and enlisted men rode on the bridge and on the deck. "Uncle Sam" and "John Bull" occupied prominent places and the float bore the legend "England Kept the Huns From Our Shore."

Two widely different ways of doing the same thing.

GETTING IN THE MONEY

NOTICE !

As we begin our annual stock taking this week and all accounts are being rendered we would ask your immediate attention to these. Just to give you a little idea of the amount lying out, it is better than Ten Thousand Dollars, you can see the importance of you paying attention to this notice.

We appreciate your business given us and we trust we have merited a portion of this by giving you good goods at the right prices. This is the season of the year when every account should be balanced and we will thank you most heartily if you will respond to this public request.

Any accounts outstanding against us we would be pleased to have handed to us at once

Again wishing you the Season's Compliments, we remain

Yours very truly,

O. B. HENRY & CO.,
Hardware, Stoves and Tinware.

What We Are Noted For

PAY for Pots and Pans for the housewife
" Augers and Auger Bits for the mechanic
" Years of service and good values

YOUR " Yes when you ask if we have what you want
" Oils for Autos, Tractors and Machinery
" Utensils for kitchen and garage
" Rubber Goods, Tires, Tubes, Belts, etc.

ACCOUNT " Alaska Bed Springs, Coil and Nosag
" Comfort Mattresses, Beds and Pillows
" Cook Stoves, Ranges and Heaters
" Oils, Paints and Varnishes, S. W.
" Untireing service at all hours
" Novelties for Xmas, Weddings and Birthdays
" Tinshop and Efficient Tinsmithing

T. W. LEWIS
GENERAL HARDWARE AND BEDDING

Are You a "Collector" or a "Worryer"?

Statistics Show That a Great Many Retailers Are Too "Easy" When It Comes to Getting in the Money For Goods They Have Sold—The Merchant Who is a Good Collector Saves Himself a Lot of Worry

STATISTICS show that getting in the money for goods which have been sold is a part of their business at which a very large percentage of retailers are not a success. The general tendency seems to be for merchants to be too easy. They grant credit in the first place without proper consideration and once a bill is owing to them they are often inclined to let it drag along. The sums of money that are owing to merchants who have carried on business in this way are startling and the amount of the losses they have sustained reaches figures that are impressive.

Collecting is a most important matter. There are good ways and bad ways of collecting. There are merchants who can antagonize people by their approach and there are others who can collect regularly and never have a bit of trouble. There are merchants who let accounts drag along in the hope that the parties owing them will happen in and "settle up" and there are merchants who go after their money systematically. If those owing them cannot pay all they owe, they insist upon regular small payments, and get the account cleaned up without loss.

Afraid to Collect

One of the great troubles with merchants, especially those in small towns, seems to be fear. They are afraid that they will offend somebody if they ask for the money to which they are entitled. They are afraid that if they try to collect the party who owes them will take his trade to some other store or to some other town. Most of these fears are absolutely groundless. A great section of the buying public will take full advantage of the merchant who is "easy." They reason that because he does not make them pay up he can afford to wait. In a great many cases, especially under present conditions, the merchant cannot afford to wait. He has to pay promptly for his goods and he needs the money when they are sold to buy new stock and put back into his business in various ways. By granting credit too freely he very often risks his own standing and may very easily get into deep water.

Makes it Easier

The man who does not grant credit indiscriminately and who insists upon doing business in a business-like way not only has the increased respect of his customers but escapes any number of those annoyances that result from having too much money outstanding. Without in any way giving offence he explains to customers that all payments must be made upon whatever terms he agrees with them. If credit is granted he sees that as short a limit as possible is set on the payments, and that their payments are made as stipulated. This is merely a matter of business and the customers who are worth having are ready to meet him more than half the way. The others, those who are in the doubtful class, he either keeps right up to the mark in their cash payments or lets them go to some other store and lets the other merchant do the "worrying."

Of course there are exceptions to every rule. There are merchants, and good merchants too, who will grant credit pretty extensively and by good collecting

methods not lose a cent. They are however the exceptions. For every one who follows this course and gets away without losses, there are fifty who sustain more or less loss and have a whole lot of worry and annoyance.

Are Trying it Out

As stated in HARDWARE AND METAL from time to time hardware firms all over the country who have been trying out the cash basis plan declare it is a success.

Other firms are adopting the idea from time to time. One of the latest is the Bernhardt Hardware Company of Preston, Ont. They made the following announcement to their customers last week in an advertisement on the front page of the local paper.

ANNOUNCEMENT

As the wholesale and manufacturing concerns have shortened their terms on goods to the retailer, we find it necessary to adopt strictly cash business, except factory, building and Government accounts.

This will enable us to give you lower prices on the goods you require, as we will save considerable on bookkeeping expense, postage, stationery, time and poor pay accounts, and we will give you the benefit of this saving.

We appreciate very much your past patronage, and hope for a continuance of same, and will do our utmost to merit your confidence by giving you good merchandise at reasonable prices.

BERNHARDT HARDWARE

Will Cooperate

Up at Elmwood, Ont., an agreement has been made by eight merchants and blacksmiths to sell for cash only. They made the following announcement:

SELL FOR CASH AT ELMWOOD

We, the undersigned merchants and blacksmiths in the village of Elmwood mutually agree to conduct a strictly cash business on and after the 15th day of January, 1919.

John Thaler, general store; A. P. Reuber, hardware; Earnest Pries, boots and shoes; Noah Wildfang, general store; Thos. Henderson, general store; John Kurtz, blacksmith; Charles Schaab, blacksmith; Wm. Russwurm, blacksmith.

A Different Plan

Here is a little different plan that is being tried out by a hardware firm at Nokomis, Saskatchewan. In their regular advertising space they announced the following:

CASH DISCOUNT

We wish to announce that after January 1st, 1919, we will allow a Cash discount of 10 p. c. on all goods except barb wire, nails, paint and paint oil, on purchases over 50c. Will allow a Cash discount of 5 p. c. on paints and paint oil. CASH must be paid at time of purchase to get this discount. Positively no discount on charge accounts.

MASON & DURGAN

Hardware Merchants, Nokomis

Hardware For Cash

Another Western Canada firm, the Northern Hardware Co., Limited, with branches at Vermilion, Edmonton, Vegreville and Lloydminster, leads off its advertisement in large type as follows:

1919

The world is changing, business methods are changing and WE are changing with them. We are going to change a good, up-to-date stock of

HARDWARE FOR CASH

Discounts will be given from 5 to 50 p.c.

Then follows a list of goods and the announcement concludes with

"Buy your Hardware where you get the Best Service, Best Goods and the MOST for your CASH."

An Oil Agent Too

J. D. Turner of Central Butte, Sask., agent for the Imperial Oil Company advertises as follows:

NOTICE TO OIL USERS

After January 1st we will have to insist on cash at the time of delivery of all oils and greases. If you are sending the boy or hired man for a barrel of oil, make sure that he has the cash or a check to pay for same as we will have to refuse all credit business in oils, not being able to grant even short date credits in this line.

J. D. Turner, Agent,
Imperial Oil Ltd.

Predicts Big Sales of Electric Washers

Will be in Every Home in Few Years, Declares Manufacturer—Sales Can be Boosted by Aggressive Methods Similar to Those Used by Sewing Machine Men and Gramophone Dealers

"THE possibilities for the hardware merchant in the electric washer line are very great. Although there is a hand washer of some kind in most homes, there are comparatively few electric washers in use. The field is just opening up now. In fifteen years there will be an electric washer in every home, just as there is a sewing machine in every home now. Hardware dealers, by going after business aggressively, can work up as big a trade in electric washers as music dealers have in gramaphones."

This is the view of a representative of one of the largest firms of its kind in Ontario. He declares that hardware dealers can sell electric washers just as easily as they can sell any other staple article. It is simply a question of going out after the business.

Greater Profits

"The profits on electric washers," he said, "are much greater than on the hand machines. This is one reason why it is better for dealers to push electric machines. Aside from this, there is a steadily growing popularity for everything electric. This is based on the fact that all kinds of electric devices and appliances have proven by actual tests, very often in the hardest kind of service, that they are not only dependable at all times, but do the work thoroughly, do it economically and take the drudgery out of a lot of tasks. There is no question about a washing machine being a real labor saver. The hand variety is a vast improvement over scrub board and tub methods and no one has realized this quicker than the women, especially the farmers' wives, who put in years of drudgery. The electric washer is just as great an advance over the hand washer and women are beginning to realize it and demand them. Ask any woman who has ever used an electric iron to go back to the old plan of heating on a stove and see what happens. The same thing is applicable to electric washers. The woman who has used an electric washer knows how much better it is than a hand washer and she knows and appreciates just how much labor her hand washer saved."

EDITORIAL COMMENT

LOOSE credits and poor buying are to blame for a whole lot of business failures.

* * * *

PEOPLE respond readily to the advertising of firms they know and respect, but are slow to act on the occasional small advertisement of a little-known concern.

KEEP THINGS MOVING

THE success of business depends much on the "drive and push" you put into it. Continual efforts count. Spasmodic flurries soon expire, and he who relinquishes his grasp a particle will lose more in a month than three months booming will make up. Keep things moving.

This is a good business policy at all times, but just now it is especially applicable. Only a short time ago a merchant had more trouble to get the goods very often than to sell them. Many firms broke all sales records. Now when things are getting back to a normal basis again, the only way to maintain these sales records is to increase your turnover. You can do it, but it will take effort and the effort is certainly worth while.

TRY CANADIAN GOODS

AS was expected, inquiries from all parts of the world have been pouring into Canadian firms since hostilities ceased and commercial activities are being resumed on a normal basis. Canadian manufacturers are prepared to look after the needs of all and the Dominion's rich resources will never stand her to better advantage than in the coming periods. Supplies of raw materials are scarce almost everywhere now and Canada has these in abundance. During the past four years Canadian producers found themselves and made a showing that astonished the world. The facilities that made Canada's immense war output possible are now available for supplying the needs of a world whose stocks of many badly needed commodities are the lowest on record. By getting in touch with Canadian firms dealers in all parts of the globe can secure quickly any quantity of goods they require. In this issue of HARDWARE & METAL will be found the names of a great number of firms who are prepared to take care of a large export business. There is no better way of forming valuable business connections that will result profitably all round than to write to these reliable houses and state your needs. Give them a chance to figure on your requirements. Their goods will speak for themselves and the foundation will be laid for a business that will steadily increase. Dealers in any part of the world will find that Canadian firms make high quality goods that will sell on their merits in competition with the best. They will find also that Canadian firms will give them prompt and efficient service and stand ready at all times to back their products.

ATTEND THE CONVENTION

AT no time in five years have there been so many matters of importance for the hardware men of Ontario to talk over as at present. All these questions will be gone into at the big convention to be held in Hamilton on February 18, 19 and 20. They will be gone into thoroughly and in that friendly and practical manner that is only possible when business men with kindred interests meet to discuss matters that are of interest to them all. Hardware men have had a pretty steady grind for some time past between difficulties in getting orders filled, shortage of sales help, and other troubles. The gathering at Hamilton will give them a chance to have a splendid outing, meet their fellow hardware men and discuss with them ways and means of combating various trade problems. More than this it will give him an insight into market, manufacturing, and business conditions that he could not obtain in any other way and which may well prove invaluable in the coming months. Aside from these considerations there is the duty that every hardware man owes to his own trade organization. The officers of the Ontario Retail Hardware and Stove Dealers' Association have spared no effort this year to provide a programme that will surpass anything that has taken place in the past. They have aimed to provide features that will be interesting and of real value, that will help hardware men to sell more goods, sell them in the best way and make then better merchants. The stronger the association is the more of this good work it can do and one way to help it obtain its maximum strength is to attend the conventions. Last year's convention was a record breaker. You can help make this year's even better. It is up to you. Come.

SHORT-SIGHTED POLICY

IT would cost less to only keep your store open three days a week but there is no question whatever that it would not pay so well.

A merchant who thinks only of "the cost" of advertising often persuades himself that by advertising only half as much as usual he is saving one-half of the expense of advertising.

The same logic would lead him to keep his store open but half the time—thus cutting running expenses in half and "saving" all of the money!

The plan of adequate advertising service (for your ads do render a most valuable service to your patrons) is as essential to store success as the plan of keeping the store open every shopping day!

EXPECT BIG DEMAND FOR PAINT

THERE is every indication that this spring will see the greatest sales of paints and varnishes that have been made in years. The demand promises to be Dominion-wide because for the past five years work has been held up in every city and hamlet. This work includes not only buildings, interiors and implements that needed painting badly, but hundreds of thousands of dollars' worth of construction that was not proceeded with because all available materials were required for war purposes. All these restrictions have been removed and the outlook now is for a flood of steady business. That is one of the most satisfying things in connection with the present outlook, that it promises to be steady and not merely a spurt. Many retailers are already busy with plans to capture their share of the trade that is coming and are aiming at new objectives in paint sales. One of the ways they are doing this is by attractive window displays and seasonable advertising.

A REAL HOUSING PROBLEM

WHILE the housing problem in many parts of Canada is acute it is nothing like as serious as in England. It is estimated officially that right now in old London alone 100,000 houses are needed. More than 1,500 houses which have been condemned as insanitary have been allowed to remain because of the serious shortage of residences. The London *Evening News* recently declared that there are "a million persons too many in London" and that they are living under conditions that do not make for the best, owing to scarcity of dwellings. The same state of affairs, to a lesser degree, obtains in other parts of England and it is estimated that 500,000 new dwellings will be erected in the next ten years. Plans are under consideration to provide these and it is likely that there will be a big opening for Canadian products in their construction.

WHAT OTHER EDITORS SAY

TEN years ago there were but 2,500 automobiles in all Canada; to-day there are over 250,000. A decade hence, there will likely be similarly startling figures in regard to the use of aeroplanes.—Hamilton *Spectator.*

CHEAP! What is cheapness? When is a thing cheap? "Cheap" has been considered by many as synonymous with "low-priced." Sometimes it is—and sometimes it is not. Is an article cheap that you buy just because the price is small, whether you want it or not? How often we hear that "I didn't really need it, but it was cheap!" Nothing is cheap, no matter how low the cost, unless it is worth much more to the buyer than the sum paid for it. Conversely, nothing is dear, no matter how much it costs, if it is worth what is paid for it. It is value that counts, not price.—Owen Sound *Advertiser.*

THE "loafing" order-in-council has been suspended. But that is not adequate reason for Canada's War Trade Board to hang on to its comfortable billet long after the American Government has disbanded a similar organization and removed trade restrictions as far as possible. The Canada War Trade Board was one of the numerous commissions appointed during the war to do the work that should have been handled by the cabinet ministers. But the cabinet ministers were so busy with elections and "feeling the pulse" of the patients that they had to delegate all serious labor to "experts." The War Trade Board placed many restrictions on the various exports and imports. It arranged embargoes and many of these embargoes still exist. Manufacturers say that the reason or excuse for many of the regulations has long since passed. But the War Trade Board hangs on, despite an announcement some weeks ago that it would be disbanded in a fortnight. Demobilization of such a bureau no doubt involves a tremendous amount of unwinding red tape. It is high time to get the scissors and do some heroic cutting.—London *Advertiser.*

IT is the duty of the home merchant to advertise and boost his business and everything that is of interest to the community in order to hold the interest and the business at home. Any merchant failing to do this shirks the responsibility he owes to the home community, and places the load of holding business in the home community more heavily upon the shoulders of others. In short he is shirking his responsibility to the community and his fellow merchants.

On the other hand, the people of the community owe it to themselves and the home merchant to patronize the local stores that advertise and boost the town and its interests. This part of the unwritten law of community building is invariably carried out. We have yet to see the merchant who did not get the business of the people of his community who was wide awake enough to get after it. The merchant who does not reach out after business will soon have nothing left to reach out after. In effect, he indicates that he does not want business, and business will not go where it is not invited.—Okanagan *Commoner.*

WITHIN a few weeks the best brains of the American copper industry will be on European soil to study the probabilities of American copper requirements there. The possibilities of European consumption of the red metal produced by us have been threshed out again and again by the press, but what the copper men are after is not so much the possibilities as the probabilities. In fact, the possibilities are largely yellow press moonshine.—*Daily Metal Reporter.*

EVENTS IN THE TRADE

Business Changes

Toronto—Cawker, Guest Hardware Co. dissolution registered.

Stayner, Ont. — Partnership between McCague & Watson, hardware merchants, has been dissolved and A. Watson will continue the business.

London, Ont.—A. J. Smith, of Toronto, has purchased the business of the London Hardware Co. from A. H. Nelley.

Chatsworth, Ont.—L. D. Merriam Co. have purchased the hardware business of John McKay.

Obituary

Alex. Beaudreau, of Caron, Sask., father of H. H. Beaudreau, hardware, Lawson, Sask., died suddenly while on his way to Rochester, Minn., to undergo an operation. He was a former member of the Saskatchewan legislature.

John H. Savage, Jr., vice-president and treasurer of the Cleveland Electro-Metals Company, secondary aluminum smelters, of Cleveland, O., died after a few days' illness with influenza.

Personal

A. B. Langenfeld, of Lena, Man., was in Winnipeg over the week-end.

Wm. Ackert has joined the sales staff of F. E. Elson, hardware, Florence, Ont.

W. Kresesy, of Kresesy Bros., Kipling, Sask., spent the early part of the week in Winnipeg on business.

A. L. Winston of the Victoria Electric Supply Co., Toronto, is away on a business trip to American cities.

Herbert Clare, manager of Clare Bros. & Co.'s branch at Winnipeg, is spending a few days at the head office at Preston, Ont.

Col. W. M. Gartshore, of the McClary Mfg. Co., London, Ont., has been re-elected as chairman of the Board of Trustees of Victoria Hospital.

Mrs. Franklin, who formerly kept a hardware store at Shallow Lake, Ont., is visiting friends in Chesley, prior to leaving for her home at Glensides, Manitoba.

F. C. Carman, of Canada Dry Cells Ltd., Winnipeg, left on a business trip last week and will call at all important points between Winnipeg and the Coast.

E. M. Russell, travelling salesman in the Niagara district for the D. H. Howden & Co., Ltd., London, Ont., is seriously ill in St. Joseph's Hospital at London, from complications which followed an attack of appendicitis.

President B. W. Vallat, of the Dominion Forge and Stamping Company, Walkerville, who has been overseas as a major with the 107th Engineers, 32nd Division, American forces, has returned to the Border Cities to resume his duties as head of the corporation. He participated in the drive on Chateau Thierry, and has been invalided home.

Trade Notes

J. G. Godfrey, hardware, Loverna, Sask., is remodelling the interior of his store.

Vinet & Dufresne have been appointed liquidators of the Foundry and Machine Co., Ltd., Montreal.

Meeking Bros., of Morse, Sask., are adding garage and implements to their auto and harness business.

George E. Bell, formerly with the Detroit Graphite Co., is now with the Wright Varnish Co. of Cleveland.

The National Lead Company has purchased the plant of the Hirst and Begley Linseed Company, of Chicago.

The Union Iron & Metal Company, Ltd., 1951 Dundas St. W., Toronto, is now manufacturing a full range of plain galvanized wrought washers and annealed rivet burrs.

Word has just been received of the death in France from meningitis of Lieutenant Llewellyn R. Davies, only son of William L. Davies, president of the Acme White Lead & Color Works, Detroit, Mich.

A successful annual convention of the salesmen of the Imperial Oil Company, Regina district, held in the Regina offices, was followed by a dinner at the Assiniboia Club and a theatre party.

Walter B. Clouston will carry on the hardware and tinsmithing business at St. John's, Newfoundland, established by his father, the late W. J. Clouston.

The W. C. Shinn Mfg. Co., of Chicago, is establishing a Canadian branch at Guelph, Ont. Professor W. H. Day, formerly of the staff of the Ontario Agricultural College, will be manager.

According to newspaper reports, a deal is pending by which the Ames, Holden, McCready Company of Montreal may be taken over by the Canadian Consolidated Rubber Company.

The Victoria Electric Supply Co., Toronto, is opening a branch warehouse and office in Montreal in charge of J. C. Armour. The firm plans also to open a branch in Winnipeg about March 1.

Montreal News

L. Hahn, of New Hamburg, was in Montreal this week.

I. Cohen, representing Isaacs and Co., New York City, was in Montreal this week.

V. Ganey, of the sales department of Lewis Bros., Ltd., has been ill for several days.

Harry Shott, of the Canadian Eveready Co., was in Montreal during the week.

Mr. Wilkinson, of the Lunkenheimer Co., Cleveland, was in Montreal this week.

H. W. Marshall, with the Walworth Mfg. Co., Boston, was in Montreal this week.

The Firestone Tire and Rubber Co., Ltd., of Akron, O., were represented in Montreal this week by Mr. Venard.

W. W. Dowdell, sales manager of the Canadian National Carbon Co., Toronto, was in Montreal this week.

The Springer Lock Co., of Belleville, was represented in Montreal this week by W. C. Springer.

John Richardson, of Richardson and Bureau, Montreal, manufacturers' representatives, is in Quebec this week.

The Canada Metal Co., Ltd., have moved into their new warehouse in Outremont. The new manager is Mr. D. L. Scott.

S. A. Grondin, with the Thos. Laughlin Co., marine hardware manufacturers, Portland, Me., was in Montreal during the week.

H. B. Bender, manager of the Auto Accessory Dept. of Lewis Bros., Ltd., expects to visit Ontario points early next week.

Edward Goodwill, manager of the Thos. Davidson Mfg. Co., Ltd., who has been ill for several days, is improving rapidly.

R. W. Robinson, Winnipeg manager for the Thos. Davidson Mfg. Co., Ltd., Montreal, spent part of this week at the head office and factory in Montreal.

John R. Anderson, manufacturers' representative, was in Allentown, Pa., recently. While there he secured the agency for the Bonney Vise and Tool Works, Incorporated, and will represent them from London East to and including Halifax.

O. A. Lacroix, retail hardware merchant of St. Denis street, had his premises partly destroyed by fire this week. Most of the damage done is said to be on the stock, water and smoke being responsible for the bulk of this.

UNITED STATES STEEL AND IRON MARKET CONTINUES TO DRIFT

Cleveland, Ohio, January 30.—"The Iron Trade Review" to-day says: "Liberal buying of iron and steel has yet to make its reappearance and the market continues to drift. Peace readjustments manifestly have not gone forward as fast as hoped and the delay in winding up the Government's war settlements also is a factor tending to promote conservative and cautious policies in general industry. Iron and steel manufacturers evidently are reconciled to a period of waiting and are earnestly seeking to avoid any extensive dislocation of employment or wages. Some headway being made by labor agitators in the Middle West in their efforts to organize all mill employees, is not calculated to help the situation at this stage.

"The industry is being obliged to make further curtailment of operations to square itself with the light volume of buying. A canvass of the pig iron situation shows that at the present time 39 stacks with an estimated daily capacity of 15,000 to 20,000 tons have been blown out or banked, most of these since January 1. Mill activities are not far from 60 per cent. on the average. The best showing appears to be in plates, sheets, and merchant mill products. Finished and semi-finished steel prices are steady and scattered reports of concessions usually prove incorrect.

"Export demands overhang the market in large amount but their conversion into sales still is being held off by the present levels of shipping rates and mill prices combined. Reduction of ocean freights and releases of further vessel tonnage for commercial use by the Shipping Board form a favorable development but producers have not yet been able to satisfy foreign buyers on prices. Welsh tin-plate makers have been quoting below the American price and also have a favorable position on freights, but these advantages, it is believed, largely are neutralized by the fact that these plants now are able to operate on only about 30 per cent. basis. With many furnaces banked or going out of blast, the lifting of federal control Feb. 1 has been signified by a softer market in coke. Coke operators contemplate a corresponding reduction of output in the event of further weakening of the market. This probably will be done by a reduction of the working days per week. Some companies already have taken action along this line."

Incorporations

The Victoria Electric Supply Co., Limited, head office, Toronto, capital $250,000, plans to manufacture electrical appliance.

The Cleveland Tractor Company of Canada, Limited, capital $200,000, head office, Windsor, Ont., plans to manufacture and deal in tractors and farm implements.

The Premier Rubber Company, Limited, head office, Guelph, Ont., capital $500,000, plans to manufacture and deal in rubber goods of all kinds and also steel and iron goods.

Golden Glow Chemical Products Limited, head office, Montreal, capital $5,000, plans to manufacture soaps, oils and polishes.

Canadian Simplex Auto Wheel Company, Limited, head office, Vancouver, capital $325,000, plans to manufacture and deal in automobiles and auto accessories.

W. J. CHAMBERS OPENS AGENCY

Mr. W. J. Chambers, formerly of Brandram-Henderson Limited sales staff has opened a manufacturer's agency business at 43 Scott Street ,Toronto, and will represent the American Steel Wool Mfg. Company, New York, and the Bronze Powder Works of Elizabeth, N.J.

MAY MANUFACTURE AUTOS

The Canadian Cartridge Company, of Hamilton, Ont., is considering the manufacture of automobiles. The management stated to HARDWARE AND METAL that nothing definite in the matter has yet been decided. The firm plans to branch out into new lines, and one of these will be the manufacture of steel barrels.

OPENING WAREHOUSES

Western Aluminum House Will Carry Stocks in British Columbia and Ontario as Well as Winnipeg.

On and after Feb. 15 the Louis McLain Co. announce that they will carry stocks of aluminum at their warehouses at Kitchener and Vancouver.

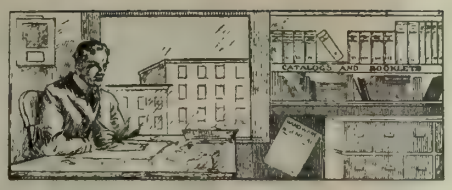
The head office will remain at Winnipeg. It will be remembered that a fire destroyed the head office on December 16. The stock is being replaced with new goods from the factory.

J. S. K. Weber will have charge of sales in British Columbia, and Chas. A. Kern in Ontario.

Government May Sell Binder Twine Plant

Although no official information has been given out by the Government, it is understood that negotiations are under way for the sale of the binder twine plant and rope machinery at the Portsmouth Penitentiary, Kingston, Ont. The officials at the "pen" refuse to give out any information.

The binder twine plant was purchased from Connor Bros., of St. John, N.B., in 1894, and for a number of years was conducted by the Government with a view to keeping down the price of twine to farmers. On account of it being operated with a loss the industry was closed down in 1911, and Inspector W. S. Hughes, who made an investigation was credited with the statement that the loss on the industry reached $50,000.



Electric Motors

Hamilton Sales Co., Hamilton.—Can you give us names of firms who can supply very small electric motors?

Manufacturers of very small electric motors who could probably supply what you want are: Northern Electric & Mfg. Co., Toronto; Canadian General Electric Co., Toronto; Canadian Westinghouse Co., Ltd., Toronto; Lancashire Dynamo & Motor Co., of Canada, Ltd., Toronto; Wagner Electric Mfg. Co., of Canada, Ltd., Toronto.—Ed.

Stove Repairs

Scott Bros., Forest, Ont.—Can you advise us where we can secure repairs for the Art Garland stove?

The Art Garland was formerly made by the Bowes Jamieson Co., of Hamilton, who have been succeeded by the Garland Stove & Foundry Co., Hamilton, and from whom you should be able to secure repairs.—Ed.

Show Cards, Etc.

Cochrane Hardware Co., Ltd., Sault Ste. Marie, Ont.—Where can we secure promptly show cards, banners and streamers?

The following firms can take care of your requirements: F. Williams 34 Richmond St. E.; G. H. Charles, 31 Richmond St. E.; Wm. L. Lamb, 7 Gerrard St. E.; Mills-Brumby-Collins, 151 King St. W.—Ed.

CRANE COMPANY PLANS EXTENSION

The Crane Company, of Montreal, is looking toward expansion in Ontario and will very probably establish a large plant at Toronto some time in the future — possibly within the present year.

H. F. Potter, the Montreal acting manager, stated to HARDWARE AND METAL that the company had been looking after Toronto business from its office there, which was established last July under the management of G. A. Vowell, but contemplated expansion. Mr. Potter stated that they had considered some propositions already, but that values seemed to be inflated and for the present definite plans were deferred. They still were looking over the Toronto field.

EXPECT DEVELOPMENTS AT OJIBWAY

Developments at the Canadian Steel Corporation, Ojibway, are expected in the near future. W. B. Perley, general manager, and O. E. Fleming, legal adviser, have secured a charter to operate the Canadian Steel Lands Company, capitalized at $1,000,000, and contracts for workingmen's homes will be let, it is stated, in a few months at the lastest.



Mark X before commodity in which you are interested and mail this coupon to McArthur, Irwin, Ltd., Montreal

Heavy Chemicals
Tanners' Supplies
Aniline Dyes
Peroxide of Hydrogen
Blanc Fixe
Insecticides
Dry Colors (Lucas)
Laundry Supplies
Crown Diamond Paint
Crown Diamond Varnish
Factory and Mill White
Crown Diamond White Lead
Quality White Kalsomine

Name .....
Address .....
City .....
Business .....

STABILITY

That manufacturing business endures whose products are of unquestioned quality.

In 1842—seventy-seven years ago—the foundations of McArthur, Irwin, Limited, were llaid. Just a small business it was, but honest and ambitious, with an all-enveloping desire to put such quality into its products as would guarantee them eager reception everywhere.

Through three generations there has been no swerving from the standard set in the old days. To-day, because of that same uniformly high quality which first gave them fame, McArthur, Irwin, Limited, products are accepted without question by all who know them.

We will be pleased to give you full information on any product listed in the accompanying coupon. Such information will help you to understand why McArthur, Irwin, Limited, products stand so high with those who use them. Send in the coupon to-day.

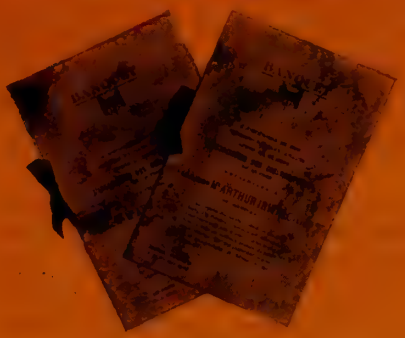
McARTHUR, IRWIN, LIMITED

MONTREAL

ESTABLISHED 1842

Stewart & Wood, Limited, Toronto
W. B. Dalton & Son, Limited, Kingston, Ont.
Robertson, Foster & Smith, Limited, St. John, N.B.
Crowell Brothers, Limited, Halifax, N.S.

Destributors of Crown Diamond Paints





Obverse

Gold Medal

awarded

McARTHUR, IRWIN, LTD.

by

The Builders and Contractors Exchange of Quebec City



Reverse

MORE HONORS FOR "CROWN DIAMOND" PAINTS

At the Annual Banquet of the Builders' and Contractors' Exchange of Quebec, held January 9th, 1919, tendered in our honor, in Quebec city, Mr. John Irwin, our Vice-President and Managing Director, had the great pleasure of receiving from the hands of his Worship Mayor Lavigueur, the gold medal awarded to this company at the 1918 Quebec Provincial Exposition for Crown Diamond Paint Products of our manufacture, and Glidden's Green Label Varnishes, which we distribute in the Province of Quebec.

We consider this a most worthy achievement for "Crown Diamond Paint Products," and trust our dealers and agents throughout the Dominion will have the same feeling of pride which we have, in the satisfaction of knowing that our products are thus able to win out against all competitors.

Many fine compliments were paid us at this banquet, and it is our sincere desire that we may prove worthy of them in the days to come —both through the excellence of our products and the service we render the trade.

McARTHUR, IRWIN, LIMITED

MONTREAL

ESTABLISHED 1842

Stewart & Wood, Limited, Toronto
W. B. Dalton & Son, Limited, Kingston, Ont.
Robertson, Foster & Smith, Limited, St. John, N.B.
Crowell Brothers, Limited, Halifax, N.S.

Distributors of Crown Diamond Paints

Among those Present:—

His Worship Mayor Lavigueur of Quebec city.
Arthur Marier, president of the Builders' Exchange.
L. H. Peters, vice-president of the Builders' Exchange.
V. A. Cannon, president Quebec Exposition Commission.
George Morriset, secretary Quebec Exposition Commission.
John Leonard
P. A. Galarneau
Gaud. Lajeunesse
Charles Simard
Messrs. Ginchereau & Lemonde
Joseph Samson
Edgar Clement
Joseph Gauthier
Joseph Picard
Romeo Giguere
Willie Brunet
Edgar Derome
Omer Martineau
Fred Morois
Arthur Richard
Emade Laliberte
Joseph Bastien
David Samson

Predicts Increased Business in Trap and Target Shooting

Nothing to Indicate Early Decline in Prices of Ammunition, Says Vice-President of Union Metallic Cartridge Co.— Says His Firm Plans to Adopt Policy of Standardization

GREATLY increased business in arms and ammunition for the retail trade was predicted by C. L. Rierson, vice-president of the Remington Arms Union Metallic Cartridge Co., Inc., in an address before the members of the National Hardware Association.

"Repeating shotguns have been purchased in large numbers by the Government," he said, "many of these having been used to train aviators to shoot at moving objects, millions of trap loads and clay pigeons having been used in this way. Unless my guess is wrong, this is one of the contributing factors which will give trap and target shooting a great boost after our soldier boys return to their homes. You gentlemen and your retail customers will doubtless be alive to this situation and will profit by it in an increased volume of business in arms and ammunition.

No Early Decline

"So far as can be seen at this time there is nothing to indicate an early decline in prices. Prices of copper are fixed for some time to come, and it is generally believed that if prices were not so fixed, copper would go higher rather than lower in price. Zinc is as low as those in a position to know believe present cost of production will permit. Lead is the only essential raw material which seems unduly high and sooner or later there will probably be a lowering of present prices, but it should be borne in mind that for many months the production of lead has been curtailed to the extent that there was not enough to go around, many lines of business using lead in large quantities being unable to secure sufficient supplies. It therefore seems logical to believe that there will be no great reduction in lead prices until all demands have been taken care of and the beginning of a surplus is in sight, which now seems improbable in the near future.

"There has been no decline in the cost of labor nor is there any likelihood that there will be such decline in the near future.

Time for Clean-Up

"Due to scarcity of loaded shells, the present seems an ideal time for a grand cleaning up of stocks. Fortunately in our product there are no remnants, nothing to go out of style or to be eaten by mice or moth, or to deteriorate with age, or to be placed on the bargain counter. Loaded shells and ammunition, if stored in a dry place and not subjected to artificial heat such as radiators, steam pipes or boilers, will be just as good in five years as when they left our works.

"There is a tendency to sell goods in original packages. Even chewing-gum manufacturers spend a lot of money advertising to the public urging that gum be bought by the box. The advantage is obvious. You pay us a differential if you buy loaded shells in less than full-case lots of one-half thousand of each particular load. I am wondering if there is a jobber in this room who charges the retailer a higher rate for single boxes of 25 shells than for full cases of 500. How strongly do you urge your salesmen to sell shells and even the staple sizes of cartridges, particularly .22's, in full-case lots? Isn't it worth while to try the power of suggestion by quoting .22's at so much per case instead of per thousand? Sales of case lots mean an increased volume of business and a decreased cost of handling as the labor in repacking is thereby eliminated.

Reduction of Assortments

We contemplate making an effort, with the co-operation of our competitors, to reduce present assortment of loads now listed by us. This large assortment works an even greater hardship upon us than upon you, as it forces us to carry in stock during certain seasons from fifty to ninety million loaded shells in order to enable us to ship promptly carloads calling for varied assortments.

"You gentlemen could assist in this matter if you would carefully compile a list of loads suited to the requirements of your various territories, catalogue these loads and take orders for no others except for direct shipment. This plan is followed by a few of the very large jobbers and is known to have worked out very well, indeed, even though some of them cover exceptionally large territories and consequently encounter a demand for a much greater variety of loads than would be the case with eight out of ten jobbers.

Keep Sales Records

"The large jobbers referred to keep records of their sales of each load from year to year and consequently are able to place with us as early as February of each year orders for 75 per cent. of their entire year's requirements, such order specifying nothing but their regular catalogued loads, the quantity of each load being based upon averages of sales during years past. The jobber who has no such standardized stock, though his volume of business may be smaller, orders a greater variety of loads than his larger competitor who uses the above system. Apparently many jobbers use manufacturers' catalogues in soliciting loaded shell business, the result being that such jobbers cannot place orders with the manufacturers until their salesmen have gone over their territories, taken orders and these orders have been tabulated.

"A standardization of your stocks of loaded shells along the line above suggested would enable you to determine your approximate needs far in advance of the actual time of taking and later of tabulating your orders and would place you in a position to buy early in the year upon the most favorable terms submitted by the manufacturers. Moreover, it would enable us to know early in the year more nearly what our manufacturing programme should provide for and would enable us to take care of your wants more nearly at the time you desire shipments made.

"We anticipate the co-operation of all other manufacturers in this direction."

Tax Mail Order Firms Says Galt Hardware Man

While probably there is no city in Ontario where the big mail-order houses have made greater inroads than Galt, hardware merchants when asked regarding the legislation to come before the Provincial Government shortly, to assess these mail-order houses on the business they do in each municipality, said that of all the retailers, the hardware men were the least affected. Admitting that the mail-order houses probably obtained a certain amount of hardware business they declared it was small, since hardware prices in Galt are far better than those in the catalogues on the majority of articles.

J. A. Fraser was the only hardware merchant who was prepared to discuss the question at length, others remarking that they had not studied the question thoroughly and were not prepared to be quoted.

Mr. Fraser stated that there was no doubt every merchant suffered, although the hardware men much less than others. He attributed the success of the mail-order houses to their system of educating the people by advertising and in specializing in paying freight up to certain amounts, which made people salesmen for the firms, women especially combining in sending orders so that they could secure purchases delivered free.

"It is only fair," said Mr. Fraser, "that the mail-order houses should pay a tax on their out of town business because we have to pay a business tax and these mail-order houses come in and take business and go scott-free."

Wm. T. Boyington has purchased the auto and implement business of T. E. Poland at Brigden, Ont.

Wave of Optimism For Canada's Future

Canada Metal Company's Seventh Annual Sales Convention—President Looks For Big Development in Canada

ON Monday, January 20th, the seventh annual convention of the Canada Metal Co., Ltd., was opened and a sale-staff of thirty were congregated round the board when Mr. Harris, Sr., president of the company, welcomed the staff to the convention.

Referring to business of the past year, Mr. Harris stated that it was remarkable, and yet there is no reason why 1919 should not be greater in its trade expansion, not only for our own firm, but for every Canadian manufacturer who will determine to go after the business and take advantage of opportunities presented.

Sees Bright Future

Continuing, Mr. Harris stated, "one of our leading financial houses recently sent out a circular broadcast, which expresses my sentiments exactly, for I am a firm believer in Canada and its future. The reasons given for expecting a period of exceptional prosperity in the Dominion were as follows:

"The stage is set in Canada for a period of development, the like of which has never been known in the history of the Dominion. The nation is building ships that will carry Canadian products to every country in the world. The steel industries are being equipped on a scale that should, before long, make Canada independent of imported supplies. The big consuming markets are becoming more dependent each year on Canada for pulp and paper supplies, and this country is, physically, in a position to provide for the world's requirements indefinitely."

Mr. Harris, Jr., vice-president, presided, and in going over the annual report of sales of each salesman, said that it was most gratifying to see the progress made in 1918.

In 1917 the company's sales established a record, but 1918 was far ahead. Not only had the branches made considerable progress, but large business had been done with Australia, New Zealand, South Africa, and other distant parts of the British Colonies.

Our convention, Mr. Harris, Jr., continued, will be devoted to going thoroughly into our various lines, so that salesmen can gain a greater knowledge of the goods they are selling.

Prizes Presented

The presentation of the prizes was very interesting, and Mr. Martin, in Toronto, when he received his cheque for the first prize in general sales, was like Niobe—all smiles. Mr. White, of Winnipeg, made a good second. Mr. Parkin was the one to put the Ham in Hamilton and received a beautiful diamond ring for the first prize in the Harris heavy pressure babbitt metal competition.

In this competition, Mr. Hughes, Toronto, was second.

Salesmen had been encouraged to send in questions to be answered in reference to all metals, or anything associated with the metal industry, and one morning was devoted to taking up such questions.

At noon each day, lunch was served at the Humber Bay Inn, and the trip along the lake shore made a most enjoyable break in the proceedings. Monday evening there was a smoking concert in the convention hall.

At the conclusion of the convention, a hearty vote of thanks was accorded to Mr. Harris, Sr., Mr. Harris, Jr., and Mr. H. C. Crow, for the excellent way in which everything had been prepared and carried out, and in reply Mr. Crow stated that he hoped that each salesman had gained a little more knowledge of the goods manufactured by the company and that they would be able to assist everyone interested in the metal business with any difficulty which might arise, and that the motto for each one be: "We will be satisfied with nothing short of perfection."

Expects Greatest Demand For Glass During the Summer and Fall Months

THE Johnston Brokerage Company, of Pittsburgh, Pa., has sent out the following:

To Factories:—

Since the wage scale has been concluded and wages and working periods fixed, a very large number of factories seem to prefer the first period. It is not our purpose to influence any factory as to operating period, but under this plan every factory is assured of its full quota, whether they work in the first or the second period. It is also the opinion of most business men that there will be an increased demand for our goods as the year advances. We will have some business right along, but doubtless the early part of the year will show a lighter demand than the summer and fall, which should be borne in mind. Those who operate should be reconciled to the fact that they must carry some glass.

We think the present prices will be maintained; the only penalty will be the burden of financing operations. New building is starting slowly and it will be well along in the summer before glass is required, as it is the last thing that goes into new construction. Therefore, those who operate in the second period will make no sacrifice. If predictions are correct the demand will be greater and they will escape the necessity of carrying considerable stock for several months. It would be more satisfactory to manufacturers, workers and jobbers if about 50% of the hand plants operated in each period. If there is some uncertainty on your part as to fuel supply or ability to finance, give some thought to the question of operating later on. It would be ruinous for anybody to accumulate stock and then try to secretly dispose of it at cut prices, as we must be absolutely firm in price maintenance.

The jobbing trade is now in the humor to go along with the present program and the manufacturers must not disturb them. You know your conditions better than anyone else, so that it is a problem that only your own company can dispose of. The machine production is going to be well divided.

Also give some thought to the handling of export business, as inquiries are now quite numerous and we will be glad to have any information that you see fit to give us on the subject.

R. Ellis has joined the sales staff at McNeill's Hardware, Provost, Alberta.

F. W. Evans, of Toronto, general manager of the Fairbanks-Morse Co., who has been seriously ill with pneumonia, is greatly improved.

W. G. DeWolfe, of the DeWolfe Hardware Company, Limited, St. Stephen, N.B., was re-elected as president at the annual meeting of the St. Stephen branch of the New Brunswick Retail Merchants' Association.

The National Varnish Company of Canada has been registered at Montreal by Louis A. Dubrule & Adolphe Morin.

The Canadian File and Tool Works of Montreal has been dissolved and will be continued under the same style by J. H. Bowman.

Officers elected for 1919 by Regina district Retail Merchants' Association were: J. W. Creswell, president; W. G. F. Scythes, vice-president; A. F. Little, 2nd vice-president; J. R. Young, treasurer and G. D. Raymond, secretary.

Trade Inquiries

144. **Wire rods.**—A Warrington firm using 500 tons of the above, monthly, ask to be placed in touch with exporters with a view to business as soon as conditions permit.

145. **Wire rods.**—A Warrington firm who use 5,000 of the above annually would be pleased to receive Canadian offers, with a view to business as soon as conditions permit.

147. **Wire nails, locks, hinges and general ironmongery.**—A Liverpool firm would like to be placed in touch with exporters of the above with a view to business as soon as conditions permit.

148. **Wire nails.**—A Liverpool firm would like to be placed in touch with exporters of the above with a view to business as soon as conditions permit.

150. **Three-ply wood.**—A Glasgow firm are in the market for several cartloads of beech or ash 3-ply wood, 3-, 4- and 5-inch thick, with a view to business as soon as conditions permit.

THE CLERKS DEPARTMENT

E. C. Simmons Says Promptness is Essence of Good Business

"An Ounce of Industry is Worth a Pound of Brains," Says Head of Simmons Hardware Company—Originated the House Organ and Other Business-Getting Plans

IF a writer of motion picture scenarios were to take for his subject the life story of Edward C. Simmons, president of the Simmons Hardware Company and the man who has stamped the name "Keen Kutter" upon the buying consciousness of the world, he would probably write his opening scene something about the following line:

Interior of a hardware store — St. Louis—1855. Boy of sixteen enters—asks for manager—applies for job.

Title: "What can you do, my boy?"

Boy registers eagerness to get to work—takes off his hat and coat.

Title: "As much as any other boy. Where shall I hang my hat?"

For that's the way that the head of the largest hardware manufacturing company in the world got his first job.

"I went out and hunted for it," said Mr. Simmons, not long ago, in speaking of his early experiences. "I didn't wait for my opportunity to come and knock at the door. I preferred to wake her up myself.

"I don't remember the time that I wasn't interested in knives and other kinds of hardware. So, when I had to earn my own living, it was natural that I at once thought of the largest hardware store in St. Louis—Child, Pratt & Co.—and went there in search of work. I got it.

Three Years for $650

"To be sure it wasn't much of a position. The arrangement, as I well remember, was that I should remain three years, receiving $150 the first year, $200 the second and $300 the third. My principal work was to dust off the shelves and take care of the stock, but this was just what I would have asked for because it gave me an opportunity to familiarize myself with the store organization, the lines carried and the best items to be stocked in a successful establishment. What I learned during those first three years was of tremendous value to me when I realized the ambition of having a business of my own.

"A store is one of the best places in the world to collect valuable information, not only about stock, but about human nature and the habits of customers, and the man who doesn't make a special effort to capitalize this information is overlooking a big chance to make good in later years."

A Question of Keys

At the end of his three years' apprenticeship young Simmons, he was only nineteen then, came to the conclusion that he would have more opportunity for advancement in a somewhat smaller concern, for he felt that there he could make his work and his personality more effective than in a large organization. He, therefore, secured a minor position with another hardware house, Wilson, Levering & Waters.

Yale locks were unknown in those days and store doors were opened with a huge key, nearly a foot long—keys which resembled those presented in olden days to typify the "freedom of the city." The keeper of the W. L. W. key was the porter and Mr. Levering was rather startled one evening when Simmons—his new employee—asked permission to take over the custody of this badge of office.

"What do you want the key for?" inquired Mr. Levering.

"Because I want to do more work and the porter doesn't get down early enough."

"What time does he arrive?"

"Seven-thirty."

"What time would you like to get here?"

"Six-thirty, sir."

Mr. Levering later admitted that he thought the young man merely wished to make a good impression by appearing to be anxious to come to work early and that he would soon tire of rising before dawn. Nevertheless, he permitted him to carry the key.

The Reason Why

But Simmons had a constructive thought in his mind—an idea which he believed would enable him considerably to increase business and at the same time bring him forcibly to the attention of his superiors.

He had noted that a considerable number of the farmers and other country buyers who flocked to St. Louis on the river boats rose very early in the morning—usually being on the street by 6.30. He didn't know whether it was that the unaccustomed noises of the city disturbed them or because they could not break their habit of early rising. He had seen them on the streets, and that was enough for him.

The very first morning that Simmons opened the door at 6.30 he found that his idea was a good one.

A farmer from down the river stopped to look at some grindstones and Simmons, putting into practice the principles of selling that he had picked up by observation, sold him a good-sized bill of goods. After that, it was an unusual morning when the young clerk did not have a profitable sale or two to report when the regular sales-force came on at 7.30.

Not many months later, the sign over the door was changed to "Waters, Simmons & Co."—the immediate predecessors of the Simmons Hardware Company, which to-day issues an annual catalogue containing 22,000 illustrations and listing upward of 80,000 separate items.

Incidentally, Mr. Simmons was the first hardware man to issue a complete catalogue. When his competitors learned that he had sunk $30,000 in the ven-

SOME OF SIMMONS' SAWS

"An ounce of industry is worth a pound of brains."

"If a customer gets into a hole see that you find a loophole for him."

"Promptness is the essence of all good business."

"Spend fifteen minutes every night in going over the day and planning to do better to-morrow."

"The only difference between success and failure is that between doing a thing nearly right and doing it entirely right."

"The merchant who doesn't permit himself to be imposed upon once in a while won't get far."

"Having chosen one line of business, stick to it."

"I love to work because it gives me an opportunity to teach others what it took me sixty years to learn."

ture, they threw up their hands in amazement—and when they found that he increased his sales $1,000,000 in a single year through the distribution of the catalogue, they repeated the operation.

The Two Frogs

The "house organ" is another commonplace of modern commercial life which owes its origin to the president of the Simmons Hardware Company.

In its original form this was a weekly letter to the salesmen, written by Mr. Simmons and filled to overflowing with his friendly advice and suggestions. The men were so enthusiastic over the letter and so appreciative of its worth that they petitioned Mr. Simmons to continue it. To-day the Simmons "weekly magazine" is more eagerly anticipated than any fiction periodical.

"In the panic of 1873 a lot of us fellows were feeling mighty glum," a veteran Simmons salesman said, in discussing the letter from the boss, "but Mr. Simmons brought every one of us up on our toes by writing us the story of the two bullfrogs that fell into a pail of milk. Neither of them could jump out—so one gave up the struggle and drowned. But the other kept on trying and kicking until he churned the milk into butter and jumped out without any trouble."

"That homely illustration got a laugh. It also got us on our mettle. We went out and sold the trade in spite of panic conditions and we've never stopped selling them since."

In 1870 Mr. Simmons came to the conclusion that Simmons hardware being of the highest grade, should bear a distinctive name — a guarantee of quality. So he selected the trade mark "Keen-Kutter," and to-day this name, with the slogan, "The recollection of quality remains long after the price is forgotten," is known in every part of the world where hardware is used.

MAJOR MITCHELL IS STILL "OVER THERE"

A Kingston hardwareman who dropped his business at the commencement of the war, to do his "bit" overseas, is Major William A. Mitchell, one of the best known men in the trade in Eastern Ontario. For many years Major Mitchell conducted a business on Princess Street. He went over as Captain, in command of No. 3 Canadian Army Service Corps, and is still "over there." He was promoted to the rank of Major while on the field. He went over with the first contingent and was engaged with the First Division. On signing up with the colors he left his business in the charge of a manager, but a little over a year ago disposed of the business to Messrs. Robert Stevenson and Richard H. Hunter, for many years employed as clerks with the hardware firm of McKelvey & Birch.

The official Government estimate of the 1919 Argentine linseed crop is 705,000 tons, exportable surplus 679,000 tons.

English Cutlery Still Scarce and Prices Are Likely to Remain Firm

RECENT press dispatches stated that cutlery was now on the "free" list, and that the Canadian trade would soon be able to secure its usual supplies of this much-needed commodity. HARDWARE AND METAL has made enquiries regarding this and is definitely informed that there will not be, and cannot be for some time, an improvement in the matter of delivery. In fact there is no promise, the representative of a British manufacturer stated to HARDWARE AND METAL, of the present or near future season showing much, if any improvement in the situation generally.

British cutlery manufacturers are under agreement to execute certain extensive orders for the British military authorities. Their output will be required for some time, and while they would be glad to take care of the trade more promptly, circumstances at present make this a difficult matter.

One of the biggest factors in the situation is labor. Skilled cutlers are scarce in England as they were called to enlist. They responded to such an extent that skilled cutlers are scarcer, it is stated, than at any time in the history of the trade. So great were the needs of the War Office that little could be done to cater to domestic trade. There has been, and there is to-day, plenty of fine steel. There is also a great deal of machinery. This is not the difficulty facing the manufacturer. Not only has he to face a shortage of the needed skilled workers, but he has to pay for his work an increased wage equal, in some cases, to 300 per cent. increase over pre-war rates. Therefore, cutlery production may continue to be limited for some time to come, and the prices to prevail may rule high..

BUSINESS AND INCOME TAX

(Continued from page 38)

stands for each and every accounting period by itself. The Department can only administer the Act as it exists; it cannot alter it."

No Impairment of Capital

Impairment of capital does not reduce the amount paid up in capital stock, and there is no provision in the Act for reduction of the capital stock, therefore the Department holds that it has no power to consider impairment of capital. In some cases this would have reduced the capital below the taxable amount.

No change can be made in the accounting period without the consent of the Department. Some business men had shortened the last year with the idea that their payment of taxes would be cut down in this way. All must pay for the full 48 months.

The assessment for 1917 is not made until September, 1918. In making assessments the Department is usually one year to 1½ years behind.

Dealing with the Income Tax, Mr. Breadner advised all who had received forms to fill them in, no matter whether they considered themselves liable or not. If they did not the Department would follow them up.

Losses sustained in endorsing notes will not be deducted from income for taxation purposes.

Act Produces $64,000,000

One of the surprising features of the working out of the Act was the large amount collected of business profit taxes and the small cost of collection. The estimated receipts of the Act when it was passed were about $25,000,000 or $30,000,000. The amount collected the first year was $12,508,509, and in the second year $21,271,083, making a total to date of $43,330,494, with an estimated amount still to be collected for these years of $2,500,000, and for the accounting period of 1917, $18,000,000. This would bring the total to $63,830,494. For the first year the expense of collection was only $58,174, and $80,000 for the second, making the cost for the first year 46½ cents per $100, and less than 38 cents per $100 in the second. Of the whole staff of 40, more than half were stenographers and typists.



The End of the Road

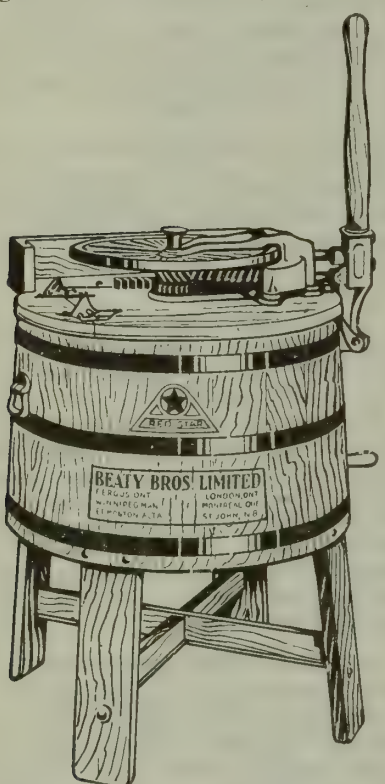
Frank Ready, of the sales staff of Mackenzie, Milne & Co., Limited, Sarnia, Ont., who has been ill at his home all week, is much improved.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

RED STAR WASHER

Beatty Bros., Limited, of Fergus, Ont., are manufacturing the B T Red Star washing machine. This machine is of the dolly type and, it is stated, it is made of cypress lumber with maple legs bolted to staves and braced with maple cross pieces and galvanized iron rods. All gears of the mechanism, it is stated,

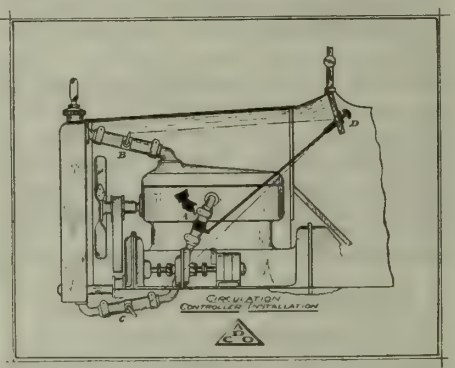


Red Star Washer

are closely guarded and the sides and bottom of the interior corrugated like a rubbing board to facilitate washing. A feature claimed for the washer is its easy working. The gentlest push, it is stated, starts the machine and slight pressure will, it is claimed, keep it going.

TEMPERATURE CONTROL

Realizing the absolute necessity of controlling the temperature of an engine to obtain proper operation and economical running of automobiles, trucks and tractors, particularly with the lower grades of fuel that have to be used, The Automotive Device Co., 98 Randolph Street, Detroit, has placed on the market a device for controlling the circulation of the water to regulate the temperature of the engine. It is stated that it permits the motor to reach 150° temperature in two minutes after starting, because only the water within the motor has to be heated, and it can be regulated, it is claimed, from the seat by the rod D shown in illustration to con-



Temperature Control

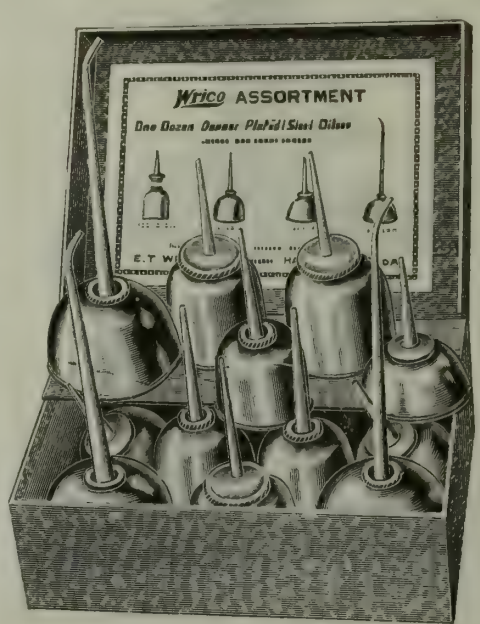
trol the temperature to any desirable degree regardless of atmospheric conditions.

Its use in connection with a motometer, it is stated, is ideal. The motometer indicates the temperature, and the A. D. Co. controller, it is said, regulates the circulation in accordance with desire.

A marked improvement in the operation of a car, it is stated, is immediately observed, and a saving of fuel, it is claimed, results.

OILER ASSORTMENT

The E. T. Wright Company, Limited, Hamilton, Ontario, is putting on the market an assortment of copper plated



Oiler Assortment

steel oilers. It is stated that the oilers are seamless one-piece bodies with spring steel bottoms and that they are coppered both internally and externally. The assortment, it is stated, includes oilers for farm, auto machine shops, cream separators and for general utility purposes.

NEW STEAM JOINTING

Docker's "Elastic" Steam Jointing is being introduced to the Canadian trade. It is claimed by the makers that this material is unique for the purposes of making an effective joint, particularly because of its elastic properties which are designed to allow for expansion and contraction. It is stated, it is well



Steam Joint Cement

suited to all descriptions of joint superheaters, flange, screw, and other joints. It is also claimed that it will never crack and that the jointing is indestructible.

The Canadian selling agents for the makers, L. J. Docker, Birmingham, England, are J. N. Warminton & Co., Montreal.

KENDALITE GAS MAKER

The Kendalite Company, 1211-13 Broadway, New York, has brought out the Kendalite gas maker which, it is stated, fits any stove or heater, and will, it is claimed, make its own gas by using kerosene and water. It is only necessary, it is stated, to lift the stove lid and set it in the fire box on the grate bars.

The device, it is stated, is very simple to operate. It is claimed that no alteration of the stove is necessary, and that it does away completely with coal, wood and ashes, also that there is no smoke or odor. The gas maker is recommended by the firm for standard size cooking and parlor stoves, also large heating and shipmate stoves, and grates.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

REVISED prices have again been made in linseed oil this week, and declines recorded range from 3c to 7c below levels of the past week. Lower flaxseed is again mainly responsible, although the market seems to have stopped in its downward course, as it has reacted slightly. Whether the bottom has been reached is still a question. Shipments of seed have been coming through very well, and crushers look forward to the coming months with a greater confidence as regards supplies of linseed oil.

Lower prices have been named on cut nails. The decline amounts to 50c per keg, and it is indicated is mainly the result of price-cutting which has been in progress. Authorities do not look for any immediate stimulus to business as a result. Wire nails are unchanged, and some business is being done on these, though not by any means a heavy tonnage.

Steel game traps are lower this week, the decline amounting to about 15 per cent. There was an advance made in these a comparatively short time ago, and the prices now named are, it is indicated, on same basis as that in effect prior to the last increase.

Pipe fittings have sagged and basis now established provides for a fairly substantial decline in some lines. Roll-rim sinks are lower, whereas flat-rim sinks are up slightly. Lead traps and bends show a weaker tendency, though no revision downward is yet reported.

Ingot metals have undergone a general revision downward, and dealers express the opinion that the bottom has been reached for the present. Copper, tin, lead, spelter and antimony have all been affected.

Prices for spring have been named on formaldehyde, and these show a marked advance over previous figures. Other lines to be revised upward are wire rope clamps, toilet clippers, brassed curtain rod, and paint and varnish remover. Lamp burners are lower, and cow ties and some lines of wrenches have also declined. Business generally is said to be very fair.

MONTREAL MARKETS

MONTREAL, Jan. 30.—Prominent among the declines made this week is that for cut nails. These lost 50c per keg, and the price is now $5.35. Other declines are those for ingot lead, copper and aluminum, game traps, glue, brass hinges, sash weights, cross-cut saw handles, and some auto accessories. Solder is reduced and fuel oil lost from 3 to 3½c in price. Steel hoops are likely to decline.

There is a steadily advancing hemp market, and as a consequence rope is firm. Coal oil is also very firm and an advance may be made. The state of trade is about what could be looked for in midwinter. Some think business would be heavier if the weather were more seasonable, and this is perhaps true. It is expected that there will be more doing in the course of a few weeks.

Game Traps Down; Glue; Brass Hinges

Montreal.

TRAPS, GLUE, HINGES.—A decrease in the price of various game traps has been effected, and while the new prices are not yet available, it is understood the prices obtaining last fall are again effective. A slight readjustment of 1c per package has been made for powdered glue, making the price for No. 3 size 36c, or 1c higher. Brass hinges are on a lower basis. The former discount of 40 per cent used by a large jobber has been reduced to 25 per cent.

Auto Tools Up; Some Parts Down

Montreal.

AUTO TOOLS.—Various wrenches and tools, particularly for Ford cars, wrenches, sockets, and socket sets, and all drop forged goods of Mossberg make are advanced about 15 per cent. The Edelman line of screwdrivers, grease cups, parts, etc., are also higher to the extent of about 10 per cent. Some Ford parts are on a lower basis, the changes being varied, and some of them from 10 per cent. to 15 per cent.

Sash Weights Less; Cross-cut Saw Handle

Montreal.

SASH WEIGHTS, HANDLES.—A reduction has been made in the price of sash weights. One jobber is quoting a price of $3.75 on solid pattern, and of $5.50 for sectional. Crosscut saw handles are revised in price, the following net prices applying: No. 2, $6 per doz.; No. 3, $5.30; No. 6, $4.05; No. 6½, $4.05; No. 7, $8.15; No. 9, $7.95, and Lion No. 2, $5.

Cut Nails Down 50c; Wire Steady

Montreal.

NAILS.—A reduction of 50c per keg was made in the price of cut nails. This makes the base price $5.35 per keg. Wire nails still hold at $5.50, and there is some business passing, though this is not great. Smooth steel wire is unchanged at $6.25 per 100 pounds.

Boiler Rivets Register Decline

Montreal.

BOILER RIVETS.—Lower prices have been named on boiler rivets this week, the decline amounting to 50c per 100 pounds. New prices have not yet been worked out, but these should be available at an early date.

Stoves and Wares Steady and Firm

Montreal.

STOVES AND WARES.—Notwithstanding the high prices the stove and range trade is seasonably fair. Production costs still are high, and there is no reduction in sight on some of these outlays. The volume of business received for wares and kindred lines is very well maintained, and the reports from salesmen on the road are encouraging.

Hemp Up More; Rope Very Firm

Montreal.

ROPE AND CORDAGE.—While there has been a steadily advancing hemp market, prices scoring an increase of around 4c in a short while, there is no advance yet in the price of rope; this may come. In the meantime there is a firm market with pure manila selling at a base price of 28½c; British manila 24c, and sisal 25½c per pound.

Fuel Oil Down 3-3½c; Coal Oil May Firm

Montreal.

OILS, GASOLINE.—A decline of from 3 to 3½c has been made in the price of fuel oil. The price here for this is now 9½c, and the reduction was caused by the desire of the trade to effect more business. Coal oil is steady and firm. It will not be surprising if there is an advance in this product, the same having firmed in the States. Royalite is 19c per gallon, and Palacine and Electroline 22c. Gasoline is steady and the sales are fairly good. Price 34c per gallon for motor grade.

Bigger Supplies Sheets Will Soon Come

Montreal.

SHEETS AND PLATES.—It is expected that there will be a freer delivery of sheets and plates from overseas' makers after a few weeks, and in the meantime the trade is being looked after fairly well. Supplies are not over heavy of some gauges, but there appears to be enough to go around. Prices are without change.

			Per 100 lbs.
BLACK SHEETS—			
10 gauge	7 25	$7 35	$8 50
12 gauge	7 35	7 40	8 50
14 gauge	7 10	7 35	8 20
16 gauge	7 20	7 55	8 25
18-20 gauge	7 50	8 15	8 30
22-24 gauge	7 60	8 20	8 35
26 gauge	7 65	8 30	8 40
28 gauge	7 75	8 50	8 50
GALVANIZED SHEETS—			
10¾ oz.		$ 9 50	$10 75
28 gauge		10 90	10 25
26 gauge			10 00
22 and 24 gauge			9 85
20 gauge			9 65
18 gauge			9 65
16 gauge			9 50

NOTE—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Steel Hoops to Decline; Bars Held

Montreal.

IRON AND STEEL.—While steel bars

Lower Prices on Boilers and Radiators May Come

THE announcement made by the American Radiator Co. on January 1, that new prices approximating a decline of 25 per cent. in boilers and radiators had been made has caused considerable comment in Canadian trade circles as to what action, if any, was contemplated by the manufacturers of similar lines here.

That lower prices will be reached seems probable but just how much the decline will be is still somewhat uncertain, probably in the neighborhood of 10 to 15 per cent. on boilers with a smaller amount on radiators. Comparison of prices prior to the issuance of this latest price in the United States markets favored the Canadian manufacturers. The object of this article then is to show the present disparity between the two and outline facts which may be expected to bring about a lowering of values on this market.

Starting with round water boilers there is no great difference in prices to the small buyer. American sheet prices on No. 4 round water boiler show a cost to this class of buyer of $128.80, which with a 35 per cent. duty would bring the laid-down cost to about $173.88. The present Canadian price is $171.00, a slightly lower figure.

However, when one comes to the usual export price to the larger buyers there is a different story to tell. With the extra discount allowed on this business there is a net difference of 10 to 20 per cent. between the United States and Canadian prices, the former being that much lower. The No. 7 boiler, however, does not show this difference, in fact, practically no difference at all. Usual prices to the larger buyers on these show a cost when imported from the United States of about $299.38 laid-down, whereas the Canadian price figures out at $303.24, so no reduction on these need be made. A factor in making comparisons that must be borne in mind is the one that Canadian boilers have to be supplied with branch headers, whereas imported boilers do not have these, so considering this point, the difference in price is not so marked. Figures show that probably 75 per cent. of round water boilers sold are Nos. 3, 4, 5 and 6, and on these it seems probable that a further discount of around 10 per cent. in Canadian prices may be allowed.

In round steam boilers, however, there is a greater difference in figures prevailing to-day. Owing to the Government regulations which apply in the various provinces it is difficult to make comparisons. American boilers are quoted without safety valves, whereas in Ontario special approved steam trimmings are necessary and a Government fee for registration is charged. In addition to special trimmings and registration, in Alberta it is necessary to have special brass plugs for clean-out purposes installed which means additional expense. However, considering all these factors, it seems that some very material reduction may be looked for amounting to anywheres from 10 to 15 per cent.

On the square type water boilers the larger type show somewhat greater difference than the smaller. However, it would appear that present figures may be revised to the medium and large buyer providing for a decline of from 10 to 15 per cent.

The difference in square type steam boilers seems to be much greater than that on square type water, but here again consideration must be given to the same conditions re Government equipment and registration as those noted in connection with the round steam boilers. This would seem to indicate that a net difference of 10 to 15 per cent. exists which Canadian manufacturers will undoubtedly adjust.

Radiators do not show such a big difference even on to-day's basis. The 2 col. steam, 38-inch, from the United States will cost the small dealer delivered in Canada $50.34, while the Canadian price is $50.85. The 3 col. water, 38-inch, from the United States to the small dealer figures out at $49.66 here, while the Canadian price is $52.80. To the carload buyer, 2 col. steam, 38-inch, will cost laid-down $45.97 from the United States, whereas comparative Canadian figure is $48.31. A 7½ per cent. reduction would not be out of line here. With the 3 col. water, 38-inch, carload buyers secure a laid-down cost from United States manufacturers of $45.38—this compares with a Canadian price of $50.16, so a 10 per cent. reduction would be quite in order.

There seems little doubt that Canadian manufacturers will bear these facts in mind and an announcement at an early date that lower levels have been reached seems a pretty safe hazard. An interesting point in connection with new prices named in the United States is that manufacturers there are guaranteeing their prices against decline. This would seem to indicate that they felt that the bottom had been reached for some time and that they are trying to exert a steadying influence on the building trade to encourage building operations. Whether Canadian manufacturers will adopt a similar selling policy along with any price revisions they may make is difficult to say, but it would not come as any surprise. Feeling that every encouragement to the building trade to start operations in a big way should be given may

Continued on page 72.

and iron are held there is likely to be a decline in the price of steel hoops. This may be around $1 per 100 pounds. The market is steady and a certain amount of winter business is being done, although the conditions are on the quiet side. It is thought from some of the larger centres in other places, that there will be no further reductions, production costs being high.

Common bar iron, per 100 lbs.	$4 30
Refined iron, per 100 lbs.	5 30
Mild steel	4 30
Iron finish machinery steel	4 35
Norway iron	12 00
Single reeled machinery steel	6 00
Spring steel	6 00
Sleigh shoe steel	4 30
Tire steel	4 50
Toe calk steel, per 100 lbs.	5 20
Band steel	4 30
Harrow tooth steel	4 35
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Black Diamond cast steel, lb.	0 22

Solder is Less; Lead Pipe Held

Montreal.

LEAD PRODUCTS.—Lower prices obtain for solder, both bar and wire. Strictly bar solder is selling at 38½c and guaranteed at 42c. There is not a great deal of sale even at these prices. traps and bends, the prices are without change of any kind.

Lead pipe, lb.	$0 13
Lead pipe (cut lengths)	0 14
Lead waste pipe, lb.	0 14 ....
Lead traps and bends	Net list.
Lead wool, lb.	0 14
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	0 12¾
Lead sheets, 1 to 8 lbs., s. ft.	0 11½
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c. lb. extra.	
Solder, guaranteed, lb.	0 42
Solder, strictly, lb.	0 38½
Solder, commercial, lb.	0 35
Solder, wiping, lb.	0 36¾
Solder wire (8 gauge)—	
40-60	0 45½
45-55	0 49¼
50-50	0 53
Zinc sheets, casks	....
Do., broken lots	....

Winter Quietness on Old Materials

Montreal.

OLD MATERIAL.—The usual seasonable quiet conditions prevail. These are perhaps more acute than they have been for several seasons as there was a ready demand for some lines during the progress of the war. The basis is steady and the enquiry and movement very limited.

Pipe scrap	15 00	16 00
Stove plate, per ton	17 00	18 00
No. 2 busheling	12 00	12 50
Old rubbers, boots and shoes	0 07	0 07½
Overshoes, lumbermen's rubber boots	....	0 05½
Bicycle tires	....	0 04
Automobile tires	0 04	0 04½
Yellow brass	0 10	0 11
Red brass	0 14	0 15
Light brass	....	0 08
Scrap zinc	....	0 05¾
Heavy copper	0 18	0 19
Wrought iron, No. 1, per gr. ton	18 00	19 00
No. 1 machinery cast	....	30 00
Heavy melting steel	....	15 00

Copper, Aluminum, Lead Easier

Montreal.

INGOT METALS.—There is no movement of consequence and the changes of the week are limited and small with copper, aluminum and lead somewhat lower.

COPPER.—The volume of business is very confined and the selling light elsewhere as well as here. Quotations are based around 24c per pound.

TIN.—The trade is dull everywhere, and even large operators are offering to take on business in the States that they usually would scorn, in order to liquidate holdings. The basis here is unchanged at 66c per pound.

SPELTER.—Some enquiries are reported for spelter, and this may lead to some actual business. There is no change of price which holds at 9 to 9½c per pound.

LEAD.—Quiet prevails here as well as at outside points and the market is more or less nominal. A slight shading of quotations here makes the range 8 to 8½c per pound.

ANTIMONY.—No interest is manifest and the price remains fairly firm at 9½c to 10c per pound.

ALUMINUM.—On light demand and selling the price is easier at around 40c per pound.

TORONTO MARKETS

TORONTO, January 30—A decline of 50c per keg has been recorded this week in cut nails. Lower prices on practically all ingot metals have been named and dealers seem to feel that bottom has been reached for the present. Steel game traps are lower and roll rim sinks have also declined, while flat rim sinks are up slightly. Pipe fittings have undergone a further revision downward and solder is at slightly lower levels.

Jobbers report that very good movement of spring booking orders is in progress and figures for January are expected to show a very good total. Some manufacturers state that January business has been very good.

Game Traps Record Decline

Toronto.

GAME TRAPS. — Lower prices have been reached on game traps, the present basis, it is indicated, being the same as that prevailing prior to the recent advance recorded. The present scale of quotations is as follows:

Game Traps—Victor, with chain: No. 0, $1.90 per dozen; No. 1, $2.20; No. 1½, $3.30; No. 2, $4.50; No. 3, $6.15; No. 4, $7.25.

Jump, with Chain: No. 1, $2.95 dozen; No. 1½, $4.40; No. 2, $6.45; No. 3, $8.55.

Hawley & Norton, with chain: No. 0, $2.95 per dozen; No. 1, $3.45; No. 1½, $5.15; No. 2, $7.25; No. 3, $9.65; No. 4, $11.35.

Newhouse, with chain: No. 0, $4.50 per dozen; No. 1, $4.70; No. 1½, $7.10; No. 2, $10.45; No. 3, $13.95; No. 4, $16.45; No. 81, $5.50; No. 91, $5.95.

Bear: No. 5, $10 each; No. 50, $7.05 each.

Cut Nails Down 50c; Wire Unchanged

Toronto.

NAILS, WIRE.—A decline of 50c per keg has been made in the price of cut nails this week, bringing the base price down to $5.35 per 100 pounds. No change in the situation on wire nails is reported. the base remaining at $5.50 per 100 pounds, though some price shading seems to be in progress.

Smooth steel wire is without change at a base of $6.25 per 100 pounds.

Waste to Decline; Oakum Holds

Toronto.

WASTE, OAKUM. — No price revisions have yet been recorded in waste, but indications point to declines of from 1c to 2c per pound, according to grades. Some expect new prices early next week, whereas others look for present basis to be maintained for another month or six weeks. Lower prices may be said to be on their way at any rate.

Oakum remains at unchanged levels. Some shading of prices on plumbers is reported, but this does not seem to be general, $10 being price most often heard. Range of prices on both waste and oakum appear in current market quotations.

Revised Prices on Enamel Sinks

Toronto.

SINKS.—Prices on sinks have been revised, the roll rim being down slightly whereas the flat rim are up a little bit. Quotations now being named to the trade on the roll rim are: 16 x 24 inch, $12 each; 18 x 24 inch, $12.30; 18 x 30 inch, $15.05; 20 x 30 inch, $16.15. The flat rim are quoted for the 16 x 24 inch at $16 each; 18 x 24 inch, $16.20; 18 x 30 inch, $15.05, and 20 x 30 inch, $16.15.

Wares Steady; Stoves Unchanged

Toronto.

STOVES, WARES.—No new developments in respect to wares is reported. The market is holding and business is said to be coming along fairly well with some sorting orders being handled.

Seasonable calm is reported in stoves, but manufacturers are looking forward to a good 1919 and making plans accordingly. Prices are steadily maintained.

Cordage Shows No Marked Change

Toronto.

CORDAGE.—The situation in cordage shows no marked change. There is some booking business coming and outlook is considered very fair. Primary points report a firm market. Quotations locally are unchanged, pure manila being based at 28½c per pound; British manila 24c; New Zealand hemp, 24c.: sisal, 25½c.

Oils Holding; Gasoline Steady

Toronto.

OILS, GASOLINE.—The market on oils is holding without change with a brisk demand already in evidence. Quotations on coal oil range from 18½c to 21½c per gallon according to grade.

Gasoline is maintaining its own, too, and sales are reported as bordering on the heavy mark. Prices rule unchanged at 33c per gallon.

Pipe Fittings Register Declines

Toronto.

PIPE FITTINGS.—A further general revision in pipe fittings, both malleable and cast, effective February 1, has been made and quotations now being made to the trade are: Cast iron fittings, 12½%; plugs, 22%; bushings, 28%. Standard unions are unchanged at 35%. Malleable fittings, Class A, black, are lower at 53c per pound; Class A, galvanized, at 66c; Class B, black, at 24c; Class B, galvanized, at 33c; Class C, black, at 16c, and Class C, galvanized, at 24c.

No change has been noted in soil pipe and fittings, the market holding quite steadily at unchanged figures. Discounts range at figures shown in current market quotations.

Bars Rule at Unchanged Figures

Toronto.

IRON AND STEEL.—New developments are lacking in iron and steel bars this week. Prices hold at unchanged levels and there is only a comparatively small amount of business offering at the present time.

Common bar iron	$4 75	$5 00
Common bar steel	5 00	6 25
Refined iron	5 15	5 40
Angle base	5 25	5 50
Horseshoe iron	5 00	5 25
Tire steel	5 15	5 40
Mild steel	5 00	5 25
Norway iron	11 00	13 00
Toe caulk steel	5 90	6 15
Sleigh shoe steel	5 00	5 25
Band steel, No. 10	5 25	5 50
Do., No. 12	5 50	5 75
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 22	0 30

Corrugated Sheets Remain Unchanged

Toronto.

CORRUGATED SHEETS.—The market on corrugated sheets and other lines of manufactured sheet metals remains unchanged. Business is quiet, but seasonable. Range of quotations on corrugated sheets follow:

TORONTO— Corrugated Sheets	Per 100 Sq. Feet. Gal'zed	Painted
No. 28 gauge	$9 00	$7 50
No. 26 gauge	10 00	8 50
No. 24 gauge	15 00	11 25
No. 22 gauge	18 00	14 00
No. 20 gauge	21 00	17 50
No. 18 gauge	27 00	21 00

Discount, 7½ per cent.

Sheets on Lower Basis; Fair Sales

Toronto.

SHEETS, PLATES. — Sheet prices have shown revisions in some other quarters this week and the present range of quotations appears below. Business is reported as very fair—in fact is said to be much better than expected. More could be handled as stocks are good, but the outlook is considered very satisfactory.

BLACK SHEETS—	Per 100 lbs.
10 gauge	$ 00
12 gauge	6 05
14 gauge	6 10
16 gauge	6 20
18-20 gauge	6 80
22-24 gauge	6 85
26 gauge	6 90
28 gauge	7 00
3-16 inch plate	....
¼-inch boiler plate	....

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—		
10¾ oz.	8 50	$9 00
U.S. 28	8 20	8 75
U.S. 26	7 90	8 45
22 and 24	7 75	8 30
18 and 20	7 60	8 30
16	7 45	8 00
12 and 14 gauge	7 35	7 90

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

Wrought Pipe Unchanged; Tubes

Toronto.

WROUGHT PIPE, BOILER TUBES, —The market on wrought pipe is unchanged this week at declines recently registered. A fair amount of business is coming to hand and being taken care of quite readily. Prices appear in current market quotations.

Similar conditions may be said to prevail in respect to boiler tubes, prices holding at figures shown below and sales being very fair.

Boiler Tubes— Toronto—	Per 100 feet Seamless	Lapweld
1 inch	$32 00	$.....
1¼ inch	36 00	.....
1½ inch	39 00	32 00
1¾ inch	39 00	32 00
2 inch	45 00	32 00
2¼ inch	48 00	34 00
2½ inch	50 00	40 50
3 inch	58 00	45 00
3¼ inch	.....	52 00
3½ inch	70 00	54 00
4 inch	80 00	67 00

Solder Declines; Traps and Bends Weak

Toronto.

LEAD AND ZINC PRODUCTS.—No further change has developed in lead and zinc products, although lead sheets are being quoted down to 11c per pound in some quarters. The marked declines in lead will, it is felt, work out in a lowering of values in traps and bends, though no revision is yet reported.

Lower price levels have again been reached in solder and the basis now prevailing is given as follows: Guaranteed, 38 to 40c per pound; strictly, 34 to 37½c; commercial, 31 to 33¾c; wiping, 30 to 31c; wire, 45½c. Full range of prices is shown herewith.

Lead pipe, lb.		$0 13
Lead waste pipe, lb.		0 14
Lead traps and bends		Net list
Lead wool, lb.		0 14
Lead sheets, 4 to 6 lbs., sqr. ft., in rolls, lb.	0 11	0 12½
Cut sheets, ½ to ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	$0 38	$0 40
Solder, strictly, lb.	0 34	0 37½
Solder, commercial, lb.	0 31	0 33¾
Solder, wiping, lb.	0 30	0 31
Solder, wire, lb.	....	0 45½
Zinc sheets, lb.	0 16	0 20

Old Materials in Stagnant Condition

Toronto

OLD MATERIALS.—The scrap metal

WOODENWARE MANUFACTURER ENTHUSIASTIC OVER OUTLOOK

IN talking to a woodenware manufacturer this week, HARDWARE AND METAL was advised, when asking as to what might be expected in the matter of prices, that the outlook for the present year was that present level would be very well maintained.

"The woodenware industry was one of the last to undergo advances in prices and the conditions to be faced during the next few months do not tend towards any recession in values," stated this authority. "The cost of operations in the bush are exceedingly high and this is a factor which will be reflected in prices pretty well throughout the year. Labor determines very largely the scale of prices on the various lines. In the bush, the men are receiving this winter three times the wage of pre-war days. In the factory, the advance in wages is on a parallel, and with no possibility of a lowering of the scale of wages, which, in the case of the lumber, is directly reflected in the factory raw material cost.

"I can see no prospect of a lower level of prices on the manufactured goods.

"It may be said that metals have shown some declines, and that wash boards should react. It is true that metals are somewhat easier, but this is offset by an advance in the price we have to pay for lumber. In the case of wash boards, as with other lines, I look for little revision for some months to come."

Queried as to prospects for export trade and the general business outlook, the executive was most enthusiastic. Already numerous inquiries have been received from British interests with whom a connection prevailed prior to the war, and it is indicated that the Canadian manufacturer should be in a good position to meet any competition in overseas fields. Preparations are being made to extend manufacturing operations and a keen selling policy, which includes export trade, adopted.

market is no better. Neither is it any worse. Some of the larger yards claim to be losing money now, but contend that the present situation cannot last indefinitely. There is nothing in sight to indicate any betterment in the near future.

Dealers' Buying Prices

Tea lead, lb.	$0 03½	$....
Heavy lead pipe	....	0 05
Yellow brass	....	0 08
Red brass	....	0 10
Light brass	....	0 06
Heavy zinc	....	0 05
Heavy copper	....	0 15
Stove plate, per ton	....	14 00
Old cast iron, per ton	....	18 00
Overshoes, trimmed Arctics		0 06
Auto tires	0 04	....
Bicycle tires	0 02½	....

	Per gross ton.
No. 1 railroad wrought	$15 00
No. 2 railroad wrought	8 00
Pipes and flues	8 00
No. 1 busheling	11 00
No. 2 busheling	7 50
Country mixed scrap	10 50

General Decline in Ingot Metals

Toronto.

INGOT METALS.—A general revision in ingot metals is reported this week and dealers express the view that the bottom has been reached for some time to come. Stocks are in very fair shape, it is said, and future prices will follow the market more closely. Copper, tin, spelter, lead and antimony have all been affected. Lower levels may develop in the coming months, but these are not an immediate prospect it would seem.

COPPER. — Lower price levels have been reached on copper, quotations now ranging from 25c to 28c per pound. There is some interest being shown in this metal, though demand is not exceptional.

TIN.—A decline in tin has been recorded of about 2c per pound, and the market is quite firm at present basis. Stocks are down to a very fair basis and fluctuations of market at primary points may influence prices here to a greater extent than they have done in the past few weeks. Quotations to-day range from 68c to 72½c per pound.

SPELTER.—A slight revision downward is noted in this metal this week. Quotations generally prevailing are at a basis of 9c per pound and a fair amount of business is reported at this figure.

LEAD.—The easier feeling in lead has developed into a decline in prices, but on the present basis the market seems to have touched bottom for a while at least. Quotations to-day range from 6¾c to 7c per pound; supplies are ample.

ALUMINUM. — There have been no new developments here. The price in the United States is set to March 1 and little variation from present price of 50c per pound here is looked for prior to that date.

ANTIMONY.—The price has sagged to 8½c per pound on antimony and conditions seem much steadier. Business is within a narrow compass at present, but a little better feeling seems to prevail as to the outlook.

LONDON MARKETS

LONDON, Ont., January 30—Numerous price changes have been made this week, some showing an upward trend, while other items show a decline from former levels. Among the items which have been revised upwards are wire rope clamps, brassed curtain rods, toilet clippers, and paint and varnish removers. The declines have been reported in the case of cut nails, soft copper wire, solder, tin roofing caps, and steel game traps. The traps are down about 15 per cent. to the basis in effect before the latest advance. Lamp burners have also declined, and a readjustment in the price of pipe fittings shows them to be down slightly.

Business here is reported as very good, it being indicated that sales compare very favorably with the same month of last year. Orders for sap supplies are coming along very well, and the jobbers report they are shipping a very good proportion of spring orders.

Wire Rope Clamps Register Advance

London, Ont.

WIRE ROPE CLAMPS.—New prices have been made this week on wire rope clamps which provide for a higher range of quotations than those formerly in effect. The new basis of quotations which are now being made to the trade are at the following levels: ¼-inch $6.00 per 100; 5/16-inch $6.00 per 100; ⅜-inch $7.50 per 100; 7/16-inch $9.00 per 100; ½-inch $10.00 per 100; ⅝-inch $13.50 per 100; ¾-inch $20.00 per 100; ⅞-inch $28.50 per 100.

Curtain Rods Up; Washing Machines

London, Ont.

CURTAIN RODS, WASHING MACHINES.—Latest quotations available on brassed rods reveal the fact that this line has gone to higher levels. On the new basis the ¼-inch is being quoted at $6.50 per 100 feet, and 5/16-inch at $9.00 and the ⅜-inch at $10.00.

Playtime washing machines have had the list advanced to $22.00 from the previous list of $19.50. The discount remains unchanged at 30 and 10 per cent.

Lower Prices on Pipe Fittings

London, Ont.

PIPE FITTINGS.—Prices on pipe fittings have been readjusted, and the new basis provides for a slightly lower range of figures. The present selling prices to the trade on fittings is given as follows: Malleable, class C black 16c per lb.; class B black 24c per lb.; class C galvanized 24c per lb.; class B galvanized 33c per lb. Plugs, 22 per cent. off list; bushings, 28 per cent. off list; iron stop cocks, 20 per cent. off list; unions, 35 per cent. off list.

Toilet Clippers Record Advances

London, Ont.

TOILET CLIPPERS, HORSE CLIPPERS.—Shipments of toilet clippers are now arriving, and new prices have been made on these which provide for slightly higher levels. On the present basis, the steed Nos. 0 and 1 are quoted at $1.65 each; the express Nos. 0 and 1, $2.25 each; shaver No. 20, $3.35; and Brown and Sharp and Bressant Nos. 0 and 1, $4.15.

Spring orders for horse clippers are already moving to the trade, and no change in price has been reported on these lines. The quotations which are now in effect for some of the bigger selling lines used are New Market hand, $2.75 a pair; Handicap hand, $1.95 a pair; Steward No. 1 power $9.75 each. Plates for the Stewart No. 1 power are quoted as follows: top, $1.01 each; bottom, $1.50 each.

Roofing Caps Down; Game Traps Too

London, Ont.

ROOFING CAPS, GAME TRAPS.—Lower prices have been made on tin roofing caps in this market, quotations in 100 pound sacks now being made at 9c per pound, and in smaller lots, 10c per pound.

There has been a reduction of about 15 per cent. named on steel game traps. New prices are not yet available, but it is understood that the basis now reached is the same as that prevailing prior to the recent advance.

Copper Wire, Solder, Lamp Burners Down

London, Ont.

COPPER WIRE, SOLDER, LAMP BURNERS.—A new discount has been issued on soft copper wire in coils which provides for net prices lower than former figures. The present discount from standard lists is 10 per cent.

A lower price has also been named on solder, half-and-half now being quoted at 40c per pound.

New prices have been named on lamp burners which provides for a decline. These quotations are not yet available, but they will probably be ready for next week's issue.

Sap Supplies Moving; Prices Firm

London, Ont.

SAP PAILS, SPILES, SYRUP CANS.

—Already there is a movement to the trade of sap supplies. The dealers are preparing to meet the demand from the points where the syrup is made and the possibility of a very early spring is influencing them to take delivery of their goods in time. Sap pails show no change in price, the 10-qt. flaring I C being quoted at $22.50 per 100 and the 8-qt. straight I C at $22.50 per 100

Eureka sap spiles are being quoted at $12.00 per M., or $1.35 per hundred, which represent unchanged figures. The quotations on syrup cans, I C given herewith are unchanged figures also; the one-half gallon is quoted at $15.00 per 100; a gallon at $22.50; 2 gallon at $40.00; 5 gallon at $65.00.

Cut Nails Down; Wire Holding

London, Ont.

NAILS.—A revision in the prices on cut nails has been made and the base established of $5.35 per 100 pounds provides for a decline of 50c from former figures. There has been no change made in the market on wire nails, prices to-day holding at a base of $5.50 per 100 pounds.

Paint and Varnish Remover Up; White Lead

London, Ont.

PAINT AND VARNISH REMOVER, WHITE LEAD IN OIL.—New quotations which have been established on universal paint and varnish removers, provide for an advance in the figures to the trade. The present basis of quoting is given as follows: One gallon cans $3.60 each; one-half gallon cans $2.00 each; quart cans $1.10 each; pint cans 60c each; and half-pint cans 35c each.

White lead in oil has settled into routine channels again after the substantial decline reported last week. The price of the pure white lead and oil in ton lots is $16.30 per hundred pounds, and in less than ton lots, $16.65.

Linseed Oil Down; Turpentine Down

London, Ont.

LINSEED OIL, TURPENTINE.—Linseed oil is lower by 3c per gallon this week. The recession in flaxseed prices is responsible though the market on seed seems to have firmed up the last day or so. Quotations to-day are: 1 to 2 bbls., raw $1.52 per gallon, boiled $1.55; 3 to 5 bbls., raw $1.51 per gallon, boiled $1.54; 6 to 9 bbls., raw $1.49 per gallon, boiled $1.52. Less barrels add 10c per gallon. Turpentine is holding at unchanged levels with the market generally somewhat dull: 1 bbl. lots $1.12 Imp. gal.; 2 to 4 bbl. lots $1.11; 5 gals. $1.22.

WINNIPEG MARKETS

WINNIPEG, January 30—Price changes during the week have again been very erratic with both advances and declines in many of the staple lines. The advanced lines include planes, try squares, levels and T bevels, carriage bolts, machine bolts, plow bolts, coach screws, rivets, agricultural wrenches, pipe wrenches, cow ties and linseed oil are among the lines to register declines.

Spring orders are now beginning to move and all jobbers are reported busy, while stocks generally, are reported very well assorted.

Bolts Revised to Lower Levels

Winnipeg.

BOLTS.—Manufacturers have just announced a reduction in the price of bolts and coach screws of from 5 to 15 per cent. while new discounts have been established for lengths over 6 inches on carriage and machine bolts. Nuts remain unchanged at former quotations. The following are to-day's ruling discounts on the complete line:

Carriage Bolts—⅜ and smaller up to 6 in. long, 20%; ⅜ and smaller over 6 in. long, 10%; 7-16 and larger, all lengths, net list.
Machine Bolts—⅜ and smaller up to 6 in. long, 25%; ⅜ and smaller over 6 in. long, 15%; 7-16 and larger, all lengths, 5%.
Plow Bolts—All sizes, 10%.
Stove Bolts—50%.
Shaft Bolts—5% on list.
Tire Bolts—25% off.
Sleigh Shoe Bolts—5% on list.
Coach Screws—25% off.
Nuts, Square, Blank—4½c on list.
Nuts, Square, Tapped—4¾ on list.
Nuts, Hexagon, Blank—4¾c on list.
Nuts, Hexagon, Tapped—5c on list.
For full cases of nuts deduct 1c lb.

Boiler Tubes Under Revision

Winnipeg.

BOILER TUBES.—Boiler tube prices have been revised on the local market during the past week and are now selling on the following basis: Boiler tubes, 1½-inch 32c ft.; 2-inch 32c ft.; 2¼-inch 34c ft.; 2½-inch 40c ft.; 3-inch 45c ft.; 4-inch 67c ft.

Planes, Try Squares, Bevels Higher

Winnipeg.

PLANES, SQUARES, BEVELS.—New prices are just to hand covering lines manufactured by the Stanley Rule & Level Co. These show advances in corrugated bottom planes which were formerly sold at the same price as plain bottoms. Try squares, T bevels are other lines to be included in the advance of from 2½ to 5 per cent. The following are the lines affected by the change together with prices now ruling:

Planes—No. 3C, $4.15; No. 4C, $4.50; No. 4½C, $5.20; No. 5C, $5.20; No. 6C, $6.65; No. 7C, $7.60; No. 24, $2.75; No. 603C, $4.70; No. 604C, $5.05; No. 605C, $5.80; No. 606C, $7.35; No. 607C, $8.45; No. 113, $7.10; No. 190, $2.80; No. 191, $2.65; No. 192, $2.50 each.

Try Squares—No. 12 x 6 inch, $7.25; 8 inch, $8.10; 10 inch, $10.65 dozen. No. 20 x 4½ inch, $5.15; 6 inch, $6.90; 7½ inch, $7.50; 9 inch, $9.65; 12 inch, $12.80 dozen.

"T" Bevels—No. 25 x 6 inch, $5.85; 8 inch, $6.60; 10 inch, $6.90 dozen. No. 18 x 6 inch, $9.45; 8 inch, $12.05; No. 10, $13.10 dozen.

Levels—No. 102, $6.15; No. 103, $8; No. 0, $13.25; No. 3, $23.30; No. 30, $32.80; No. 00, $11.90; No. 104, $8.95; No. 35, $28.55 dozen.

Pipe Wrenches Show Decline

Winnipeg.

PIPE WRENCHES.—Prices have been revised on pipe and agricultural wrenches during the week. These are now selling as follows, which prices represent declines: Stillson pipe wrenches: 6-inch $1.05; 8-inch $1.20; 10-inch $1.30; 14-inch $1.85; 18-inch $2 60; 24-inch $3 80; 36-inch $7.05 each. Agricultural wrenches 6-inch $6.70; 8-inch $8.00; 10-inch $9.40; 12-inch $12.00; 15-inch $16.80 dozen.

Cow Ties Decline 10 Per Cent.

Winnipeg.

COW TIES.—Following the reduction made by the manufacturers lower prices are now ruling on cow ties which decline approximately 10 per cent. from former quotations. These are now selling at 10 per cent. off list and reports indicate that further reductions may follow. To-day's ruling prices are given below:

Cow Ties, Open Ring—No. 1/0, $2.60; No. 2/0, $2.90; No. 3/0, $3.15; No. 4/0, $3.95; No. 5/0, $5.05 per dozen.

Cow Ties, "Special"—No. 1/0, $2; No. 2/0, $2.15; No. 3/0, $2.50 per dozen. "Three Chain"—No. 1/0, $2.60; No. 2/0, $2.90; No. 3/0, $3.15 per dozen.

Spring and Galvanized Wire Up Slightly

Winnipeg.

SPRING, GALVANIZED WIRE.—Plain galvanized and coiled spring wire show a slight advance during the week due to the heavy freight rates and are now quoted on the following basis:

Coiled spring wire, No. 9 $6.05 per 100 pounds Winnipeg basis; No. 12 $6.20 per 100 pounds Winnipeg basis. Plain galvanized, No. 9 $6.00 per 100 pounds Winnipeg basis; No. 12 $6.15 per 100 pounds Winnipeg basis.

Rivets Revised to Lower Levels

Winnipeg.

RIVETS.—Tinners' rivets, carriage rivets, wagon box and belt rivets have shown a slight reduction on the local market during the past week and are now selling at 15 per cent. off the list, making net prices as follows:

Tinners' Rivets	Black	Tinned
8 oz.	0 19	0 26
10 oz	0 20½	0 30
12 oz.	0 22	0 33
13 oz.	0 24	0 36
1 lb.	0 24½	0 40
1¼ lb.	0 27	0 46

1½ lb.	0 31	0 55
1¾ lb.	0 35	0 61
2 lb.	0 38	0 67
2½ lb.	0 48	0 85
3 lb.	0 53	0 93
3½ lb.	0 61	1 14
4 lb.	0 67	1 27
5 lb.	0 85	1 60
6 lb.	0 95	1 84
7 lb.	1 10	2 15
8 lb.	1 28	2 46

Carriage and Wagon Box Rivets—No. 6, ⅜ inch, 21c lb.; ½ to ⅝ inch, 19½c lb; ¾ to ⅞ inch, 18½c lb; 1 to 2 inch, 18c lb. Nos. 0, 1 and 3—½ to ⅝ inch, 18c lb.; ¾ to ⅞ inch, 17½c lb.; 1 to 3 inch, 17c lb.

Linseed Oil Holds; Turpentine Firm

Winnipeg.

LINSEED OIL, TURPENTINE.—Linseed oil prices have held at 20c decline recorded last week. Prices have sagged substantially during the past month. Prices now ruling are given as follows: Raw linseed oil $1.80 gal.; boiled linseed oil $1.83 gal. in single barrel lots.

Turpentine prices show no change during the week with only a limited demand, to-day's selling price being as follows: Barrels, $1.30 gal.; ½ barrels, $1.33 gal.; 5 gal. lots $1.35 gal.; 1 gal. lots $1.35 gal.; plus the usual extras for containers.

Formaldehyde Prices Announced; Higher

Winnipeg.

FORMALDEHYDE.—Prices on formaldehyde for the coming season have been announced, and these show a marked advance over previous quotations. The new basis of prices established is given as follows: Barrels, 400 lbs., 50c per pound; barrels, 200 lbs., 51c per pound; barrels, 100 lbs., 52c per pound; jugs, 10 lbs., $5.50 each; jugs, 5 lbs., $2.90 each; jugs, 2 lbs., $1.25 each.

PITTSBURG MARKETS

PITTSBURG, Pa., Jan. 30.—Some of the mills claim that the majority of current estimates of the average rate at which mills are operating are too low, the usual estimates ranging from 60 to 70 per cent. of capacity. If the contention of these mills is correct, a mystery is created, for it is recognized everywhere that there is no market for a tonnage of steel at all approaching the productive capacity. If the present demand for steel is really absorbing an output almost equal to capacity, then if a general widespread demand for steel should develop the mills would simply be swamped. No one, however, would contend that this could occur, for throughout the steel trade, even among the more optimistic, doubts have arisen as to whether the steel industry can be fully supplied with orders even if business generally becomes good.

The mills could probably explain the discrepancy in reports if they would, but they are not any too communicative just now, feeling that the present is a very delicate situation. Possibly the explanation of there being such divergent reports as to the rate of operation is varying interpretation of the terms used in referring to operating rates. The common view of rate of operation of a steel mill is the actual tonnage output divided by the tonnage of which the mill is capable. A plant may report that it is "operating in full," however, when it merely has all departments in operation. Thus a plant containing ten open-hearth furnaces might be operating each of the ten, but by using a minimum of scrap, the charge being chiefly pig iron, might be getting only ten heats per week whereas when production is pushed the furnaces might be capable of 16 heats per week. This would be "full operation" in one sense but only 62½ per cent. operation from the tonnage standpoint

Whatever the rate of operation, it has been decreasing since just before Christmas, and the present trend is downwards, as the orders coming in are far less than the orders that are being filled. The mills are running chiefly on old orders, and most of them frankly admit that they could not come anyway near operating at their present rate, whatever that rate may be, if they depended solely upon current bookings of business. Obviously the old orders will tend to play out from week to week, and smaller and smaller production is in prospect, until there is a fundamental change in conditions.

Production in Detail

For several weeks past the report has been quite general that the sheet mills were experiencing about the best operation of any branch of the finished steel trade. If that were true at one time it is no longer true, for sheet mill operations have decreased materially. Several plants closed entirely at the end of last week, and one plant containing about ten mills is to close at the end of last week, having practically no further orders on hand. While sheet demand from the automobile trade is excellent the heaviest tonnage the automobile shops can take is but a small proportion of the total sheet capacity. To make a full demand for sheets it is necessary that there be a fair degree of building activity, but there is practically none at all.

The wire mills are doing fairly well, the majority at 60 to 70 per cent. of thier respective capacities. Their trade prospects are fairly good, moreover. The wire mills are much less dependent on the building trades for orders than are some other branches of the finished steel trade. They look rather to the farmer, who has great consumptive powers in wire of various descriptions, and nails. In merchant bars there is a fair degree of activity, and this is true also of pipe. The structural mills are running very light, while there is hardly any rail production at all.

The plate situation is rather cloudy. Several plate producing interests claim to be operating quite well, but refer to orders from the Emergency Fleet Corporation as their chief business. From the shipyards, however, come complaints of overshipments, and the Fleet Corporation's orders, recently curtailed from the rate obtaining in the late months of the war may, therefore, be further curtailed. At their highest level, the Fleet Corporation's plate requirements represented a tonnage equal to only five or six per cent. of the total finished steel capacity of the country, and not even one-half of the plate rolling capacity alone.

Prices

So far as can be ascertained, finished steel prices are holding very firmly. Mills, however, do not feel that it is any great trick to hold prices in present circumstances, because orders offered are very small and there is no temptation to cut prices in order to get the orders. Cut prices, indeed, might frighten away what little buying there is. One delicate point in the matter of price guarantees. Many buyers ask mills to guarantee prices to date of shipment, and although shipment as a rule would be made in from two to four weeks the mills refuse to give any guarantee. In this they feel they are exhibiting some strength, but buyers assert that this shows the mills have no confidence in their market.

For a short time after the reductions made about the middle of December, $4 to $6 a net ton under the former government maximums, there were predictions that the new prices would hold for quite a while, say to April 1. In the past few days less confidence has been manifested on this head, and there are some predictions that there will be further declines in February, without detriment to there being also some reductions about April 1.

Labor and Wages

There is not much idleness of labor in the Pittsburgh district, not as much as in some sections of the East, but there is some, and additional men are being let off from day to day, chiefly common labor. The branch of the United States employment service located in Pittsburgh reports a large surplus of common labor, but an actual shortage of all-round skilled machinists, not the kind of "machinists" that were produced during the war, however. The policy of the steel mills continues to be that there should be no reduction in wages in present circumstances, and none at all unless prices should come down very considerably. In some quarters the prediction is made that after about two more reductions in prices of finished steel labor will be asked to bear part of the burden of further price declines.

The use of japan as a protective, or decorative covering for metal articles, has since 1914 increased more than one thousand per cent. This was due in part to increased industrial activity, and to the shortage and high cost of tin.



Prepare Your Mailing Lists Now

Circulars Sent to Selected List of Prospective Customers Will Produce Results Later —Dealers Should Co-operate Closely With Manufacturers in Boosting Spring Business—How to Make Up a List

I HAVE an idea that an ice-maker would have little time or necessity for advertising in hades. With the coal man it may be different. The fellow making and selling vacuum bottles would only play up the 72-hour feature of his line, while the chap with asbestos insulation would reverse his selling argument from keeping heat within to keeping it without.

In brief, advertising should take into consideration the circumstances under which the goods must be sold.

All forms of paint advertising have some selling value under all conditions. Some advertising has greater selling value under certain conditions than under others. Certain classes of advertising are better adapted to given conditions than other forms, and a little sound advertising is better than no advertising at all.

By what standard do you determine or select your means of advertising?

By the same token, what methods of co-operation offered by your paint manufacturer do you utilize to the advantage of your paint department?

Determine and utilize these by their selling power just as you select or eliminate your selling help.

Keep the Good Ones

Eliminate all forms of advertising that have no definite selling value and possess only advertising vagaries, in so far as your business and conditions are concerned.

Select from those that have definite selling value the methods that possess this virtue to the maximum and in accordance with your aims and amount for expenditure.

For instance, if you are up against the necessity of choosing an electric sign for the front of your store and circular for enclosures in parcels or house-to-house distribution, choose the one that will bring customers into your store.

Don't choose the electric sign because some undertaker or shoe shop down the street has one, and you feel that you want to keep up with the Joneses in this respect. If, however, the electric sign beckons them to lifting your door latch more than circulars will induce them to do so—why, then the sign for yours.

But there is just this thought—that a circular very often works on your trade in the daylight when the tungstens are idle. And when the sign is blazing forth its glory, with your door locked after six, seven or eight p.m., the circular might also be getting in its fine work under the dome above a library table, or in the glow of some humble kerosene lamp possessed by a prospective home builder.

Unlike the above mentioned iceman or the chap with the vacuum bottle, the paint man is not favored with the force of everpresent, dominating and overwhelming conditions that set his customers a begging for his wares. He faces competition, indifference, ignorance and a thousand and one other detriments that advertising must be used to break down and create actual selling conditions out of.

"Business is business" is an axiom too often forgotten in choosing advertising methods. Advertising should be a feature of your business to bring business and sales.

Results Count

Choice of your own advertising methods, and of those offered in co-operation by manufacturers, should rest mainly on the power to interest, ability to suggest and maximum selling results.

All of which brings us to the mailing circular offered in co-operation by the paint manufacturers to those dealers who supply mailing lists.

Let us see if such circulars possess the necessary attributes we have mentioned.

Supposing you had a full line of paint in your store without a single color card or color slat; where would you be?

In about the same boat as the Israelites when the Egyptians required them to make bricks without straw.

Just here we can pertinently ask where the paint manufacturer is at, who has prepared these circulars for your use, when he has no list of your names to send them to?

Co-operation means two or more men working together in harmony to the same end. One man effort is not co-operation.

But, of course, you have your color cards on hand to meet your selling requirements within the store.

Will Help Draw

The manufacturer knows that if he, working in harmony with you, can get some of those color cards within the homes of your community, they will have strong drawing power towards your store.

But he doesn't know your community as you do; so he asks you or your clerks to take an hour or so off and furnish him with a list of names. He will do the rest, and foot the bill. He takes the long end of this co-operative method, yet it is amazing how few dealers will take the time and trouble to start this simple operation in co-operation.

It is surprising how many retail paint dealers will, with one accord, make excuses; considering the powerful selling force that such circulars will have in their own interests.

Actual experience in their use has proven one of the

Continued on page 66

Time to touch up the weather-beaten country home

As the sombre hues of winter disappear and give way to Nature's gorgeous tints of spring-time splendour, man's thoughts naturally turn to ways and means of enhancing the appearance of his dwelling place. The greatest factor in the accomplishment of this result is **Paint.**

Moore's Paint, mixed with a small amount of energy, will transform the most unsightly building into a thing of beauty and a pleasure to behold. That's why the **Hardware Dealer** everywhere is making such a success of his **Moore's Paint agency.**

The certainty of pleasing results so surely productive of customer's satisfaction forms such a characteristic of **Moore's Paints** that it has enabled the dealer to build up a profitable prestige for his store.

The same success is waiting you. Write us for our attractive agency plan.



Benjamin Moore & Co., Limited

West Toronto
Ontario

main factors in building up one of the largest paint manufacturing concerns on the American Continent. This is not hearsay, it is fact.

Considering, from a selling standpoint, what they have done, and what they will do for you; and all at the expense of a little time on your part in preparing a list of names.

Brings the Business

An attractive circular, lithographed or printed in colors, showing colored cuts of homes with color chips of the very lines you carry is delivered right into the home of the customer. The very selling help which is absolutely essential to your paint business over the counter is set to work making suggestions and causing family discussions which very often results in 'phone sales without the customer entering the store.

Time and again the writer has seen little Johnnie sent to the paint dealer with one of these circulars and told to ask for a can of the color marked off by his mother.

Men come into the store and draw a mailing circular from their hip pocket, or women dive into their hand bags for them, and without fuss or parley order the color they have selected at ease in their rocking chairs at home.

I have in mind a farmer's wife who came into a dealer's store with a full selection of paints and varnishes for her home, all pre-arranged from a mailing card that had been sent to her by a manufacturer who had received the co-operation of his agent in compiling a list of names.

Dealers have received letters from rural customers, containing the mailing circular with colors and quantities all worked out in mail-order fashion.

Should Not Grumble

Dealers who do not avail themselves of this ready-made mail-order business provided by the manufacturer free of cost have little or no reason to grumble at the mail-order house which snatches business from him with the catalogue.

For, after all, these mailing circulars are embryo catalogues, which induce mail, telephone, and other forms of long distance ordering.

Our brief for the mailing circular in this article does not seek the elimination of other forms of advertising. Though perhaps some comparisons will show stronger relative selling power and if money is available, back up, and supplement the mailing circular with whatever other means you may have at hand.

Your local newspaper "ad" can do little more than argue in your favor in plain black and white. It cannot catch, arrest or interest the eye with colors as will the mailing circular showing the colors you carry in stock. Colored plates are not possible by such means to draw the attention of the man or woman sitting at their ease in their home. Circulars can and do draw the family into a discussion of their likes and dislikes of color and bring up mental comparisons of what actually exists in the home with what might be done with the colors shown.

It might be said that the paint circular can sow seeds of discontent with actual home conditions and lead to sales of paints and varnishes to overcome and improve the neglect that is brought to mind.

The same comparison might be made with painted signs, bulletins, and a host of other advertising means, all of which have their selling value, but which lack in many respects the power of the circular in the home.

Has Staying Power

Another word as to the staying power of the circular. Not infrequently the attractive paint circular has been known to be stored away with the almanac and family recipe book for further reference. The local newspaper "ad" usually dies on the night of its birthday, unhonored, undiscussed and unreferred to.

The one great essential is for the retailer to supply a list of names for guidance in the distribution of such circulations. When a carefully prepared list of names is furnished to the manufacturer, I know of no nearer approach to exact science in advertising. Circulation is at a maximum. Lost effort and expenditure is at a minimum, and sales returns are not only sure but greater than through any other medium.

To the man who says he hasn't time, I only want to say that whole oodles of money and effort have been expended in other directions, with far less returns than the circular brings. No dealer could himself spend the time or have a clerk spend the time to call on the number of prospective customers that the mailing circular will call on. It is doubtful if either could do so as effectively.

Right to the Home

The very colors that, of necessity, you must show a customer when he drops in your store, are carried right into the home. They save clerk's time in explaining and talking up your line.

To the man who vainly tickles his pride in displaying his name boldly in big letters on the side of a building, let it be said that the quiet working of the mailing circular in the home will cause more coin to jingle in your cash register, and these observations have spoken from experience in watching the results that all forms of paint advertising bring in.

It means an hour or two, or perhaps half a day gathering these names—but it is worth it! I don't know of any other effort that can pack more results-getting returns into the same space of time than compiling a good list of names.



How to Do it

Now, as to getting up a list. Con over your list just as carefully as you would an invitation list to a daughter's wedding or to an annual lodge feast. Don't bundle up a voters' list from the last general election. There will be a lot of good prospects there no doubt, but there will also be a lot of deadwood that will be of no use to you. Nor is the local telephone book much better. It will contain likewise some good material, but there are a whole lot of people who can use paint and don't use a telephone.

Hand pick your prospects. You can do it where the manufacturer cannot. Good advertising is the kind that brings the greatest results, with the smallest expenditure, for remember that your interests are locked with the fellow that pays the bills. It is infinitely better to have a thousand names who are ripe for a good strong diet of paint advertising than ten thousand with 90 per cent. that will be of no use to you.

Quite true, every individual is more or less a prospective paint consumer. And welcome the day when the paint trade wakens up the Canadian people to the use of more paint individually and collectively. In the meantime, good judgment in selecting your list of names will bring better returns than any hit or miss methods of shooting away this form of advertising.

Do it Now

And another thing: Don't put off the preparation of your list till to-morrow. Give the manufacturer who wants to help you a chance. He is asking you and thousands of others to prepare these lists. He is only human, and if everyone comes at him at once, he can only get away with just so much at a time. The dealer who sends his list in at say 11.59 p.m. on the last day of April, can only expect to receive attention in turn.

We have advocated the mailing circular because of its known definite advertising and selling value. The paint manufacturer prepares them because he has definite knowledge of the returns they bring. He wants these returns to come through you. Now, if they benefit him—well, it's a cause of sauce for both the goose and the gander.

Just one last word:—do not let another day go by without making up your list if you have not already done so. Then send it along right away. It means money for you this spring, and there is no cheaper form of advertising investment. And, like the rest of us, you need the money.

Permission has been granted to change the name of Goodwin & Company Limited, Sarnia, Ont., to the Imperial City Heaters, Limited.





BOECKH TRADE MARK ESTBD 1856 TORONTO

A SOUND FOUNDATION



The only way to build a sound foundation for your brush trade is by recommending and selling----*the best*.

Over sixty years of brush-making experience places us in a position to claim this standard of perfection for

BOECKH'S

Steel Grip Rubber Set Brushes



The bristles in all Boeckh Brushes are in to stay; they **"can't come out"**—because they are set in hard rubber and firmly bound with compressed steel ferrules.

Think what this means to you!—satisfied customers—customers who will come back for more, and who will tell others of the merits of Boeckh's.

There is a Canadian-made Boeckh Brush for every purpose for which a brush is used in Canadian industry.

Become a Boeckh representative, and increase your sales and your prestige.

Boeckh Brushes are not only "better" brushes—they are **the best.** Push them.



The Boeckh Company, Ltd.

TORONTO, CANADA

The Brush Department

How to Make An Effective Display of Brushes and Increase Sales

When Planning Window of Paint, Make Brushes Do Double Duty by Arranging Attractive Background—Square and Circular Effects Good—Arrangements Can Be Planned Before Window is Dressed

TO HARDWARE AND METAL a hardware man of many years' standing, who has sold hundreds of brushes and who has himself made much of the display feature in selling campaigns, outlined the following ideas which he has used to stimulate sales:

"I take sheets of beaver board and tint them with a delicate shade of water paint, preferably a cream or buff shade, and fasten a variety of brushes against the beaver board by using small snare wire. By placing the beaver board flat on a table or on the floor it is easy to arrange the brushes in circular form or in a square or oblong shape. By using a small pair of pliers, the wire, inserted through small holes made with a bradawl in the beaver board, may be twisted and drawn taut, so that when I lift the beaver board the brushes hold fast in position. They make an effective addition to a window display.

Placing These Panels

"These beaver board panels, for such they are, may be arranged to fit in at the back of the window so as to just fill up the background. Dividing strips may be placed at the back where the divisions come and there is little then to be done. By making up these units beforehand the window dressing is readily completed.

"I always make brushes an integral part of paint window displays. They are effective for this and do not in any sense detract from the impression which it is desired to make regarding the paint itself. As a matter of fact they improve, in my opinion, every showing of paints and painting materials which is made.

Important Points These

"It is important that brushes be placed in the windows and on the panels with care. This is something that one should not overlook. For instance, the bristles ought to be placed so that they will hold a natural position. Keep them from being pressed against the glass of the window, for if care is not taken the bristles will get out of shape and the chances are that the customer may demand a discount on brushes that appear imperfect in any way. To take full profits on brush sales one must keep stock in the best of condition always.

"Sometimes it may be necessary to drive small nails through the handles of brushes where they are being displayed against a board wall or backing. This I never objected to. But care must be taken to use a small brad. If a heavy nail of standard gauge be employed it will either split the handle of brushes or disfigure them so as to draw the customer's attention and perhaps make him ask for a special price on a given brush.

"In employing brushes in the forward part of the display these may be tastefully arranged near the glass. Sometimes it is well to use a plate glass shelf on a small pedestal for small lettering and camel hair brushes. Clever and neat designs may be worked out at will. In all cases I have found that the power of suggestion is very effective in stimulating sales in the brush department. The goods must be shown to best advantage always."

METAL AND PAINT MEN HONORED

There was keen competition this year for the office of councillors for the Montreal Board of Trade. Three successful candidates, representative of the metal and paint trades, were honored. Walter B. Ramsay, of A. Ramsay and Son Co., Ltd., manufacturers of paints and varnishes, being chosen by popular ballot by his many friends; also W. S. Leslie, president of A. C. Leslie and Co., wholesale metal merchants and importers, while Graham Drinkwater, of the Canadian-Fairbanks Morse Co., Ltd., was also elected. Competition this year is said to have been greater than during any year since the beginning of the war.

National Lead Company President Discusses Decline in Lead Prices

E. J. Cornish, president of the National Lead Co., speaking before the Master Painters' Association of the State of Pennsylvania, at Philadelphia, said that he was unable to forecast the probable consumption of paint and white lead during the spring months. Sales of dry white lead in oil for the first 17 days of January are 40% behind last year, when they were the lowest in the history of the white lead industry. No conclusion can be drawn from these facts, he pointed out. Owing to the decline in price of pig lead, there was a general expectancy of lower prices for white lead and paint dealers very properly delayed placing their orders.

Left on Their Hands

The unexpected stopping of the war left large quantities of pig lead in the hands of manufacturers having contracts with the Government. This surplus spot lead was a bear influence upon the market. The war demand for metallic lead had increased the United States production of pig lead, so that mines were producing about 130,000 tons annually in excess of the consumption of lead in the United States prior to the war. The result has been a very rapid decline in the price of pig lead.

For Spring Painting

Dutch process corroders carry in stock and process of manufacture about one-half of their annual consumption of pig lead. The cheap pig lead would not begin to come out of the plants in manufactured form for four months or about the time of spring painting. Therefore, National Lead Co. found itself in the dilemma that if it did not reduce prices, there would be no sales until the spring demand forced dealers to purchase, with the ever present danger that competitors would anticipate losses and demoralize business conditions.

Company's Dilemma

On the other hand, if it reduced the price of white lead to conform to the reduced price of pig lead, the company would have to stand an immediate loss of approximately $3,500,000. This loss, much as it would be to the company, was small compared to what would be suffered by the industry as a whole.

It is the custom of most dealers to inventory their goods at cost. Every customer of the National Lead Co. who expressed himself, without exception requested that there be no reduction in price, but these requests were not accompanied by an offer to purchase. National Lead Co. decreased its price for all lead products one cent a pound, announcing its intention to maintain that price until July 1, thereby attempting to equalize its losses, keep consumers from delaying their work until the spring period was passed in hope of lower prices, and prevent serious financial losses to its customers.



Varnish Buying

Even the occasional user has learned that quality and adaptability must be carefully considered when buying varnish, since it is an easy matter to ruin the appearance of a fine interior by using poor or inappropriate finishing materials.

When the dealer is consulted on such matters he can do his customers no better service than by suggesting or endorsing Berry Brothers' varnishes and paint specialties. They have a record of sixty-one years for complete efficiency for all finishing purposes.

PARTIAL LIST OF DISTRIBUTORS OF BERRY BROTHERS' PRODUCTS

Hunter, Henderson Paint Co. -	Vancouver, B.C.	Revillon, Ltd. - - -	Edmonton, Alta.
Wood, Vallance & Co., Ltd. -	Winnipeg, Man.	Wood, Vallance & Adams - -	Calgary, Alta.
Hudson's Bay Co. - - -	Calgary, Alta.	Dartnell, Ltd. - - -	Montreal, Que.
J. H. Ashdown Hdwe. Co. - -	Calgary, Alta.	Lariviere, Inc. - - -	Montreal, Que.
Sanderson, Pearcy Co., Ltd. -	Toronto, Ont.	L. Levasseur Co., Ltd. - -	Montreal, Que.
Frank A. Gillis Co. - - -	Halifax, N.S.	L. H. Gaudry & Co. - - -	Quebec, Que.
Marier & Tremblay - - -	Quebec, Que.	Moose Jaw Hdwe., Ltd. -	Moose Jaw, Sask.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties

WALKERVILLE, ONT.

(736)

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Jan. 30.—Declining exactly another seven cents, linseed oil furnishes the feature of the week in paint markets, and thus making a reduction of fourteen cents within two weeks. There is nothing to indicate which way the trend will be in the days immediately ahead, but if weakness continues in the grain markets, flax seed will go the way of other grains, which has been the case the past while. Turpentine is steady here, but somewhat easier in the south under a quieter market condition. Putty, white lead in oil, mixed paints and varnish are all steady, and for the most part, firm.

Linseed Oil At One Thirty-eight

Montreal.

LINSEED OIL.—Against the expectations of the paint trade, linseed oil has recorded a further decline and a price of one dollar and thirty-eight cents is being quoted on raw oil for one to four barrels. This further revision of price has resulted from declining seed prices, which, within the past week, have shown a weakening to the extent of ten cents per bushel. The easier tendencies in the Argentine market have been a big factor also. Export business is developing, although there is not much local selling.

LINSEED OIL

Raw, Imp. Gallon—		
1 to 4 bbls.	$1 38	$1 45
5 to 9 bbls.	1 37	1 45
10 to 25 bbls.	1 36	1 45
Boiled, Imp. Gallon—		
1 to 4 bbls.	1 40½	1 48
5 to 9 bbls.	1 39½	1 48
10 to 25 bbls.	1 38½	1 48

Rosin Easier; Turpentine Held

Montreal.

TURPENTINE—The local situation is without change of consequence and the basis is held steady at $1.10 per gallon. Due to a reduced enquiry and dearth of business, prices in the south have ruled somewhat easier, but there has been no reflection here. Rosins have declined about 25c per barrel at primary points, and if these factors are maintained, there ought to be an easier position in this market very soon. Supplies are fair, but not large.

Turpentine—	Per Imp. Gal.	
1 to 4 barrels	$1 10	$....
Small lots	1 12	1 20

(Packages extra)

High Materials Hold Putty Steady

Montreal.

PUTTY.—The effect of lower-priced linseed oil has not reflected as yet in the putty market. The makers claim that materials, other than linseed oil, are so scarce and the prices thereof so high, that no recession of price can be looked for yet. If oil continues to recede, there may be a readjustment of prices. Sales are naturally light and the market is steady.

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases.	7 15	7 40	7 75

Pure linseed oil putty, $2 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

Steadier Basis For White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—The basis as arranged last week is steadily held and orders have been received in seasonable, though small numbers. Five ton lots are quoted at $15.50 per 100 pounds; ton lots at $16, and smaller quantities at $16.35.

Varnishes Firm; Paints to Move

Montreal.

PAINTS AND VARNISHES. — The basis for mixed paints is steady and without change. There is a good deal of business accumulating from week to week and the outlook continues to be encouraging.

The varnish market is steady and is expected to hold firmly. The various materials being used in the manufacture of this line have continued to be scarce and high in price. They may be more readily procured in the coming months, but for the present, prices are likely to hold.

TORONTO

TORONTO, January 30.—Lower prices on linseed oil feature the paint markets this week but with a firmer tone noticed in flax seed, it may be that the bottom has been reached. There is little business doing just at the present and the same thing is true in turpentine, though prices hold on this commodity. White lead in oil has settled down to lower price basis and unchanged conditions are noted in putty, mixed paint and window glass.

Linseed Oil Goes Still Lower

Toronto.

LINSEED OIL.—Prices on linseed oil have come in for still further revision this week and the declines range from 3c to 7c below last week's figures. Lower flax seed is again responsible along with lack of much business. The seed market seems to have strengthened again the last day or two, but whether this will continue is a little uncertain just at the present. The movement of seed has been very good and crushers are feeling better as regards the outlook for oil stocks when heavy movement starts in the spring. Quotations to-day are:

Linseed Oil—	Raw Imp. gal.	
1 to 2 barrels, gal.	$1 41	$1 52
3 to 5 barrels, gal.	1 40	1 51
10 bbls. and over	1 38	1 49
	Boiled Imp. gal.	
1 to 2 barrels, gal.	$1 43½	$1 55
3 to 5 barrels, gal.	1 42½	1 54
10 barrels and over	1 40½	1 52

Turpentine Holds Without Change

Toronto.

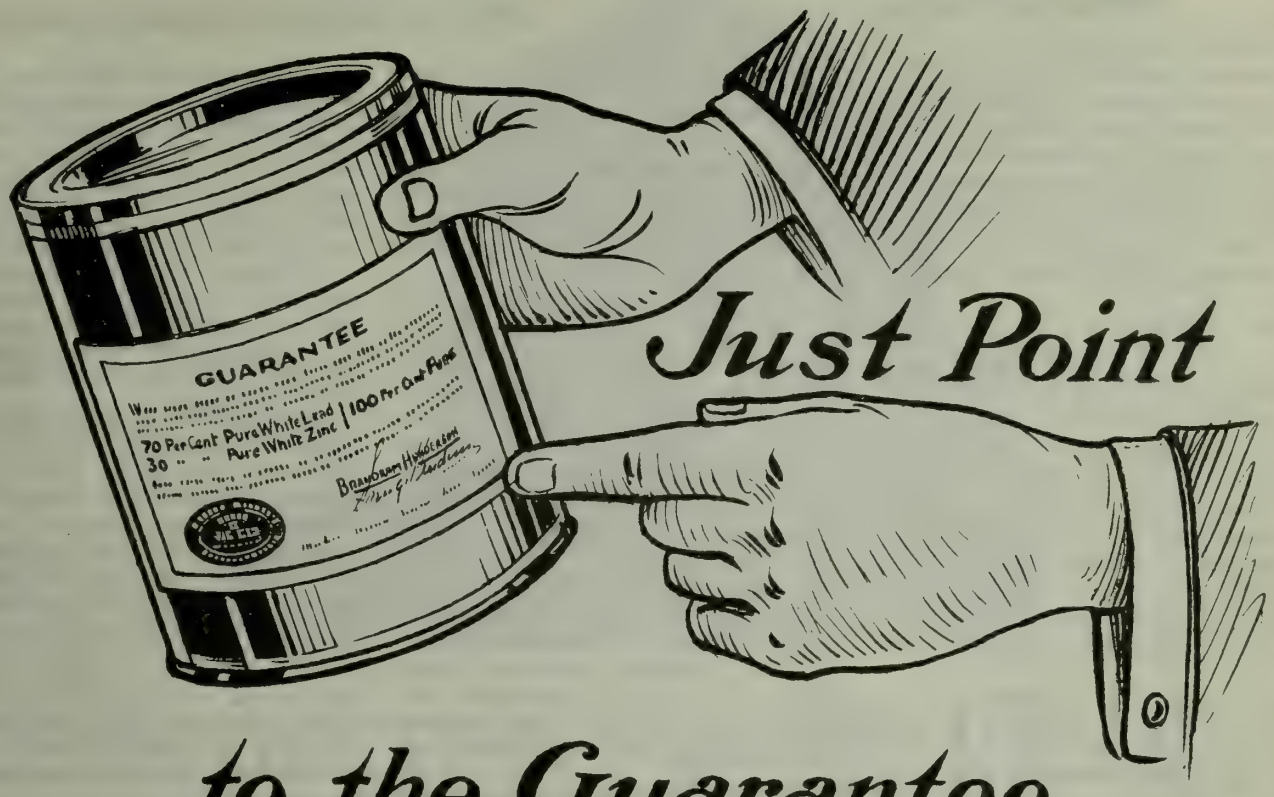
TURPENTINE.—Prices locally hold without change although southern points show a slight revision downward. Business locally is within a narrow compass at the present time and there is not much moving out from southern points either. Rosin is being allotted export space and the movement overseas is a steadying factor in the question of prices. Supplies are ample and the outlook considered very good. Turpentine prices follow:

Turpentine—	Imp. gal.
1 barrel (barrel included)	$1 10-$1 12
2 to 4 barrels (barrels included)	1 09- 1 11
5 gallon lots	1 20- 1 22

Mixed Paints Show No Revision

Toronto.

MIXED PAINTS.—Business coming to hand though not heavy is very fair. Dealers are buying carefully and the sorting orders this year are looked forward to as the big factor in the volume of business to be handled. Indications seem to point to real good conditions to come and a big paint business is expected.



Just Point to the Guarantee

WHEN you are selling B-H English Paint, you are saved the trouble of arguing about its quality. Conspicuously pasted on every can is the Guarantee Label, signed by the president of Brandram-Henderson, Limited, which places beyond question the goodness of

B-H "English" Paint

70% Pure White Lead
30% Pure White Zinc
100% Pure Paint

Just point to the guarantee. Better still, mention some customer who has used B-H "English" Paint on his house. He's sure to be a booster, like every other B-H user.

In spite of its superior quality, you can sell B-H "English" Paint at as low a price as any other standard line, and make as much profit. Considering its advantages in quality and its equality in price, B-H "English" Paint seems like the logical line for you to handle. And, when you add the outstanding publicity done for B-H "English" Paint, the reasons become overwhelming.

If there is no B-H Agent in your town, here's your opportunity. Do not let it escape you! Write at once to our nearest Branch, and let us lay our attractive proposition before you.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

White Lead in Oil Holds at Decline

Toronto.

WHITE LEAD IN OIL.—The market has settled down to the new basis of prices and is pursuing its natural course at the present time. Business is quiet but prospects are considered very bright. Prices ruling to the trade on pure white lead in oil are $16.30 per 100 pounds in ton lots, and $16.65 per 100 pounds in less than ton lots. The various brands are shown in current market quotations.

Glass Holds; Putty Quiet

Toronto.

GLASS, PUTTY.—No revision in prices on window glass have been made and the market seems quite steady. The outlook on plate glass seems to be tending downward, it being felt present level of prices is too high to lend proper encouragement to building operations from this field. A revision to lower levels seems to be on the way. Putty is quiet with no quotable change reported. The range of prices still in effect are:

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 30	$5 55	$5 90
Do., 100 lb. irons	6 15	6 40	6 75
Do., 25 lb. irons	6 40	6 65	7 00
Do., 12½ lb. irons	6 65	6 90	7 25
Bladder, in barrels	7 05	7 30	7 65

Pure putty advance $2 per 100 lbs. over above prices.

LOWER PRICES ON BOILERS AND RADIATORS MAY COME

Continued from page 58

mean that prices will be guaranteed against decline.

A sweeping reduction of 25 per cent. in Canadian prices cannot be made and is not necessary to conform to American quotations. There are some lines which undoubtedly will come down, whereas others again may be expected to maintain their present levels. Canadian prices prior to the recent drop in the United States were well below the American figures and may be expected to be adjusted to necessary lower levels now.

At the present time the tariff issue is a live one and should the tariff be altered it may mean some further readjustments. However, it is thought that in the meantime manufacturers will work along present basis and meet new conditions which may arise, as they develop.

COPPER EXPORT ASSOCIATION

The new Copper Export Association of New York has filed its articles of incorporation with the Federal Trade Commission in Washington and obtained permission to enter export trade as a unit under the Webb law. The incorporators are the American Smelting and Refining Company, the United Metals Selling Company, the Phelps Dodge Corporation and the Calumet and Hecla Mining Company.

Many Hardware Lines Are Put On Free List by British Government

THE British Trade Commissioners in Canada (G. T. Milne at Montreal and F. W. Field at Toronto) have received cable advices from the Department of Overseas Trade (Development and Intelligence), that the following wide range of British manufacturers have been placed on the free list, and now require no export license:

Artists' materials, athletic goods, bicycles but not tires, bicycle accessories (various), buttons (except military), horn and vegetable ivory, cigar and cigarette holders, china and earthenware, china clay, clocks, cutlery, drugs (various), fancy goods of paper, ivory, leather, etc; films subject to censorship, flower seeds, fountain pens, furs (dress, dyed or manufactured); glassware, hardware (iron and steel builders); hats, household effects of wood, iron or steel, ink, jewellery (imitation or pearl), laces, laundry machinery, ledgers, marble, mineral waters (unsweetened), musical instruments, office furniture, pictures, paintings, phonographs, photographic materials (not chemical), razors (safety and blades), ribbons (silk), spectacles, sewing machines, wallpaper.

List of goods for which expert licenses are still required for shipment from the United Kingdom will shortly be in the hands of the British Trade Commissioners noted above. They will also be advised weekly, by cable, by their department in London of the goods removed from such list and any alterations thereto.

The British Trade Commissioners will be glad to take up these matters with local importers and others interested.

The following are some of the principal commodities for which licenses are still required:

Abrasives, agricultural machinery, cement, chemicals (various), coal and coke, oils, pipes (cast iron), packing cases, railway material, resins, coal tar products, copper (wrought and unwrought, including wire); alloys, dyes, foodstuffs, food for livestock, glue, iron angles, bars, billets and constructional material, steel angles, ingot plates and similar raw materials, textile machinery, textile yarns, fibres and waste; tin plates, war material, wire rope, wood and timber.

The prohibition of the exportation of raw materials does not extend to goods manufactured from such materials.

BRANDRAM-HENDERSON, LIMITED, SENDING CHARLES H. GRATTON OVERSEAS

The firm of Brandram-Henderson, Ltd., has arranged representation overseas at the Lyons fair through their Eastern Townships representative, Charles H. Gratton. Mr. Gratton speaks French fluently and will be in charge of the special exhibit, which his firm is making at Lyons. This has been specially selected to meet the expected requirements of the big International Exposition at Lyons, and after this event is over, Mr. Gratton will proceed to Milan, Italy.

W. S. McLennan, sales manager for the company, stated to HARDWARE AND METAL that the firm has been developing overseas trade considerably, and particularly during the past few years, having direct connection with South America, Asia, New Zealand, Australia, South Africa, West Indies, etc.

NOVA SCOTIA STEEL COMPANY TO MAKE EXTENSIONS

Following telegraphic advices from New Glasgow, Nova Scotia, to the effect that the Nova Scotia Steel & Coal Co. had temporarily closed its steel plant and ceased coal mining operations at North Sydney, President D. H. McDougall issued this statement at New Glasgow:

"As to the truth of the rumors that the Scotia Co. contemplated the closing down of its steel-making department at Sydney Mines, and the curtailment of its operations at New Glasgow, it is well known that the several plants of the company have, during the past four years, been operated at high pressure. The present moment, when the cancellation of munitions contracts has left the tonnage of the company's order books at a lower point than at any time during the past four years, is considered an excellent opportunity for carrying out necessary repairs and renewals which could not be done during the strenuous years when all efforts were bent on increased production without consideration of cost.

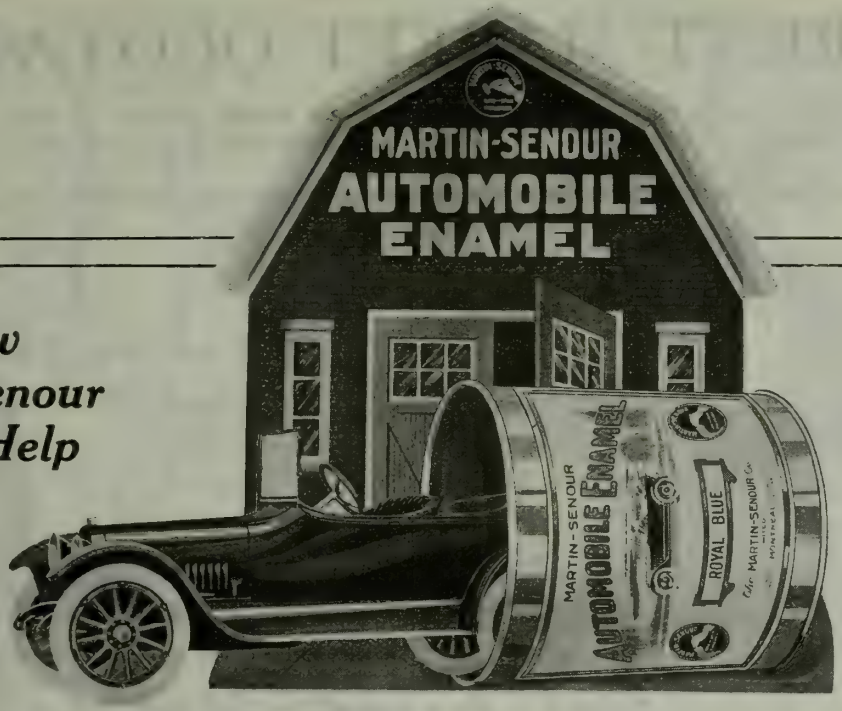
"New business is offered to a very limited extent and at prices which are not at present attractive to the Scotia Co.; consequently, now is the time to make the necessary preparations for the future. With this in view, certain extensions of plant which have been contemplated for some time will also be planned and undertaken where possible during the shut-down."

KEEPING THE STOCK TURNING OVER

Right on the heels of its recent special sale of galvanized ware, the Fraser Hardware Co. of Galt has come back with a special graniteware sale, which started Thursday and continued until last Saturday. In spite of the fact that there was a series of sales in Galt, there being no less than nine in various lines, this hardware firm reports business good. The firm by its special sales is gradually reducing its large stock and turning the goods into ready money.

The Chartered Trust and Executor Co. is now in charge of the hardware business of E. E. Berry, Toronto.

A New Martin-Senour Selling Help



Tasty and Effective

DISTINCTIVE SELLING HELPS

That describes the Martin-Senour kind. You will always find Martin-Senour selling helps just a little different—a little better than the average. The one reproduced above shows our new display feature for Automobile Enamel. It is made from heavy cardboard, with easel back, and is lithographed in very attractive colorings. Can be used either as a window trim or counter display.

MARTIN-SENOUR
PAINTS AND VARNISHES

MADE IN CANADA---SOLD ON MERIT

Are the easiest and most profitable to sell. Because, aside from the fact that our Dealer-Agents are rendered every possible assistance in the way of selling helps, mailing campaigns, newspaper and magazine advertising, etc., the goods themselves are of the very Highest Qualilty—100% Pure. Sold under a guarantee that protects both the Dealer-Agent and his customer.

Are we represented in your locality? If not, write at once for our Dealer-Agency Plan.

MARTIN-SENOUR PAINT & VARNISHES

The **MARTIN-SENOUR** *Co.*
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
MONTREAL
WINNIPEG TORONTO HALIFAX

MARTIN-SENOUR SPIC-SPAN FINISHES

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps 25% B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Canuck" Shells, Smokeless, $41 per M, net; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 12½% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½. $3.60; Nos. 1 and 2 (100 in box). $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box. $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augurs, add 10%.
Rockford Auger Bits, 50 and 10%.

Irwin Auger Bits, 15% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	$13 25	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No 2, doz.	12 50	13 20
No. 3, doz.	13 50	14 20
No. 4, doz.	14 50	15 25

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BARS, CLOTHES

No. 4, dozen	$ 9 00
No. 5, dozen	11 00
No. 6, dozen	13 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30%.
Standard Quality, 30, 10%.
Side Lace Leather, lb. $1.70-$1.90
Cut Lace Leather, lb. 1.90- 2.20
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50, lb.	5 00
No. 3 x 60, lb.	7 50
No. 4 x 100 lb.	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, IRONING

No. 32, 5 x 12 in., doz.	$11 00
No. 35, dozen	25 00
No. 36, dozen	29 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia and smaller, 6 in. and shorter, 20%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 25%.
Machine Bolts, ⅜ in. dia. and smaller, larger lengths, 15%.
Machine Bolts, 7-16 in. dia. and larger, 5%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 30%.
Square Head Blank Bolts, 5%.
Bolt Ends, 5%.
Plow Bolts, 15%.
Elevator Bolts, 10%.
Fancy Head Bolts, 10%.
Shaft Bolts ($3 list), 10%.
Step Bolts, large head ($3 list), 10%.
Whiffletree Bolts, 10%.
Nuts, square, blank, add to list, $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%. Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. 12-14c
F.O.B. Montreal, London, Toronto.

BRASS

Spring sheets, 24 gauge and heavier, base	$0 40
Rods, base ½ to 1 in., round	0 37
Tubing, seamless, base	0 48
Copper tubing, iron pipe size, base, ¾ in. up to 3 in.	0 52

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy .. $14.50-$17
30-gal. Standard .. 14 00

BOARDS (Wash), Zinc List Doz.

Pony	$2 25
Improved Globe	4 90
Neptune	4 90
Standard Globe	4 90
Original Globe	5 40
Jubilee	5 50
Newmarket King	5 50
Western King (enamel)	7 00
Beaver (brass)	7 00

List plus 5%. F.O.B. Newmarket.
F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 80 4	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list + 5%.
Triplex Spring Hinges, 20-10%.
Chicago Mortise Floor (5,000), 20, 7½ and 5%.
Chicago Relax Floor (6,000), 25-10-10-2½%.
Chicago Premier (4000), 12½%.
Chicago Ajax (3,000), 12½%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20%.
Chicago Screen Door (2000), 40-2½%.
Chicago Screen Door (3000), 16 2-3%.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN

	Proof Coil Welded		B.B.B. Fire	
	Mont'l	Tor'to	Mont'l	Tor'to
3-16 in.	$22.75	$17.00	$.....	$.....
¼ in.	16.75	14.50	21.75	23.70
5-16 in.	14.15	12.50	19.00	18.35
⅜ in.	13.00	11.50	15.90	14.00
7-16 in.	12.75	11.30	15.65	13.80
½ in.	12.50	11.15	15.50	13.65
⅝ in.	12.35	10.95	15.25	13.45
¾ in.	12.25	10.70	15.10	13.20
⅞ in.	12.05	10.60	15.00	13.10
1 in.	11.90	10.50	14.85	13.00

	Electric Welded B.B.	B.B.B.	
3-16 in.	$18.00	$19.00	$..... $.....
¼ in.	14.95	16.00	16.20 .....
5-16 in.	12.55	13.50	13.80 .....
⅜ in.	11.35	12.25	12.60 .....
7-16 in.	11.10	12.00	12.35 .....
½ in.	10.95	11.80	12.20 .....
⅝ in.	10.70	11.55	11.95 .....
¾ in.	10.40	11.25	11.65 .....

	Montreal and Toronto American Proof Coil Chain B.B.	B.B.B.
3-16 in.	$17.25	$.....
5-16 in.	14.25	17.25
⅜ in.	13.00	16.00
7-16 in.	12.75	15.45
½ in.	12.55	15.25
⅝ in.	12.25	.....

Electric Welded B.B.B.—Chain ¼ in., $13.75; 5-16 in., $12; F.o.b Toronto.

Cow ties, 5, 10%; trace chains net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl. $2.80-$2.95 in car lots; $3.40-$3.50 bbl. in small lots. Paris plaster, five-barrel lots $4.00; single barrel, $4.50. F.O.B. Toronto.

CHURNS

$9; No. 1, $9; No. 2, $10; No. 3, List price hand churns—No. 0, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0 $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto Hamilton, Fergus, London, St. Wood Drills, 37½%.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.
St. John, N.B., 20%.

CHOPPERS, FOOD

Universal—Dozen—No. 0, $19.25; No. 1, $23.30; No. 2, $28.35; No. 3, $36.45.

Russwin—Dozen—No. 0, $19.20; No. 1, $23.40; No. 2, $28.20; No. 3, $36.60.

F. o. b. Montreal, Toronto.

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6.85
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 60
18—6-strand, 50 ft. lengths	5 65
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER .. ... Montreal Toronto

Casting ingot, see weekly report.

Bars, ½ to 2 in.	$43 50	$43 00
Plain sheets, base, 16 oz. and heavier	42 00	46 00
Copper sheet, tinned, 14x60 in., 14 oz.	43 00	.....
Copper sheet, planished, base 16. oz. and heavier	50 00	46 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs: No. 111, $1.55; No. 121, $1.70; No. 122, $2.25; No. 127, $2.25; No. 100, $2.80 per dozen.
F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6. lb.	77
No. 7, lb.	76
Nos. 8, 9, 10, 12	75

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal. Montreal Toronto

Ordinary,	52 sheets.	$ 9 00	$ 8 00
Do.,	60 sheets.	9 10	8 10
	Apollo	Crown	Gorbals
18x24x52	.....	....	....
60	.....	....	....

COKE, TIN PLATES

	Per box
IC, 20x28 base	$25 00
IX, 20x28 base	28 00
IXX, 20x28 base	32 00
IXXX, 20x28 base	36 00

F.O.B. Toronto

Raven and Murex Grades—
IC, 20x28 base, 112 sheets..
IX, 20x28 base, 112 sheets..
IXX, 20x28 base, 56 sheets..
IXXX, 20x28 base, 56 sheets
(Nominal) f.o.b. Montreal.

TERNE PLATES

I. C. 20x28, 112 sheets.. $25 00
F.O.B. Toronto.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$20 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

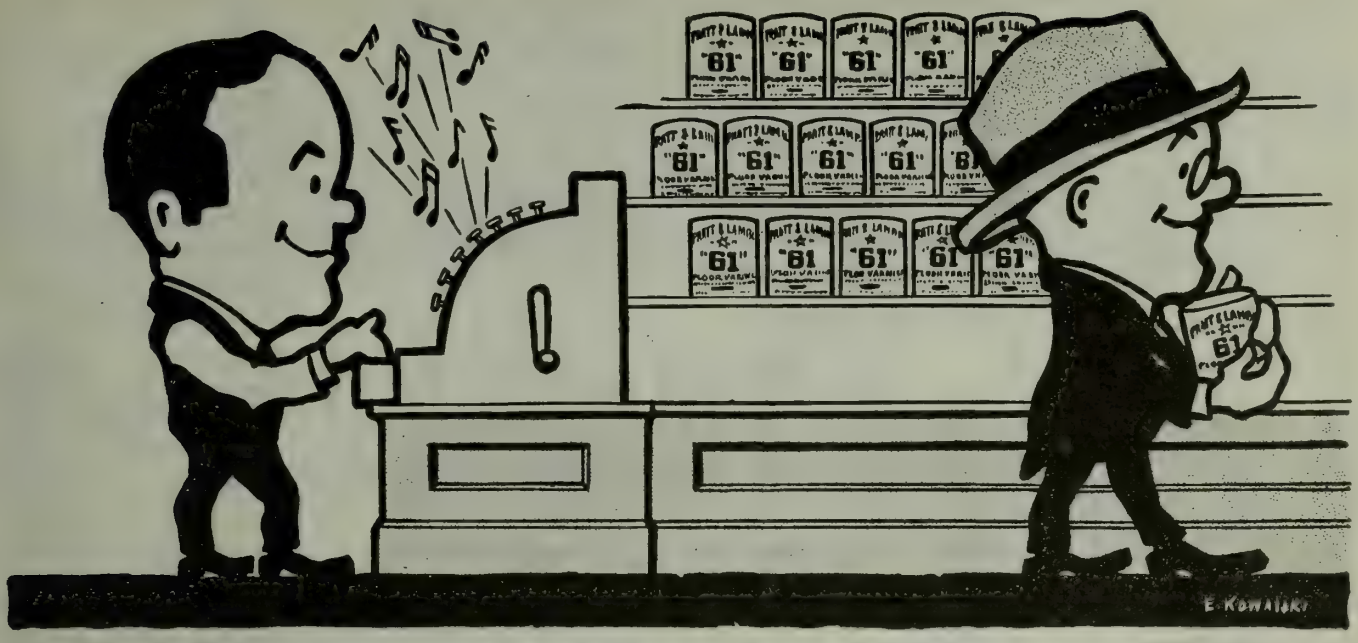
F.O.B. Montreal.

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50
Sleepmeter	1 65

F.O.B. Montreal, Toronto, London, Hamilton

CROWBARS, $10.50 per 100 lbs.



It's Music to their Ears!

THE "Song of the Sale" bursts forth early and often from the P&L dealer's cash register, because his store is identified with that 24 carat, quick-sale line — "61" Floor Varnish in Colors!

It's music to the ears of the dealer because it means a quick turnover! It's music to the ears of the customer because he knows he is getting one hundred cents worth of durable, satisfaction-giving varnish for every dollar he invests.

"61" in Colors is the same reliable "61" Floor Varnish that has made good with P&L dealers and consumers for 30 years. It is backed up with a nation-wide advertising campaign to increase its already far-reaching popularity.

Let this advertising boost your store and link it up with that 70-year-old P&L reputation for quality varnishes. Write today for full particulars of Introductory Assortment.

PRATT & LAMBERT-INC.
VARNISH MAKERS 70 YEARS
24 COURTWRIGHT ST., BRIDGEBURG, ONT.
FACTORIES
BRIDGEBURG, ONTARIO
NEW YORK BUFFALO CHICAGO
LONDON PARIS SYDNEY

"61" FLOOR VARNISH

for Floors, Furniture and all Woodwork

Now made in Eight Colors

DRILLS—
Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank.

List each.			
1/8	$0.45	19/32	$1.20
5/32	.45	5/8	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
1/4	.60	23/32	1.60
9/32	.65	3/4	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
3/8	.80	27/32	2.00
13/32	.85	7/8	2.10
7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
1/2	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2.70	3/8	$8.50
1/8	3.00	7/16	10.50
5/32	3.50	1/2	13.00
3/16	4.00	9/16	15.50
7/32	4.50	5/8	18.00
1/4	5.00	11/16	21.00
9/32	6.00	3/4	24.00
5/16	7.00	7/8	30.00

Bit Stock Drills .....35 to 40%
Blacksmiths', ½-in. shank, 25-40%
Straight Shank .....25 to 40%
Straight Shank, wire....25 to 40%
Taper Shank .....25 to 40%

DOORS,
See Screen Doors.
F.O.B. Toronto.

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares.

FILES AND RASPS
Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	25-27½%
Black Diamond	25-27½%
Delta Files	20
Firth Files	50

F.O.B. Toronto, Montreal, London and Hamilton.

FITTINGS
Cast iron fittings, 12%; Malleable bushings, 28%; cast bushings, 28%; unions, 35%; plugs, 22% off list. Net prices Class B, black, 24s lb.; Class C, 16c lb.; galvanized, Class B, 33c lb.; Class C, 24c lb.
Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	8 00
Under 40 lbs.	3 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING) Doz.

Russet rope shank, 1"	$11.25-$12.75
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼ in.	12-50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼ in.	18 75

Halters (Sisal)
7-16 in. gross, $24; 9-16 in., $36.
F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)
All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neckyokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.
F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP
Heavy, Net Prices.

	Strap	Tee
	Doz. pairs.	
4-inch	$2 70	$2 30
5-inch	3 33	2 88
6-inch	3 60	3 24
8-inch	4 86	3 69
10-inch	8 64	6 57
12-inch	10 71	10 44
14-inch	12 24	10 62

Light, Net Prices, figured at discount 10%.

3-inch, doz. pairs	$0 90	$0 90
4-inch	1 08	0 99
5-inch	1 26	1 17
6-inch	1 53	1 35
8-inch	2 25	1 60
10-inch	....	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6-in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.
Discount, 25%.
F.o.b. Toronto, London, Hamilton, and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOES, Grub $10 50 11 00

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 15	$5 00-$5 50
No. 3, per doz.	4 25	5 50- 6 40
No. 4, per doz.	4 35	6 00- 7 40
Little Giant	6 00	....
Barden Patent	6 00	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c	No. 1 and smaller
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heav yiron	6-8	7 75	....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Fetherweight "XL" steel	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight(front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS
Nos. 0, 1, 2, and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$17 50
Corrugated, ⅝ in., 100 ft.	20 50
Corrugated, ¾ in.	$23 50
Corrugated, 1 in., 100 ft.	35 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS
Coppered wire, 3 in., $1.10 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL
See weekly report.

IRON, TINNED
Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots	....
Less than case, 50c per 100 lbs. extra.	

F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished per set	2.20-2.30
Mrs. Potts, No. 50, nickel-plated, set	7 35
Mrs. Potts, handles, japanned, doz.	1 65
Sad irons, common, plain, 3, 4, and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	$4 00 4 10
Canadian Beauty Electric Irons—	
Style A	4 50
Style B	4 85
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

Step Ladders	Per ft.
Perfect, 6 to 10 ft. only	$0 31
Hercules, 4 to 10 ft.	0 33
Hercules, 12 to 14 ft.	0 28
Faultless, 4 to 10 ft. only	0 29
Ontario, 4 to 10 ft. only	0 26
Shelf Lock, 4 to 8 ft. only	21

Single and Fruit Picking

10 ft. to 16 ft.	20c ft.
18 ft. to 20 ft.	23c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London.

Extension Ladders	Per ft.
Up to 32 ft.	0 20
34 to 40 ft.	0 22

F.O.B. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	18 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (round reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short	$0 95-$1 10
Cold blast	1 00- 1 10

3 doz. cases, 95c doz.z; 6 dozz. cases, 90c doz.

Cold blast, genuine ruby	$4.75

F.o.b. Toronto, London, Hamilton, and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2	$1 90-$2 05
Steel Thumb, No. 3	2 50- 2 75
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	$10 00
Dowswell	10 00
Noiseless	15 50
Hamilton	12 00
Ottawa	10 50
Peerless	10 50
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	22 00
Ideal Power	28 00
Seafoam, electric	107 00
Seafoam, engine drive	49 00
New Idea, electric	134 00
Sunshine	9 50
Popular, No. 1	10 50
Popular No. 2	10 00
Economic	12 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	50 50
Do., do., electric	108 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
1 X L	18 50
Perfection, engine drive	55 50
Perfection, engine drive	15 50
Gem	16 50
Winner, plain	13 50
Connor Improved	10 00
Jubilee	9 50
Canada First	19 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$12 50	$13 25
Pick, doz.	12 50	13 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$29 40
No. 8, dozen	33 60
Universal—	
No. 4, doz.	$38 10 39 60
No. 8, doz.	46 40 48 60

MOPS

O-Cedar, doz, net	$12 00
Sprustex, No. 2, doz.	$8 00 8 40
S.W. Mops, complete, doz.	5 25 5 40
Mop Sticks, doz., No. 8	2 00
Cast Head Mop, doz.	2 00
Crescent, doz., No. 10	2 50 3 35
Crank wringing, doz.	6 90

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London Hamilton.

NAILS
List adopted July 10, 1912.
Advance over base on common wire nails in kegs.

		2¾	inch.....15c
1	inch.....$1	3	inch.....10c
1⅛	inch..... 1	3¼	inch.....10c
1¼	inch.....65c	3½	inch.....10c
1½	inch.....40c	4	inch..... 5c
1¾	inch.....40c	4½	inch..... 5c
2	inch.....30c	5	inch base.
2¼	inch.....30c	5½	inch base.
2½	inch.....15c	6	inch base.

6½ to 12 inch-2 Ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.50 base.
Freight equalized on above points.
F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.55 base.
Freight equalized on above points.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $5.62½.
Sault Ste. Marie, Port Arthur, Fort illiam, $5.55 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.
Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.
Cut Nails—Montreal, $5.85 base; Toronto, $5.85 base; London, $5.85; Hamilton, $5.85; no equalization of freights.
Roofing Nails—American, large head, keg, $10.
F.o.b. Montreal, Toronto, Hamilton.

NAILS (HORSE)
C Brand

Size Capewell—	Per 100 lbs.
No. 5	$28 00
No. 6	22 00
No. 7	21 00
No. 8	20 00
Nos. 9 to 12	19 00

Discount, 10%.

Lowe Brothers Paints

Paint is Made to be Seen—A good paint is its own best Advertisement

NO man can paint the outside of his house without his neighbors being aware of the fact.

He cannot decorate the interior without his friends seeing it.

If he uses Lowe Brothers Paints—if the work is carefully done—if the color combinations are artistic and correct—people are sure to ask the name of the paint used, and of the dealer who sold the paint and recommended the colors.

The fineness of texture of Lowe Brothers Paints, their depth of tone, their brilliancy and permanence of color always attract attention and provoke enquiries.

When you sell a can of Lowe Brothers Paint over your counter you put out a strong advertisement for your store—you send out a silent salesman that will bring you in repeat orders and new business.

We have an interesting proposition for the live dealer who wants to increase the profits of his paint department this coming season.

Drop us a card for full particulars

LOWE BROTHERS, LIMITED
TORONTO

Dayton Boston New York Chicago Kansas City Minneapolis Atlanta



"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
4	1¾"	10 00
3	1⅝"	$20 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

OAKUM

Best (American)	$21 00-$22 00
U.S. Navy (unspun)	
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	
U.S. Navy (spun)	21 50
Plumbers (spun)	$10 00- 10 50

F.o.b. Montreal, Toronto

OILS	Montreal	Toronto
Royalite, gal.	0 19½	0 18½
Palacine, gal.	0 22½	021½
Gasoline, net, gal.	0 34	0 33
	List	Gallon
Black oil (Summer)	0 19½	0 18½
Black oil (Winter)	0 20½0	19½
Imperial Kerosene Tractor	0 55	
Capital cylinder	0 62	0 61
Machine oil, regular grades	33½-42½	32½-41½
Standard gas engine oil	0 40½	0 39½
Paraffine	0 29	0 28

List, less 15% on above.

Polarine Oil, list	0 90
Polarine Oil, heavy, list	0 90
Gargoyle Mobiloil, list	1 33

List, less 25% on above.

Fuel oil, bbls. net	0 10¼
Fuel oil, tank cars, net	0 08¾

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER	Per 400-lb. roll
Dry Fibre, No. 1 roll	$1 10-$1 20
Dry Fibre, No. 2 roll	0 62- 0 65
Anchor Brand	1 20
Rosin Sized Sheeting, red	1 05
Do., blue	1 10
Tarred Fibre, No. 1 roll	1 25- 1 30
Tarred Fibre, No. 2 roll	0 77- 0 83
Surprise Fibre	0 67- 0 71
Tarred felt, per cwt.	4 10
Cyclone (dry)	1 20
Cyclone (tarred)	1 20
Joliet (dry fibre)	0 65
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeting (per 100 lbs.)	13½ 0 15
Carpet Felt, 16 oz., per 10 lbs.	$5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—	
5 to 6 lbs., doz.	$12 00
6 to 7 lbs., doz.	12 75
7 to 8 lbs., doz.	13 50
Rock—	
7 to 8 lbs., doz.	12 50

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in.	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 38.

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 00	$ 8 00	$.....	$.....
¼ in.	4 68	6 81	5 28	7 41
⅜ in.	4 68	6 81	5 28	7 41
½ in.	6 21	7 78	7 06	8 63
¾ in.	7 82	9 95	8 97	11 10
1 in.	11 56	14 71	13 26	16 41
1¼ in.	15 64	19 90	17 94	22 20
1½ in.	18 70	23 76	21 45	26 34
2 in.	25 16	32 01	28 86	35 20
2½ in.	40 37	51 19	.....	.....
3 in.	52 79	66 94	.....	.....
3½ in.	67 16	84 18	.....	.....
4 in.	79 57	99 74	.....	.....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in.	$28 86	$35 34	$32 56	$39 03
2½ in.	42 12	52 36	47 97	58 21
3 in.	55 08	68 47	62 73	76 12
3½ in.	69 00	86 94	78 20	96 14
4 in.	81 75	193 00	92 65	113 90
4½ in.	93 00	118 00	112 00	137 00
5 in.	108 00	137 00	130 00	159 00
6 in.	140 00	178 00	169 00	206 00
7 in.	283 00	292 00	219 00	268 00
8 L in.	193 00	244 00	230 00	281 00
8 in.	222 00	281 00	265 00	324 00
9 in.	266 00	336 00	.....	.....
10L in.	246 00	312 00	294 00	360 00
10 in.	317 00	402 00	379 00	464 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain List
2 in., in 10-ft. lengths, list	$8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Net list.

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

Medium and extra heavy pipe, 2 to 6 inch	15%
Medium and extra heavy fittings, 2 to 6 inch	25%
8 inch pipe and fittings	Net list

F.O.B. Toronto, Montreal

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	8 50
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz., list	3 00
12-oz. bottles, doz., list	6 00
1-qt. can, doz., list	15 00
½-gal. cans, doz., list	24 00
1-gal. cans, doz., list	36 00

Discount 33 1-3 per cent.

Liquid Veneer—

4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 25%; Iron Burrs, 25%.

Copper rivets, usual proportion of burrs, add 25%; burrs, add 25%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	$2 30
Samson, 2-ply, roll	2 75
Samson, 3-ply, roll	3 30
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
R. S. Special, 3 ply	2 25
Amazon, 1-ply	2 05
Amazon, 2-ply	2 35
Amazon, 3-ply	2 65
Everlastic, 1-ply	1 80
Everlastic, 2-ply	2 10
Everlastic, 3-ply	2 40
Good Luck, 1-ply	1 80
Good Luck, 2-ply	2 10
Good Luck, 3-ply	2 40
McCombe Sp., 1-ply	1 75
McCombe Sp., 2-ply	2 00
McCombe Sp., 3-ply	2 25
Black Cat, 1-ply	2 05
Black Cat, 2-ply	2 35
Black Cat, 3-ply	2 65
Black Diamond Ready Roofing, 2 ply	1 12
Black Diamond Ready Roofing, 3 ply	1 38
Liquid roofing cement, per gal. in barrels	0 31
5 and 10 gal. lots, per gal.	0 41
Coal Tar (refined), bbl.	8 50
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto, London, Montreal.

ROPE	Lb.
Pure Manila basis	28½
British Manila basis	24
New Zealand hemp basis	24
Sisal basis	25½

Above quotations are basis prices ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., 1½c; 9-16 to 7-16 in. inclusive 1c; ⅜ in., 1¼c; ¼ and 5-16 in., 2c; 8-16 in., 2½c extra.

Single lath yarn basis	25½
Double lath yarn	26
Yacht marline, tarred	54
Halyards	47
Hemp, deep sea line basis	47
Hemp, tarred ratline basis	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42
Italian rope basis	On application
Cotton ¼ in.	0 81¾
5-32 in.	0 80¾
3-16 in.	75 77½
¼-in. and up	74 76½

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star Sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list. per cent. on list. F.o.b. Toronto, Montreal.

SCALES	Scale List	Stamping extra
Champion—		
4 lb.	$ 5 50	$0 20
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10 lb. Household	5 00	0 10
25 lb. Household	6 00	0 30

Champion list prices subject to a discount of 5%; Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto Montreal, Hamilton.

SCYTHES	Doz.
Cast Steel	$15 00
Golden Clipper	16 00
Little Giant	17 00
Bush	15 50

F.o.b. Toronto, London.

SCREEN DOORS

Kasement, No. 1, 2 ft. 8 in., $28.80; 2 ft. 10 in., $30.00; 3 ft., $31.20; Nos. 2, 3 and 4, 2 ft. 8 in., $31.20; 2 ft. 10 in., $32.40; 3 ft., $34.20 dozen.

SNATHS	Doz.
00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	57½
Wood, R. H., brass	52½
Wood, O. H., brass	52½
Wood, F. H., bronze	47½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	20
Hexagon cap	20

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen	$7 00

SHEETS, BLACK

See Montreal and Toronto report

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs.
10¾ oz.	$9 00
U.S. 28	8 70
U.S. 26	8 40
22 and 24	8 20
18 and 20	8 10
16	8 20
14	8 10

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75, 26-gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge		
16 gauge		
18-20 gauge		
22-24 gauge		
26 gauge		
28 gauge		
10¾ ozs.		

Add 25c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbam "best-best"
16			
18-20			
22-24			
26			
28			

Less 25c in case lots. F.o.b. Montreal.

SHINGLES

	Per sq.
Standard galvanized	$11 00

Shipping weight, 90 lbs.

Standard painted	8 50

Shipping weight, 80 lbs.

Discount 7½%.

F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL

Standard galvanized	$9 25
Standard painted	7 50

Discount 7½%.

F.o.b. Montreal, Toronto, Ottawa Oshawa.

SOLDERING COPPERS

Basc, ⅜ lbs., 58-lb., F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	18 75
Perfection No. 33, 3-burner	24 25
Perfection No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Discount 25% off list.

Freight allowed on shipments of 12 stoves.

McClary Glass Front Oven No. 70, each, net	4 25
Detroit Glass Front Oven No. 85, each, net	4 50

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters.	List
No. 525, each	7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list.

Freight allowed on shipments of 24 heaters.

F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.

Alex. McArthur & Co., Ltd.

TRADE MARK

82 McGill Street Montreal, Canada

BLACK DIAMOND

TARRED FELTS

and SHEATHINGS

Made at our own Paper Mills.

SAVE COAL

BY USING

BUILDING PAPER

Show Your "Figure"

Models of

Automobile SKATES

For Pleasure Skaters

The Automobile "Figure" and "Waltz" models are so designed that they are equally suitable for pleasure skating.

In fact, many customers who like a decided curve to the blade will prefer these models for ordinary skating.

Canada Cycle & Motor Co.

LIMITED

Montreal, Toronto WESTON Winnipeg, Vancouver

What Varnish Do You Sell?

There is just as big a difference in varnishes as in paints. Cheap varnishes will not stand the test and cause dissatisfaction and disappointment to the user.

Dougall Varnish

is the line of entire satisfaction. Every user is a pleased customer. There is a Dougall Varnish for every purpose and our reputation and guarantee stand behind every gallon sold.

Our Proposition to the dealer is a good one. Write for it.

The Dougall Varnish Co., Ltd., Montreal

QUALITY DOUGALL VARNISHES FIRST

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	25 and 25	25 and 25	25 and 25
Draining Tools	25 and 25	25 and 25	....
Hollow Back Scoops	25 and 25	....	25 and 25
Sand Shovels	25 and 25	....	25 and 25
Hollow Back Shovels	25 and 25	....	25 and 25
Hollow Back Coal Shovels	25 and 25	....	25 and 25
Riveted Back Scoops	25 and 25	25 and 25	25 and 25
Miners' Spring Point Shovels	25 and 25	....	....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	....
Hollow Back Scoops, No. 2, black	34.50	....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	....	30.00
Sand Shovels, No. 2, black	27.50	....	24.00
Hollow Back Shovels, No. 2, black	27.50	....	24.00
Riveted Back Scoops, No. 2 black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	....	....

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

	Bissell's Doz.
American Queen, Nickeled Fittings, Cyco Ball Bearing	$48 00
Club, Jap. Cyco Bearing	102 00
Champion, Nickeled Fittings	40 00
Champion, Japan'd Fittings	34 00
Grand, Nic., Cyco B.B.	61 00
Grand, Jap., Cyco B.B.	55 00
Grand Rapids, Nic., Cyco B.B.	45 00
Grand Rapids, Jp., Cyco B.B.	39 00
Parlor Queen, Nic., Cyco, B.B.	51 00
Princess, Nic., Cyco B.B.	46 00
Standard, Nickeled Fittings	42 00
Standard, Jap'd. Fittings	36 00
Universal, Nic., Cyco Bearing	43 00
Universal, Jap., Cyco Bearing	37 00

SWEEPERS, VACUUM

	Bissell's Doz.
Grand Rapids, Nic.	$98 00
Household, Jap.	88 00
Superba, Nic.	114 00

F.o.b. factory Niagara Falls, Ont.,

Prices guaranteed by manufacturers against their own decline to June 30, 1919. Also stocked by jobbers.

SWEEPERS (ELECTRIC)

Steel frame	36 40
Aluminum frame	43 90
Attachments, set	8 25

F.o.b Toronto, Hamilton, London.

TACKS

	Discount
Wire Tacks	60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 10%
Shoe findings list adopted July 5, 1917—Net list.	
List of Capped Goods adopted Jan. 1, 1916	60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOASTERS, ELECTRIC

Canadian Beauty	$4 50
Upright, with rack	$6 40

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount.

F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10		Net List

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME)

	Doz. with chain
Victor, No. 1	$2 20
Jumbo, No. 1	2 95
Hawley & Norton, No. 1	3 45
Newhouse, No. 1	4 70

F.o.b. Toronto, London, Hamilton Montreal.

TWINE (BINDER)

	Per lb.
500 ft.	$0 22
550 ft.	0 23¾
600 ft.	0 25
650 ft.	0 26½

In b-ton lots ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb. 75-77-80¾

4-ply, wrapping, lb. 79-81¼-85

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.o.b. Newmarket

VALVES

	%
Ground work	40
Compression work, standard	45
High grade	41
Cushion work	40
Fuller work, standard	43
High grade	36
Basin cocks, No. 0 Standard	38
High grade	38
Bath cocks	48
Flatway stop and waste cocks, standard	47
High grade	45
Roundway stop and waste cocks, standard	45
High grade	45
Brass steam cocks, standard.	10% advance on list
Radiator valves, standard	10
D., removable seat	Net list
Patent quick opening valves.	30
Globe, angle and check valves, standard	Net
Do., Jenkins Disc, 5% advance	on list

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 40-10%.

Colonial, 27½%.

Imperial Ware, 27½%.

Pearl, 27½%.

Premier, net list.

Canada Ware, net list.

Diamond, net list. White Ware, 45%

Japanned Ware, list plus 30%.

Japanned Ware, White, list, plus 40%.

Plain and Jap Sprinklers, list plus 30%.

Barb $6.75

Stamped Ware, plain, 45%.

Stamped Ware, retinned, 40%.

Copper Bottoms, list, plus 10%.

Tinners' Trimmings, plain, 45%.

Tinners' Trimmings, retinned, 40%

Tinners' Trimmings, general, list plus 20%.

Factory Milk Cans, list plus 50%

Milk Can Trimmings, list, plus 60%.

Cream Cans, list plus 25%.

Railroad Cans, list, plus 20%.

Pieced Tinware, C.B., list, plus 70%.

Sheet Iron Ware, list, plus 20%.

Pieced Ware, ordinary, list, plus 50%. Fry Pans, 40%.

Spiders, steel, net list; cast iron 10%.

Fire Shovels, Japanned, list, plus 20%.

Steel Sinks, painted, list plus 25%

Steel Sinks, galvanized, list plus 25%.

Light Galv. Pails and Tubs, list plus 30%.

Heavy Galv. Pails and Tubs, list, plus 20%.

Garbage Pails, list, plus 20%.

Jap. Coal Hods, list, plus 40%.

Galv. Coal Hods, list, plus 50%.

Paper Lined Boards, 30 and 10%.

Wood Lined Boards, 30%.

Stove Pipe, patent, per 100, 6 in., $22.38; 7 in., $23.87.

Common, made-up, per 100, 5 and 6 in., $24.67; 7 in., $26.07.

Polished, made-up, per 100, 5 and 6 in., ...; 7 in., ...

Stove Pipe Thimbles, 45%.

Copper Boilers, list, plus 10%.

Copper Tea Kettles, list, plus 10%.

Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.

Copper Tea and Coffee Pots, list, plus 10%.

Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%

Nickel-plated Ware, 50%.

F.o.b. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS

Round plain. Sizes given are size of hole. In boxes of 50 lbs., list prices, per 100 lbs.—¼-in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.20; ⅞ in., $18.20; 15-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in,, $19.00. Discount 33 1-3 per cent. Net extras, 26 to 49 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb. per 100 lbs.	$5.50-$5.85	$5.50	$5.35
Section, ½ lb. per 100 lbs.	$5.50-$5.85	$5.50	$5.50
Solid, 3 to 30 lbs., per cwt.	4.25	4.25	3.75

WHEELBARROWS

Navvy, steel wheel, doz.	$58 20
Garden, steel wheel, doz.	67 20
Light garden, doz.	64.20

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire	Per 100 lbs
No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35
Stovepipe Wire	
No. 18	9 00
No. 19	9 50
Hay Wire in Coils	
No. 13	6 85
No. 14	7 00
No. 15	7 20
No. 16	7 45
Smooth Steel Wire.	
Nos. 0-9 gauge, base	6 25

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

List of extras in 100-lb. lots, net

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 10

Oiled and Annealed Wire	
No. 10	$6 45
No. 11	6 47
No. 12	6 55
Wire Bale Ties	
No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire.	Toronto
No. 9 pl. galv.	5.35- 6.75
No. 12 pl. galv.	5.50- 6.15
No 13 pl. galv.	6.00- 6.25
No. 9 coil sp.	5.50- 6.00
No. 12 coil sp.	5.80- 6.25

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples	
Fence staples, bright	$5 75
Fence staples, galvanized	6 50

In 25-lb. boxes add 50c extra.

Poultry Netting Staples	
Poultry netting staples, galvanized, list	$12 00

Less discount of 12½%.

Bright poultry netting staples $1.10 less than galvanized after discount has been made.

Copper and Brass Wire	
Copper wire list, plus	10%
Brass wire, 3 to 24 gauge, add	40%
25 to 36 gauge, add	25%

Wire Cloth	
Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls	$3 25
In 50-ft rolls	3 30
Galvanized, per 100 sq. ft. in 100 ft. rolls	4 75 5 50
Bronze, sq. ft.	0 14

F.o.b. Toronto, Hamilton, London.

Wire Goods	
Discounts apply to list adopted Nov. 20, 1916.	
Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 80
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 80
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	108 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 40
Eclipse	97 70

Discount off above list, 30% and 5%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal Toronto, Kingston, Hamilton, London, St. Mary's.

For zinc products and zinc sheets See weekly report

WRENCHES

Trimo—	Doz. net		Doz. net
8 in.	$15 60	18 in.	$35 00
10 in.	17 40	24 in.	50 60
14 in.	24 45		

Coes—	Doz. net		Doz. net
6 in.	$14 60	15 in.	$35 00
8 in.	17 50	18 in.	46 60
10 in.	20 40	21 in.	56 80
12 in.	26 20		

Stillson—	Each	Doz. net
6 in.	$1 20	$14 00
8in.	1 35	15 60
10 in.	1 50	17 40
14 in.	2 10	24 45
18 in.	3 00	35 00
24 in.	4 35	50 60
36 in.	....	94 20
48 in.	....	139 20

Be Ready for the Spring Rush

Stock Up Now

¶ The coming season promises to surpass any that has yet gone by in the Paint Trade. Don't be caught unprepared!

¶ There will be an unprecedented demand for Sherwin-Williams products. You know what satisfaction they give. Don't be without a full and ample line. There's sure to be a great call for S-W Paints; Flat-tone (for interior wall and ceiling work); for S-W Varnishes, Varnish Stains, etc., and for "Commonwealth" Barn Red.

¶ This Victory year will find most people brightening up their dwellings, barns, etc., so don't disappoint your customers when they ask for S-W Paints and Varnishes.

¶ Order to-day. Remember, transportation difficulties may cause some delay in delivery. And that's another reason for giving an ample order.



THE SHERWIN-WILLIAMS CO.
of Canada, Limited
MANUFACTURERS OF INSECTICIDES
Offices and Warehouses:
Montreal, Toronto, Winnipeg, Calgary, Vancouver
Halifax, N. S., London, Eng.



All Patriotic HARDWARE DEALERS Should Sell THRIFT Stamps

SELL Thrift Stamps, not because there is any immediate profit for you in such sales, but because the Dominion of Canada needs your patriotic co-operation in its plans to ensure Prosperity.

If the smaller savings of the people can be made available to finance Government expenditure, then the larger public investments will be free for industrial securities, thus promoting general Prosperity, in which every storekeeper is vitally interested.

Get your customers to take a Thrift Stamp in place of 25c change whenever you possibly can. Display your sign. Explain that Thrift Stamps are a means to acquire War-Savings Stamps, and people should strive to fill their Thrift Cards as quickly as possible.



"Wanted—A National Plan"

An article of unusual importance, by Sir George Bury, formerly vice-president of the C.P.R., appears in the February issue of MACLEAN'S. He points out that Canada must more definitely shape her destiny if that destiny is to be as glorious as all Canadians hope. It is a stirring demand for Canadians to get together in the formation of a national plan, accompanied by many practical suggestions from his experience in transcontinental railroad building. An article of national importance.

"Germany From Within To-day"

The funniest thing that he has perhaps written appears in February MACLEAN'S from the pen of Canada's great humorist, Stephen Leacock—an imaginary visit to Berlin under the Bolsheviks. He finds Von Tirpitz planning a new navy, an *inland fleet;* Frau Krupp, an apple woman; Von Bethmann-Hollweg, a cab driver; Bernstorff, a Bolshevik and president of the Scavengers Union. He finds a *Get From Under* committee planning a trade war on the world and half the population of Berlin in English clothing or Scotch kilts. He finds—

But read the article. There's a long laugh in every line. It is farce, however, built up on pretty shrewd truths.

You will find this a remarkably interesting number. The bold, fighting face of Admiral Beatty is on the cover and inside are the following big features:

The Campaign Against Britain, by Agnes C. Laut.
The Farmer in Politics, by J. K. Munro.
The Strange Adventure of the Thumb Tap Clue, by Arthur Stringer.
Old Times in Canada, by Walt Mason.
Lend Me Your Title, by Onoto Watanna.
The Three Sapphires, by W. A. Fraser.
Wild Miners I Have Met, by E. Ward Smith.
The Anglicization of Katrina, by Mary Josephine Benson.
Saturday's Child, by Mary E. Lowrey.
The Minx Goes to the Front, by C. N. and A. M. Williamson.
The Veins of the War God, by Corporal Herbert Forder.

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In the Review of Reviews department will be found reprints of the best articles selected from magazines published all the world over.

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"CANADA'S NATIONAL MAGAZINE"

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Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8.90 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID

Bronzing liquid, No. 1 $1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE	Montreal	Toronto
Per lb.	13-14	14-16

COLORS (DRY)	Per lb.
Raw Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Raw Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Imp. green, 100 lb. kegs	0 25
Chrome green, pure	0 35
Chrome yellow	17-31
Brunswick green, 100 lb. k.	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100 lb. k.	0 06
Venetian red, best bright	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry	0 15
Golden ochre, 100 lb. kegs	0 06½
White ochre, 100 lb. kegs	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	3½-5
French ochre, barrels	0 06
Spruce ochre, 100-lb. kegs	7-8c
Canadian red oxide, bbls	2 -2¼
Super magnetic red	2¼-2½c
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

1 lb. tins—

Venetian red	0 21
Indian red	0 35
Chrome yellow, pure	0 53
Golden ochre, pure	30-32
French spruce ochre, pure	25-28
Greens, pure	28-35
Siennas	0 32
Umbers	0 32
Ultramarine blue	0 52
Prussian blue	1 50
Chinese blue	1 50
Drop black	0 30
Ivory black	0 31
Signwriters' black, pure	0 40
Lampblack	0 40
Marine black, 5 lb. irons	0 20

F.o.b. Montreal, Toronto.

ENAMELS (white)	Gal.
Duralite	$6 50
Albagloss	3 50

GLUE	Per lb.
Brantford All Round Glue—	
Case No. 7—50-lb. pkgs	$28 00
Case No. 8—100 ½-lb. pkgs	31 00
Case No. 9—200 ¼-lb. pkgs	38 00

Discount.

French medal (prices withdrawn)

English common sheet	32-34
English prima	35-38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	28-30
Ground glue, No. 2, 112-lb. bags	22-24
Do., No. 2, less than bags	24

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	28 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 20 to 25%.

Sheet glass, 5 to 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE

Plates up to 1 foot, each	$0 80
Plates from 1 to 2 feet, each	0 90
" 2 to 3 "	0 95
" 3 to 4 "	1 15
" 4 to 5 "	1 35
" 5 to 7 "	1 50
" 7 to 10 "	1 70
" 10 to 12 "	1 75
" 12 to 15 "	1 85
" 15 to 25 "	1 95
" 25 to 50 "	2 15
" 50 to 75 "	2 20
" 75 to 90 "	2 25
" 90 to 100 "	2 30
" 100 to 120 "	2 60
" 120 to 140 "	2 90
Plates 101 to 110 wide containing not over 100 ft. each	3 00
Plates 111 to 120 wide containing not over 100 ft., each	3 40
Plates 101 to 110 wide containing over 100 ft., each	3 40
Plates 111 to 120 wide containing over 100 ft., each	3 75

Trade Discount, 25%.
City deliveries, 33 1/3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS

Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 20c advance per 100 lbs. F.o.b. London and Windsor, 40c per 10 0lbs. F.o.b. Toronto and Hamilton, 30c per 100 lbs. F.o.b. Fort William and Port Arthur, ... per 100 lbs.
Maritime differential 35c per 100 lbs over Montreal.

	Montreal	Toronto
Anchor, Pure	$16 00	$16 30
Crown Diamond	16 00	16 30
Crown, Pure	16 00	16 30
Green Seal	16 00	16 30
Ramsay's Pure	16 00	16 30
Moore's Pure	16 00	16 30
Tiger, Pure	16 00	16 30
O.P.W. Dec. Pure	16 00	16 30
Red Seal	16 00	16 30
Decorators' Pure	16 00	16 30
O.P.W. English	16 20	16 50
Elephant Genuine	16 50	16 80

B.B. Genuine Lead, less than tons, $17.20, Toronto; $16.90, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$14 00
Genuine, 100-pound kegs, per cwt.	14 75
Less quantity	16 00

	Toronto
Genuine, 560-pound casks, per cwt.	$14 50
Genuine, 100-pound kegs, per cwt.	15 50
Less quantity	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE

	Per pound Dry	Paste
Barrels, 600 lbs.	$....	$0 21
200s	0 32½	....
100s	0 33	0 22
50s	0 33	0 23
25s	0 34½	0 23
10s	0 35	....
5s	0 36	0 25
2s	....	0 26½
1s	0 39½	0 29
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton and London.

MURESCO

Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $9.00.
F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon, 1 gallon can basis

Elephant, white	$4 20
Elephant, colors	3 80
B.H. English, white	4 30
B.H. English, colors	4 05
B.H. Floor	3 50
B.H. Porch Floor	4 05
Minerva, white	4 15
Minerva, colors	3 90
Crown Diamond, white	3 80
Crown Diamond, colors	3 55
Crown Diamond, floor	3 05
B.H. Fresconette, white	3 35
B.H. Fresconette, colors	3 25
Moore's House Colors, white	4 05
Moore's House Colors, colors	3 90
Moore's Egyptian Paint, all colors	3 25
Moore's Floor Paint	3 25
Moore's Sani-Flat	3 00
Moore's Mooramel	6 50
Jamieson's Crown Anchor	3 55
C.P.C. Pure, white	4 30
C.P.C. Pure, colors	4 05
O.P.W. Canada Brand, white	4 05
O.P.W. Canada Brand, colors	3 75
O.P.W. Canada Brand, floor	3 50
O.P.W. Flat Wall, white	3 35
O.P.W. Flat Wall, colors	3 25
Ramsay's Pure, white	4 15
Ramsay's Pure, colors	3 85
Martin-Senour, 100%, white	4 30
Martin-Senour, 100%, colors	4 05
Martin-Senour, Porch Paint	4 05
Martin-Senour, Neutone, white	3 35
Martin-Senour, Neutone, colors	3 25
Senour's Floor Paint	3 50
Sherwin-Williams, white	4 30
Sherwin-Williams, colors	4 05
Sherwin-Williams Floor	3 50
Flat Tone, white	3 35
Flat Tone, colors	3 25
Lowe Bros., H.S., white	4 30
Lowe Bros. H.S., colors	4 05
Lowe Bros. Hard Drying Floor	3 50
Mellotone, white	3 50
Mellotone, colors	3 35
Sanitone, white	3 35
Maple Leaf, white	4 30
Maple Leaf, colors	4 05
Maple Leaf, floor	3 50
Pearcy's Prepared, colors	3 50
Pearcy's Prepared, white	3 75

F.o.b. Montreal, Toronto.

PARIS GREEN	C.P. Berger's and Munro's Per lb.
In barrels, about 600 lbs.	0 60¼ 0 61
In arsenic wegs, 250	
In 50 lb. and 100 lb. drums	0 61¼ 0 62
In 25 lb. drums	0 62¼ 0 63
In 1 lb. packets, 100 lbs. in case	0 64¼ 0 65
In ½ lb. packets, 100 lbs. in case	0 66¼ 0 67
In 1 lb. tins, 100 lbs. in case	0 66¼ 0 67

Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PUTTY Standard	Montreal Less than tons	Toronto
Bulk, in casks	$5 60	$5 90
Bulk, 100-lb. drums	6 45	6 75
Bulk, 25-lb. drums	6 70	7 00
Bulk, 12½-lb. irons	6 95	7 25
Bladder, in bbls.	7 35	7 65

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2 cwt. advance.
Ottawa prices are 20c, Hamilton 30c. London and Windsor 40c per 100 lbs over Montreal quotations.

ROSIN

Barrels, 100 lbs.	$6 90
Less, per lb.	0 08

SHELLAC

Pure White, gal.	5 15
Pure Orange, gal.	4 75

Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$3 30
B.H. Vanisher	3 00
Cumoff	3 30
Takof	3 25
O.P.W. Presto	3 00
Lingerwett	2 80-3 25
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
No. 1 Furniture, extra, barrels, $1.16-$1.21 gal.; gal. tins	$1.32-$1.46
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz.	1 40
Depend-on, list	3 50
B.H. Maritime Spar, list	7 00
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.	
Elastilite	3 50
Granitine Floor Finish	3 50
Hydrox Spar	3 65
Sun Varnish	2 60
Sun Spar	4 65
Sun Waterproof Floor	3 40
Jasperite Interior and Exterior	2 65
Jasperite Pale Hard Oil	1 90
Jasperite Indestructo Floor Finish	2 65
Jamieson's Copaline	3 00
M-S Marble-Ite Floor	3 20
M-S Wood-Var	3 20
M-S Double Spar	4 57
M-S Finest Interior	3 85
Elastic Interior	2 64
Mar-not	3 40
Quick Action House	2 47
Rexspar	4 62
Sear-Not	3 34
Kyanize Spar	4 85
Kyanize Cabinet Rubbing	3 85
Kyanize Interior	3 85
Luxeberry light	3 30
Luxeberry granite	3 52
Luxeberry spar	4 95
Ramsay's Universal	2 92
Crown Diamond Floor	2 60

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 07
Coralite, 5-lb. pkgs., colors	0 07½
B.H. Frescota, 5-lb. pkge., white	7 80
B.H. Frescota, 5-lb. pkge., colors	8 40

F.o.b. Montreal, Toronto.

WASTE

Cream, Polishing $0 21

WHITE

XXX	0 20
XX	0 19
X	0 17½
XC	0 16
Japanese	0 15
XXX Extra	0 21
X Grand	0 19½
XLCR	0 18½
X Empire	0 17½
X Press	0 16

COLORED

No. 5	15
No. 1	14
No. 7	13
No. 1A	11½
No. 1B	10½
Fancy	16½
Lion	15
Standard	13½
Popular	12
Keen	10½

Above lines subject to trade discount for quantity.

WAX	Per lb
WAX	Per lb.
C. & B. Floor Wax	$0 40
B.H. Wax	0 40
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 45
Old English	0 53 0 62
Johnsons	0 57 0 62
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Edwards, lb.	0 40
Ramsay's	0 45
S. & W.	0 54
Crown Diamond	0 45

F.o.b. Montreal and Toronto.

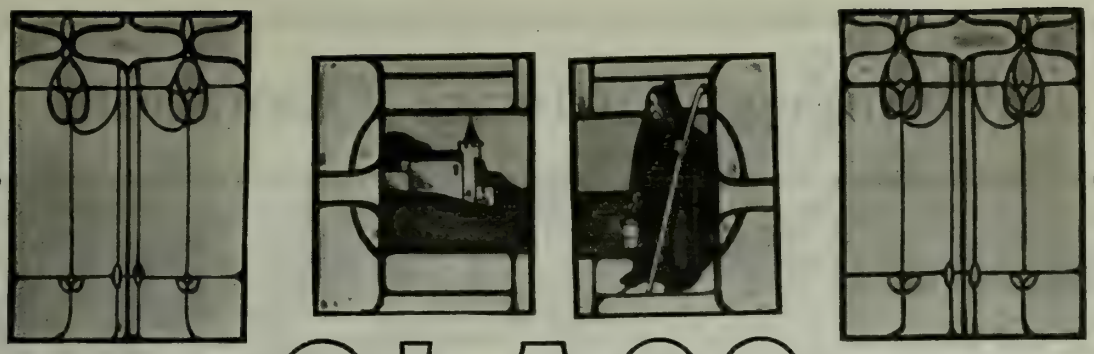
WHITING

Plain, in bbls $2 50

F.o.b. Montreal, Toronto, London.

Gilders, bolted, in bbls.	$3 00
WOOD ALCOHOL .	per gal
In five gallons	$1.80-$1.90
In barrels	1.70

$4 extra for barrels
F.o.b Montreal, Toronto, London.



GLASS

Now is the Time to Sort up on

WINDOW GLASS

ALL WEIGHTS

16-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce and 39-ounce.
WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS.
WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE, MIRRORS, FIGURED, WIRED, LEADED AND WINDOW GLASS.
CATALOGUES AND PRICE LISTS FREE ON APPLICATION. WRITE, PHONE OR WIRE YOUR WANTS.

HOBBS MANUFACTURING COMPANY, LIMITED

MONTREAL TORONTO LONDON WINNIPEG

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.09; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regale Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 27c per lb.; clip horn, 28c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Dougle Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $11.25 per 100 lbs.

BAR IRON

Bar Iron—$5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 15-2½%.

Agricultural or No. 1 leather belting, 30-10-7½% off list.

Standard, 27-10% off list. Extra 27%.

"The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.65 per lb.: cut, $1.85 per lb.; rawhide, sides, $1.60; cut, $1.80.

Blue Stone (Vitriol), 11¾c.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 20%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $19.20; ¼, $16.25; 5-16 in., $13.75; ⅜, $12.75; 7-16, $12.35; ½, $12.25; 9-16, $12.25; ⅝, $12.00; ¾, $11.65; 1 in., $11.40; Logging, 5-16 in., $15.55; ⅜, $14.55; ½, $14.05; tie-out, 47½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 35
Lookout	1 75
Sleepmeter	1 85

COPPER

Sheet and planished copper, 75c per lb. Tinned, 65c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 76 lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.85; 10 in., $7.60; 12 in., $8.95.

Conductor pipe, 2 in., per 100 ft., $8; 3 in., $9.65; 4 in., $12.75.

ENAMELWARE

See Wares.

FILES

Globe	Discount 40-5%
Nicholson Gen.	Discount 30%

FITTINGS—Malleable.

Class A	60%
Class B and C, off new list	60-10%
Bushings	10%
Unions	25%
Nipples 4" and under	40%

FORMALDEHYDE

400-lb. bbls., ... lb.; 200-lb. bbls., ... lb.; 100-lb. bbls., ... lb.; 10-lb. jugs, ... each; 5-lb. jugs, ... each; 2-lb. jugs, ... each.

GALVANIZED WARE

See Wares

GLASS, WINDOW

	Single	Double
Up to 25 in.	$15 50	19 50
26 to 40	16 50	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	21 50	27 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 05
Cold Blast, regular	1 05

GRINDSTONES

Per 100 lbs., $3.50.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 10% off.

Corrugated Strap Hinges — 4, $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherweight, $9.95.

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$10 75
28 Am. or 26 Eng.	10 35
26 Am. or 26 Eng.	10 05
24	9 90
22	9 90
18 and 20	9 75
16 Am.	9 60

IRONS, SAD

Common Sad Irons, 8 lbs., 11c uer lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$2 10
Mrs. Pott's No. 50, set	2 25

Mrs. Pott's common and iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$13 00
No. 25. Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $14.40.

LEAD WASTE, $15.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 30
3	2 95
4	5 25
Barn Door	
5	2 95
8	3 20
9	5 50

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 6 35
New Century B	11 65
New Idea	13 00
Snowball	9 75

MATTOCKS

Pick, $13.85; cutter, $13.85.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 60	.....
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $5.80 base; Winnipeg, $6.25 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x	24 in.	$6 30
	30 in.	7 95
	36 in.	9 00
2 in. mesh x	24 in.	3 05
	30 in.	3 60
	36 in.	4 20
	48 in.	5 60
	60 in.	6 95
	72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.75; 36 in., $6.10; 48 in., $7.25; 60 in., $8.50; 72 in., $9.75.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 51c.

PAINTS

Stephens' Out White, $4.45; Stephens' House, $4.20; Stephens' Floor, $3.40; Silkstone, $3.40; Stephens' Barn Paint, $1.85.

POLISH

O'Cedar —

	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	$2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page)

Stephens'
REGISTERED TRADE MARK

The Paint That Stands Up In All Kinds Of Weather



is the kind of paint users of paint in these Northern Climates require—and buy.

A close study of the effect of the extremely variable climate on painted surfaces has enabled us to evolve a paint that shows exceptional wearing qualities.

Wherever Stephens' Paint has been used in Canada it has made instant and permanent friends. It goes on so smoothly, is so true to shade, and wears so wonderfully.

Give your trade the paint best suited to their needs—that's Stephens'.

If there is no one selling Stephens' Paints in your locality, lose no time in applying for the agency. It will help your whole business.

G. F. STEPHENS & CO., Limited
PAINT and VARNISH MAKERS
WINNIPEG and CALGARY

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 ft.	Black	Galv.
¼ inch	$ 5 40	$ 7 74
⅜ inch	5 50	7 88
½ inch	7 38	9 10
¾ inch	9 32	11 60
1 inch	13 77	17 20
1¼ inch	18 63	23 22
1½ inch	22 28	27 77
2 inch	30 00	37 40
2½ inch	48 10	59 80
3 inch	63 87	78 20
3½ inch	81 80	.....
4 inch	96 90	.....
4½ inch	113 00	.....
5 inch	131 40	.....
6 inch	171 00	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $9.25; full polished, ...; 18 x 24, half polished, $9.25; full polished, ... 20 x 28, half polished, $9.25; full polished, ...

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½ x 14 in., $3.55 per dozen.

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 26¼c base; pure Manila, 30c base; British Manila, 28¼c base; lath yarn, 26¼c base; African hemp, 28¼c base; cotton rope, ¼ and over, 71c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0	$0 38	$6 75
½	0 40	7 20
1	0 45	10 00
1½	0 50	9 15
2	0 57	10 35
2½	0 64	11 70
3	0 72	13 20
B. & A.—		
00, 0	$ 42	7 50
½	0 44	7 95
1	050	9 00
1½	0 58	10 50
2	0 66	12 15
2½	0 77	13 95
3	0 88	15 90

SASH BALANCES (Caldwell). 10% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—

No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—	Doz.
Grand Rapids, Nic.	$101 00
Household, Jap.	91 00
Superba, Nic.	117 00

F.o.b. Jobbers' Warehouse, Winnipeg. Prices guaranteed by manufacturers against their own decline to June 30, 1919.

STEEL SHEETS, BLACK

10 gauge	$7 90
12 gauge	7 90
14 gauge	7 95
16 gauge	8 00
18-20 gauge	8 55
22-24 gauge	8 60
26 gauge	8 65
28 gauge	8 75

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., $15.05 per doz.; D.H. Rd. Pt., $15.05 per doz.; L.H. Sqr. Pt., $15.05; L.H. Rd. Pt., $15.05; Bulldog & Jones, D.H., Rd. Pt., $16.30; D.H. Sqr. Pt., $16.30; L.H. Rd. Pt., $16.30; L.H., Sqr. Pt., $16.30; L.H., Rd. Pt., $16.30; Black Cat and Crescent Scoops—No. 4, $19.00 doz.; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50; Moose & Jones Scoops, No. 4, $19.90; No. 6, $20.90; No. 8, $21.40.

SOLDER. Per pound, 50 to 51.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $6.05 at Fort William, $6.45 Winnipeg; galvanized staples, $6.85 Fort William, $7.25 Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes $5.50 base. Band steel, $5.50 base.

STEEL HOOPS

½ in., $9.75; ⅜ in., $8.50; ¾ in., $8.75; ⅞ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

15% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE—

20 x 28 I.C. box	$23 50
20 x 28 I.X. box	27 00
20 x 33 I.C. box	28 50
20 x 33 I.X. half-box	16 75
Terne plates	24 00

TRAPS, GAME—	Doz.		
	Victor	H.& N.	Jump
No. 0	$2 30	....	....
No. 1	2 69	$4 23	$3 60
No. 1½	4 06	6 33	5 37
No. 2	5 55	8 87	7 89
No. 3	7 53	11 82	....

TUBS—	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 72
Cotton, 3-ply, balls	0 76
Cotton, 4-ply, cones	0 75
Cotton, 4-ply, balls	0 79

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40% discount.

Colonial, Imperial, Pearl, 0% discount.

Premier, Canada, Diamond, plus 12½%.

Whiteware, 40% discount.

Japanned Ware, list, plus 40%.

Japanned Ware, white, list, plus 50%.

Japanned Sprinklers, list, plus 40%.

Stamped Ware, plain, 40% discount.

Stamped Ware, ret'd, 33 1/3% discount.

Pieced Tinware, ordinary, list, plus 65%.

Pieced Tinware, copper bottoms, list, plus 85%.

Sheet Iron Ware, list, plus 30%.

Light Galv'd Pails and Tubs, list, plus 40%.

Heavy Galv'd Pails and Tubs, plus 30%.

Jap. Coal Hods, list, plus 50%.

Galv'd Coal Hods, list, plus 60%.

WASHERS—

Iron, small lots, 33% off list plus $1.50; full boxes, iron, 33 1/3% off list plus $1.00.

WHITE LEAD—

Decorators' pure, ton lots, $18.40; less than ton lots, $18.75.

WIRE, BARB—

Lyman, 4-point, $5.50 Winnipeg; Glidden Cattle, 2-pt., $5.35 Winnipeg; Baker, 2-pt., $5.30 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; plain galvanized; Winnipeg, Nofi 9, $5.85; No. 12, $6.00; coil spring, Winnipeg, No. 9, $5.90; No. 12, $6.25.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN—

Bale ties, 14 gauge, single loop $7.65 Winnipeg; $7.25 Ft. William. Brass snare wire, per lb., 80c.

WIRE, ANNEALED—

No. 9, $6.75; 10, $6.80; 12, $6.95; 14, $7.15; 15, $7.25; 16, $7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 7 00
8 in.	8 40
10 in.	9 80
12 in.	12 60
15 in.	16 80
Perfect Handle—	
6 in.	15 00
8 in.	18 00
10 in.	21 00
12 in.	27 00
15 in.	36 00
18 in.	48 00

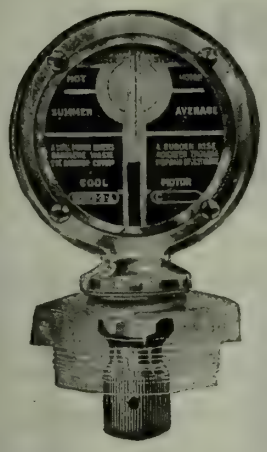
WRENCHES (PIPE)—

Stillson—	Each
6 in.	$ 1 10
8 in.	1 25
10 in.	1 40
14 in.	1 95
18 in.	2 75
24 in.	4 00
36 in.	7 45
Trimo—	
10 in.	$1 50
14 in.	2 10
18 in.	3 00
24 in.	4 35

Always Ready—	Dozen Black	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS—

Eze, $62.55 per doz.; Reliance, $73.70 per doz.; Emperor, $105.90.



It is Cheaper to Prevent Trouble than to Cure it

The BOYCE MOTOMETER installed on a car insures safety in operation. No driver, not even an expert, can absolutely guess at motor temperatures. And a Boyce Motometer installed on a car absolutely demonstrates this fact the first day it is installed.

It immediately detects motor troubles, such as overheated engines, lack of oil, radiator leaks, any defects in the circulating systems, improper carburetor adjustment, and like troubles, and gives warning in ample time to avoid serious injury, with its consequent expensive repairs.

WHEN THERE IS TROUBLE THE MOTOMETER SAYS—STOP!

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WINNIPEG

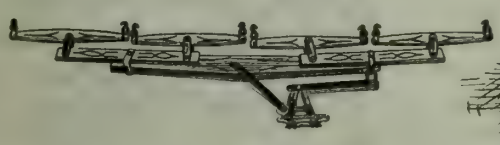
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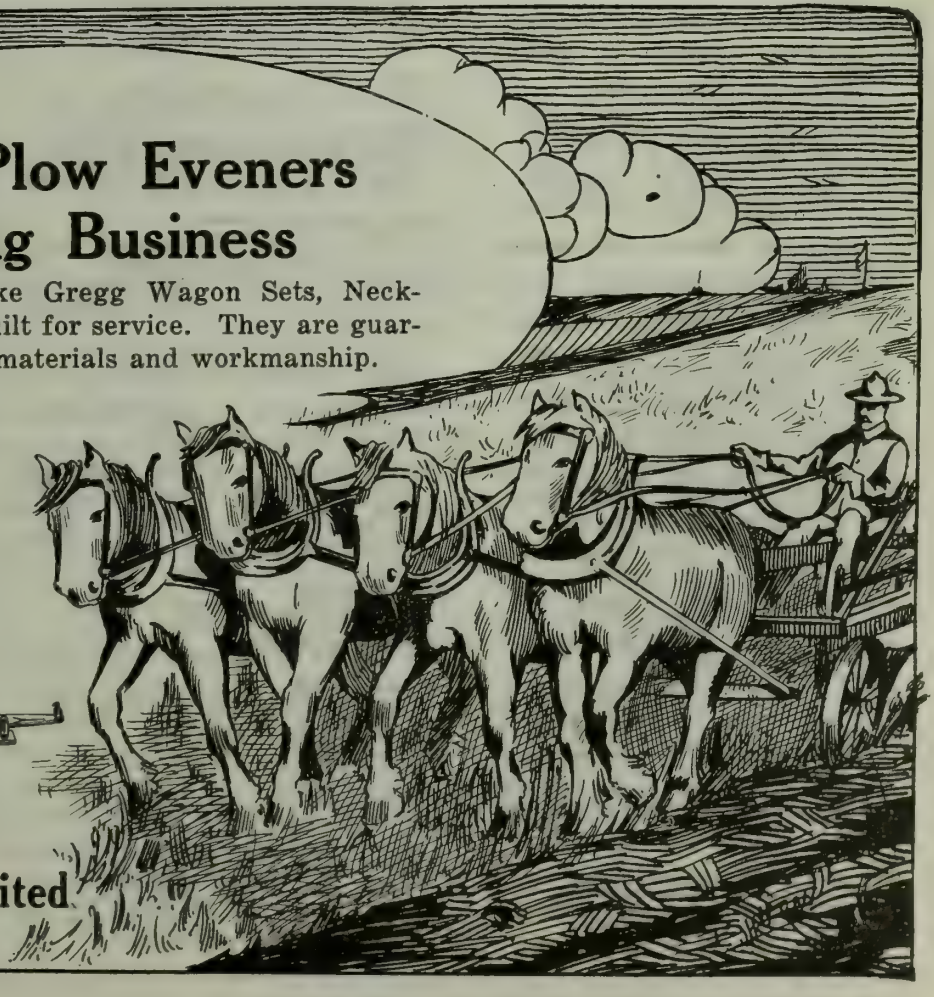
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Gregg Mfg. Co., Limited

WINNIPEG

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Ash Sifters
Furnival & Co., Toronto.
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Ankle Supports
Owen Sound Steel Press Works, Owen Sound, Ont.

Auto Accessories, Equipment and Supplies (Jobbers)
Auto Accessories Ltd., Winnipeg, Man.
J. E. Beauchamp & Co., Montreal, Que.
Canada Sales Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
North American Hardware Co., Ltd., Montreal.
Prairie Motor Sales Co., Moose Jaw, Sask.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Toronto.

Auto Accessories, Equipment and Supplies (Manufacturers)
Air-Tite Mfg. Co., St. Thomas, Ont.
W. H. Banfield & Sons, Ltd., Toronto.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
Barcalo Mfg. Co., Buffalo, N.Y.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Winckley Co., Ltd., Windsor, Ont.
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The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
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The Lockwood-Ash Motor Co., Jackson, Mich.
Line, Kimball Co., Moose Jaw, Sask.
Metal Specialties Mfg. Co., Chicago, Ill.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
Will R. Lane, Chicago, Ill.
Perfection Sanitary Brush Co., Toronto.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
Kinsinger, Bruce & Co., Niagara Falls, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties Co., Hamilton, Ont.

Automobiles
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Automobile Parts
Kinzinger, Bruce & Co., Ltd., Niagara Falls, N.Y.
McKinnon Industries, Ltd., St. Catharines, Ont.

Awnings
J. J. Turner & Co., Peterboro, Ont.

Axes
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Foundries & Forgings, Brockville.
Can. Warren Axe & Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Babbitt Metal
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

Bars and Racks, Clothes
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Liners
J. N. Warminton & Co., Montreal, Que.

Batteries, Dry
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.

Batteries, Flashlight
Dominion Battery Co., Toronto, Ont.
Usona Mfg. Co., Inc., Toledo, Ohio.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
Kinzinger, Bruce & Co., Ltd., Niagara Falls.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
Wentworth Mfg. Co., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.

Brake Lining
Thermoid Rubber Co., Trenton, N.J.
Haddow Brokerage Co., Montreal, Que.

Brass Goods
Haddow Brokerage Co., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Williams Bros. & Piggott, Ltd., Birmingham.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Conveyor
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.
Plewes, Ltd., Winnipeg, Man.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.
Samuel Trees & Co., Toronto, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Northern Bolt & Screw Co., Owen Sound.
London Bolt & Hinge Works, London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Wilkinson & Kompass, Hamilton.

Bolts, Eye
Williams & Co., J. H., Brooklyn, N.Y.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boxes, Tin
A. R. Whittal Can. Co., Ltd., Montreal, Que.

Boxes, Wood
Canadian Wood Products Co., Toronto, Can.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal, Que.

Butchers' Tools
Haddow Brokerage Co., Montreal, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.



Hardware Merchant's Influence

¶The local hardware merchant exerts a great influence throughout the district in which his store is located. The majority of hardware merchants have been established for many years; they are reputable merchants who have built up their businesses on sound business principles and who have endeavored in every possible way to give the best possible service to their customers and supply them with goods which will give satisfaction.

¶Is it any wonder, therefore, that when customers visit the store of a well-known and long-established hardware merchant, they consider him an authority on lines which he is selling and will usually follow out his recommendation regarding the lines which they wish to buy. Actual investigations have proven that in the majority of cases customers place absolute confidence in the recommendation of their local dealer.

¶The chief problem, therefore, confronting the manufacturer who wishes to distribute products to the hardware trade or to introduce new lines, whether direct or through wholesalers, is to sell the hardware merchant and his sales staff. When you sell the hardware merchant and his salesmen on your line, you can rest assured that you have then gained the co-operation of the strongest retail selling force in the Dominion.

¶Practically every worth-while buyer and seller of hardware in Canada can be reached through the advertising pages of HARDWARE AND METAL. The keenest hardware buyers in Canada are the closest readers of the advertising pages in HARDWARE AND METAL, because it pays them.

THE BUYERS' GUIDE

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Perfection Sanitary Brush Co., Toronto.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Blowers, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.

Brooms
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

Buckles, Harness and Trunks
McKinnon Industries, Ltd., St. Catharines, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
Peterboro Lock Mfg. Co., Ltd., Peterboro, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Canoes and Boats
Canadian Canoe Co., Peterborough, Ont.
Peterborough Canoe Co., Peterborough, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
Cannon Oiler Co., Keithsburg, Ill.

Caps for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville
The Toronto Lock Mfg. Co., Toronto, Ont.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpenters' Tools
Haddow Brokerage Co., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Casseroles
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cement, Rubber

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Folding
J. E. Beauchamp & Co., Montreal, Que.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
McKinnon Industries, Ltd., St. Catharines, Ont.

Choppers, Ice
The Haddow Brokerage Co., Montreal, Que.
L. & I. J. White Co., Buffalo, N.Y.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont
Williams & Co., J. H., Brooklyn, N.Y.

Clippers
Chicago Flexible Shaft Co., Chicago, Ill.

Closets
Wakyte Mfg. Co., Ltd., Winnipeg, Man.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clothes Dryers
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Lines
Coleman Fare Box Co., Toronto.

Stratford Mfg. Co., Ltd., Stratford, Ont.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Chatham
Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Connecting Rods
Williams & Co., J. H., Brooklyn, N.Y.

Coopers' Tools
Haddow Brokerage Co., Montreal, Que.

Coping Saws
Thos. Birkett & Son Co., Ltd., Ottawa.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Cooking Ware
Corning Glass Works, Corning, N.Y.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Crocks, Butter
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Crucibles
Canadian Asbestos Co., Montreal, Que.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers' Sons & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Curry Combs
The Burrow, Stewart & Milne, Ltd., Hamilton, Ont.

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville.

Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Diaphragms Rubber

Dies, Stocks, Etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. Co. of Canada, Galt.

Disinfectants
J. E. Beauchamp & Co., Montreal, Que.

Display Racks and Stands
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

Doors
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons, Birmingham, Eng.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

Doubletrees
McKinnon Industries, Ltd., St. Catharines, Ont
West-Woods, Ltd., Winnipeg, Man.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.

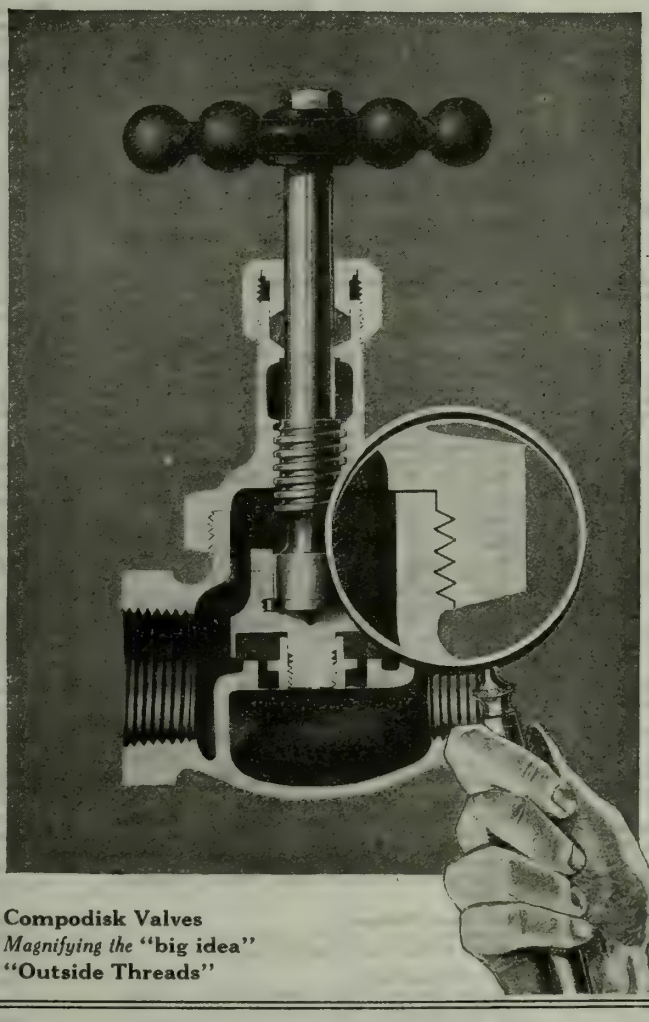
Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Obtain The Good Will Of Your Customers By Recommending PENBERTHY COMPODISK BRASS VALVES

No Hardware Dealer or Plumber should overlook the good qualities possessed by this valve. Valve users are quick to recognize its merits. The **External Thread Construction** common to all **Penberthy Valves** meets with their enthusiastic approval.

PENBERTHY

COMPODISK



Compodisk Valves
Magnifying the **"big idea"**
"Outside Threads"

PENBERTHY

"Something Better In Valves"

Penberthy Compodisk Valves have a record of long and efficient service, taking second place to none. Sell the **Penberthy All Quality Line** of Brass Valves. Made by a concern with a reputation for **the best** in valves.

Dealers are making splendid profits and increased sales with them. If your jobber hasn't them, write us direct.

MANUFACTURERS OF HIGH GRADE BRASS VALVES

PENBERTHY INJECTOR CO., LIMITED

Windsor, Ontario

THE BUYERS' GUIDE

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drop Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
MacArthur Irwin, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hessco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Usona Mfg. Co., Toledo, Ohio.

Electric Supplies
W. H. Banfield & Sons, Ltd., Toronto.
The Hessco Electric Mfg. Co., Toronto, Ont.

Emery
Dominion Glue & Emery Co., Montreal, Que.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass.
British America Paint Co., Ltd., Victoria, B.C.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
DesRochers, Ltd., Montreal, P.Q.

Eveners for 2, 3, 4, 6 and 8 Horses
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Explosives
Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Garanoque, Ont.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
H. W. Johns-Manville Co., New York.
Northern Electric Co., Montreal.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng.

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Canada Foundries & Forgings, Brockville.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

Fenders for Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.
DesRochers, Ltd., Montreal, P.Q.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

Fire Appliances and Liquids
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson Iver Arms & Cycle Works, Fitchburg Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Department Supplies
Canadian Consolidated Rubber Co., Montreal
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fireplace Fixtures
Stover Mfg. & Engine Co., Freeport, Ill.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Scythes & Co., Ltd., Toronto, Ont.
Finnie & Murray, Ltd., Winnipeg, Man.

Flag Holders
International Sales Co., Winnipeg, Man.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Specialties
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont.

Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.

Forgings, Drop
McKinnon Industries, Ltd., St. Catharines, Ont.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Furnaces
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Fdry. & Machine Co., Ltd., Moncton, N.B.
Saunders & Co., Montreal, Que.

Fruit Jars
Dominion Glass Co., Ltd., Montreal.
Walter Woods & Co., Hamilton.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.

Fuses, Electric
The Hessco Electric Mfg. Co., Toronto.

Fuses, Electric, Refillable
The Clemens Electrical Corporation, Hamilton.

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Flanges for Wheels
McKinnon Industries, Ltd., St. Catharines, Ont.

Flag Holders
J. E. Beauchamp & Co., Montreal.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanizers
McKinnon Industries, Ltd., St. Catharines, Ont.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garden Seats
J. E. Beauchamp & Co., Montreal.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Garages
Pedlar People, Ltd., Oshawa, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.

Galvanized Iron Cornices
Pedlar People Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

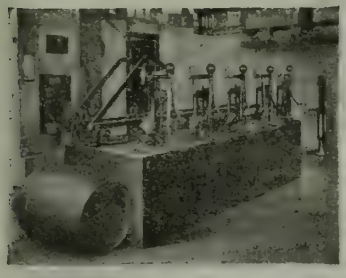
Glass Jars
Dominion Glass Co., Ltd., Montreal.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

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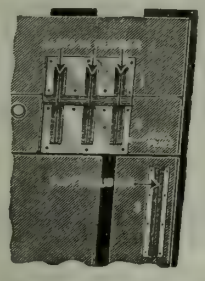
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Brush and tell him to use it in any old thing? He can drive nails with it if he wants to; he can't harm the setting.

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ST. JOHN (FAIRVILLE), N.B.

THE BUYERS' GUIDE

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
J. H. Williams & Co., Brooklyn, N.Y.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glasses, High Pressure
The Strong Machinery & Supply Co., New York, N.Y.

Gauges, Water (Standard Extra Heavy Automatic
The Penberthy Injector Co., Ltd., Windsor, Ont.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
The Johnston Brokerage Co., Pittsburgh, Pa.
A. Ramsay, Son & Co., Montreal.
Sanderson-Pearcy Co., Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.

Glue Pots, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Glue, Sheet and Ground
Canada Glue Co., Brantford, Ont.
DesRochers Ltd., Montreal, Que.
Dominion Glue & Emery Co., Montreal, Que.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves
American Pad & Textile Co., Ltd., Chatham, Ont.
Hamilton-Carhartt Co., Toronto.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Poison
Kill-em-Quick Co., Regina, Sask.
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

Granaries, Portable, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg.

Graphites
Canadian Asbestos Co., Montreal, Que.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Guns
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd., Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.

Hames, Steel and Iron
McKinnon Industries, Ltd., St. Catharines, Ont.

Hammocks
Galt Robe Co., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles, Canthooks and Peevies
West-Woods, Ltd., Winnipeg, Man.

Handles, Chest and Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hangers, Door
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Hangers, Barn Door
Allith Mfg. Co., Ltd., Hamilton, Ont.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Can.
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling Ill.
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Harness
Samuel Trees & Co., Toronto.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
Belleville Hardware Mfg. Co., Belleville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Coleman Fare Box Co., Toronto.
Lyons & Marks, Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling Ill.
North American Hardware Co., Ltd., Montreal Que.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
McKinnon Industries, Ltd., St. Catharines, Ont.

Hatchets
Canada Foundries & Forgings, Ltd., Brockville.
Haddow Brokerage Co., Montreal, Que.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Electric
Chicago Flexible Shaft Co., Chicago, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Stover Mfg. & Engine Co., Freeport, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont
National Mfg. Co., Sterling, Ill.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., Ltd., St. Marys, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Plewes Ltd., Winnipeg, Man.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.

Hooks for Logging Chains
McKinnon Industries, Ltd., St. Catharines, Ont.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hubs for Ford Cars
McKinnon Industries, Ltd., St. Catharines, Ont.

Hub Caps
McKinnon Industries, Ltd., St. Catharines, Ont.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Ingersoll Watches
R. H. Ingersoll & Bro., Montreal, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto
The Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Insecticides
The McDougall Bros., Ltd., Manchester, Eng.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Ironing Boards and Tables
J. E. Beauchamp & Co., Montreal.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Iron, Corrugated
Canada Metal Co., Toronto.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron and Steel Bars
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Jardinieres
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Jugs
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Kalsomine
British America Paint Co., Ltd., Victoria, B.C.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

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MEHASCO

ANOTHER MEHASCO MESSAGE 24

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Makers of Canada's Famous Matches

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Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extention, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.
Otterville Mfg. Co., Ltd., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.

Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.
North American Hardware Co., Ltd., Montreal

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.
North American Hardware Co., Ltd., Montreal, Q.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.
North American Hardware Co., Ltd., Montreal.
Powerlight Co., Winnipeg, Man.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.
Schultz Mfg. Co., Hamilton, Can.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lawn Swings
J. E. Beauchamp & Co., Montreal.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Taylor-Forbes Co., Guelph, Ont.

Lawn Sprinklers
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

Leather Belting and Soles
Plewes Ltd., Winnipeg, Man.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Leather Dashes and Fenders
McKinnon Industries, Ltd., St. Catharines, Ont.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lighting Systems, Store
Benjamin Electric Co., Toronto.

Lighting Fixtures, Store
Benjamin Electric Co., Toronto.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Canada Linseed Oil Co., Ltd., Montreal and Toronto.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
Peterboro Lock Mfg. Co., Peterboro, Ont.
Toronto Lock Mfg Co., Toronto, Ont.

Logging Chain Hooks
McKinnon Industries, Ltd., St. Catharines, Ont.

Lugs for Silos
McKinnon Industries, Ltd., St. Catharines, Ont.

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machinists' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

Malleable Iron Castings
McKinnon Industries, Ltd., St. Catharines, Ont

Malleable for Carriages
McKinnon Industries, Ltd., St. Catharines, Ont.

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Marine Supplies
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

Metallic, Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Menders, Utensils
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
North American Hardware Co., Ltd., Montreal
Vol-Peck Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters
Pratt & Whitney Co. of Canada, Ltd., Dundas

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Mirrors
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Neckyokes
McKinnon Industries, Ltd., St. Catharines, Ont.
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Oarlocks
McKinnon Industries, Ltd., St. Catharines, Ont.

Nipples for Radiators
McKinnon Industries, Ltd., St. Catharines, Ont.

Oakum
Canadian Asbestos Co., Toronto, Ont.
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

Oil, Coal
Imperial Oil Co., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Gilbert & Barker Mfg. Co., Springfield, Mass.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Stains
British America Paint Co., Ltd., Victoria, B.C.

Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Orange Derinders
J. E. Beauchamp & Co., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
McGregor, Banwell Fence Co., Ltd., Walkerville.



The Greatest Hour of the Dairy Farmer

"There are no substitutes for dairy foods"

Now that the war is over, the farmer's responsibility and opportunity are greater than ever—for the American farmer and dairyman must literally feed the world. It means greater production and getting the *most* out of that production. Waste is as unpatriotic now as it was during the war.

But there is many a farmer who would not think of planting a hundred rows of corn and only harvesting 95 rows, who is now using a fixed feed separator and wasting a good part of his butterfat through turning under speed. Even though the proper separating speed is marked on the handle, tests show that 95 per cent. of *all* separators are turned below speed. But when a Sharples Suction-Feed Separator is turned below speed, it skims clean just the same—due to the patented suction feed. No other separator has this principle.

Sharples is the pioneer American Separator—invented, perfected and preferred in America. It is the product of the greatest factory of its kind in the United States — and all American owned.

Above is part of a **full page** Sharples advertisement appearing in national dairy papers. It points the way to the Greatest Year for the Sharples Dealer—and a great opportunity for any dealer. Write for details on the Sharples contract—the fairest, squarest, liveliest proposition for dealers. Address nearest office.

SHARPLES SUCTION-FEED Cream Separator

"Skims Clean at Any Speed"

THE SHARPLES SEPARATOR CO.

TORONTO, ONT. REGINA, SASK.

The Lounsbury Co., Newcastle, N. B.
J. Clark & Son, Fredericton, N. B.

Distributors Through all Their Branches

THE BUYERS' GUIDE

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.
British America Paint Co., Ltd., Victoria, B.C.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., St. John, N.B.

Paint, Copper
British America Paint Co., Ltd., Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal

Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
Walter Woods & Co., Hamilton.

Paper, Wrapping
Walter Woods & Co., Hamilton.

Packing Rubber
Canadian Consolidated Rubber Co., Montreal
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.

Percolators, Coffee
Canadian General Eletric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Piston Rings
The Ever Tight Piston Ring Co., St. Louis, Mo.

Piston Rod Packing
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestos Co., Montreal, Que.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Ivel Johnson's Arms & Cycle Works, Fitchburg Mass.

Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.

Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal

Pipe, Galvanized, Conducter
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conducter
Canada Metal Co., Toronto

Planters, Corn
Otterville Mfg. Co., Otterville, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Barcalo Mfg. Co., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Plumbers' Tools
Barcalo Mfg. Co., Buffalo, N.Y.
J. H. Williams & Co., Brooklyn, N.Y.

Planes
Caverhill, Learmont & Co., Montreal
Stanley Rule & Level Co., New Britain, Conn

Polishes, Auto and Furniture
D. Ackland & Son, Ltd., Winnipeg, Man
Buffalo Specialty Co., Buffalo, N.Y.
Channel Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa

Pony Kars
J. E. Beauchamp & Co., Montreal, Que.

Post Hole Diggers
Otterville Mfg. Co., Otterville, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Thos. Birkett & Son Co., Ltd., Ottawa.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.

Powder, Gun
Hercules Powder Co., Delaware.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
Canada Foundries & Forgings, Brockville
Stover Mfg. & Engine Co., Freeport, Ill.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
Rapid Radiators, Limited, Toronto, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal

Radiolite Watches
R. H. Ingersoll & Bro., Montreal, Que.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto
The Toronto Lock Mfg. Co., Toronto, Ont.

Rakes
Coleman Fare Box Co., Toronto.
Ward & Payne, Sheffield, Eng.

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn
Wilkinson Sword Co., Sheffield, Eng.

Reamers
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester Mass.

Rivets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Parmenter Bulloch Co., Gananoque, Ont

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Roofing, Ready
Bird & Son, Hamilton, Can.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.

Rope Grips
Coleman Fare Box Co., Toronto.

Rope
Plymouth Cordage Co., North Plymouth, Mass
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont
Fred Smith, Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Rules
Jas. Chesterman & Co., Sheffield, Eng
L. S. Starrett Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Spring Joint
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Saddlery Hardware
McKinnon Industries, Ltd., St. Catharines.

Saws, Crosscut and Band
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Sawset
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Fry's (London), Limited, London, Eng.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Victor Saw Works, Hamilton, Ont.

Scales
Tac Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canadian Fairbanks-Morse Co., Ltd., Montreal
Renfrew Machinery Co., Ltd., Renfrew, Ont.

Scales, Machinists'
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

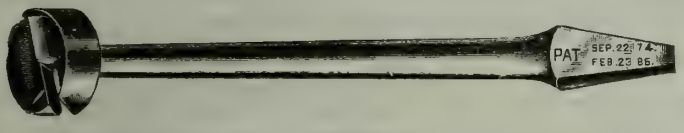
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SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED

Manufacturers of all kinds of Building Paper, Pitch and Coal Tar

MONTREAL



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for Machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.



The Peterboro Lock Mfg. Company, Limited

Peterboro, Canada

Established 1885

MANUFACTURERS OF

BUILDERS' HARDWARE

Ship Hardware, Saddlery Hardware, Padlocks, Door Checks, Brass and Iron Castings, Stampings and other Hardware Specialties.

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

THE BUYERS' GUIDE

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.

Saws, Crosscut and Band
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Windows
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.
J. E. Beauchamp & Co., Montreal, Que.

Gorden Seats
J. E. Beauchamp & Co., Montreal, Que.

Seats, Fibre
J. E. Beauchamp & Co., Montreal, Que.

Separators
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
B. & S. H. Thompson, Montreal, Que.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can

Shovels, Snow
J. E. Beauchamp & Co., Montreal, Que.
Thos. Birkett & Son Co., Ltd., Ottawa, Ont.
Coleman Fare Box Co., Toronto.

Shingle Stains
British America Paint Co., Ltd., Victoria, B.C.
Sturgeons, Ltd., Toronto.

Sifters, Ash
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Silver Plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Solder
J. E. Beauchamp & Co., Montreal, Que.
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Sleighs
J. E. Beauchamp & Co., Montreal, Que.

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.
Soren Bros., Toronto, Ont.

Soldering Paste
Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Anglo-Canadian Leather Co., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

Soot, Destroyer
Canada Witch Co., Ltd.
Moncrieff & Endress, Ltd., Winnipeg, Man.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.

Spark Plugs
Canadian Carbon Co., Ltd., Toronto
Canada Cycle & Motor Co., Ltd., Weston, Ont
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1684 St. Urbain St., Montreal
Hyslop Bros., Toronto
The Lockwood-Ash Motor Co., Jackson, Mich.
Northern Electric Co., Ltd., Toronto
The Royal Canadian Specialties, Hamilton.
Sharp Spark Plug Co., Cleveland, Ohio.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sporting Goods
J. E. Beauchamp & Co., Montreal, Que.

Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Sturgeons, Ltd., Toronto.

Stampings
Coleman Fare Box Co., Toronto.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Stoneware
Medalta Stoneware, Ltd., Medicine Hat, Alta.

Store Fixtures
Cameron & Campbell, Toronto.

Stoves
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Gurney Foundry Co., Toronto
Merchants Hardware Specialties, Ltd., Calgary.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.
Royal Fireless Cooker Co., Ottawa, Ont.

Stoves, Gas and Coal
The Burrow, Stewart & Milne Co., Ltd., Hamilton Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal
Safety Stove Pipe Co., Ltd., Toronto, Ont.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Cold Rolled Band
J. E. Beauchamp & Co., Montreal, Que.
J. N. Warminton & Co., Montreal, Que.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg Co., Ltd., Montreal.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Hamilton

Steel Wagon Hardware
McKinnon Industries, Ltd., St. [illegible] Ont.

STUCCO BOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sweat Pads
American Pad & Textile Co., Chatham
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Tacks
Steel Co. of Canada, Ltd., Hamilton, Ont.

Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont
R. McDougall Co., Ltd., Galt, Ont.

Tanks, Galvanized Steel
Winnipeg Ceiling & Roofing Co., Winnipeg

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. of Canada, Galt

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring, Steel and Woven
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

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Scythes & Co., Ltd., Toronto, Ont.

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Landers, Frary & Clark, New Britain, Conn.
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J. J. Turner & Sons, Ltd., Peterboro, Ont.

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Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

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Barton Netting Co., Windsor

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
Soren Bros., Toronto, Ont.

Tin Plate
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.
North American Hardware Co., Ltd., Montreal, Q.

Tires and Tubes, Automobile and Motor Truck
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.

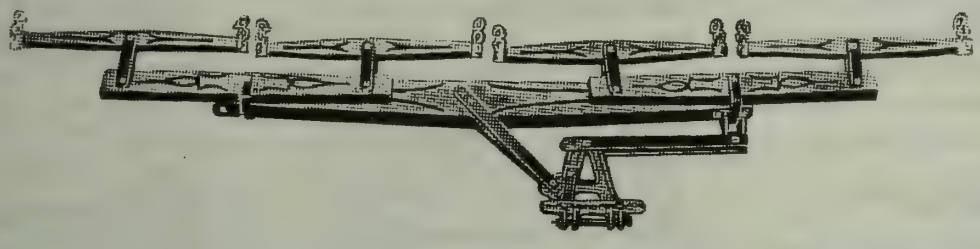
Automobile, Aeroplane, Bicycle, Carriage, Motorcycle, and Motor Trucks
Tires and Tubes.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
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Kribs, Wm. A., Hespeler, Ont.

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Tudhope-Anderson Co., Ltd., Winnipeg

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R. J. Coghlin Co., Ltd., Montreal, Que.
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Jardine & Co., Ltd., A. B., Hespeler, Ont.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
Ward & Payne, Sheffield, Eng.

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Jardine & Co., Ltd., A. B., Hespeler, Ont.

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Eureka Planter Co., Woodstock
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Thos. Pink Co., Ltd., Pembroke, Ont.

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Coleman Fare Box Co., Toronto.

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Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Tools, Small
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Towel Bars
Kinzinger Bruce & Co., Niagara Falls, Ont.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

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John Watson Mfg. Co., Ltd., Winnipeg, Man.

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Stanley Rule & Level Co., New Britain, Conn.

Truing Devices
Cleveland Stone Co., Cleveland, Ohio

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Tungsten Lamps
Canadian Tungsten Lamp Co., Hamilton, Ont.
Canadian Laco-Phillips Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.
Vivid Electric Lamp Co., Toronto.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Tub Stands, Folding
Otterville Mfg. Co., Otterville, Ont.

Tube Rubber
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tumbler Holders
Kinsinger Bruce & Co., Niagara Falls, Ont.

Tubing, Brass
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto.

Tubing, Steel
Standard Tube & Fence Co., Woodstock

Turpentine
Brown Corporation, Portland, Maine.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Fred Smith, Toronto.

Twines
Consumers Cordage Co., Montreal
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton

Vaccuum Cleaners and Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
National Brass Co., London, Ont.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Standard, Globe, Angle and Check
Canadian Fairbanks-Morse Co., Montreal.
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Canadian Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Varnishes—Auto, Caoch, House, Marine
Berry Bros., Walkerville
Boston Varnish Co., Everett Station, Boston,
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
Glidden Varnish Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal, Que.
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son, Montreal
R. C. Jamieson & Co., Montreal
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton

Vehicles, Business
Canadian Pneumatic Tool Co., Ltd., Montreal, Q

Veneer Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Ventillators, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg

Vises
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn
Stover Mfg. & Engine Co., Freeport, Ill.

Vises, Chain Pipe
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
Adamson Mfg. Co., Hamilton
Northern Electric Co., Montreal
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Wagon Woodwork
West-Woods, Ltd., Winnipeg, Man.

WALLBOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Wall Finish
British America Paint Co., Ltd., Victoria, B.C.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
Beauchamp & Co., J. E., Montreal, Que.
DesRochers, Ltd., Montreal, P.Q.
C. Kloepfer, Ltd., Toronto
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
Otterville Mfg. Co., Otterville, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa
Dowswell, Lees & Co., Hamilton.
Great West Electric Co., Ltd., Winnipeg, Man
The Hurley Machine Co., Ltd., Toronto.
Kribs, Wm., Hespeler, Ont.
Maytag Co., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Nineteen Hundred Washer Co., Toronto, Ont.
Northern Electric Co., Montreal

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
E. Pullan Waste & Wipers Co., Toronto.
Scythes & Co., Ltd., Toronto
Wilkinson & Kompass, Hamilton

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Wash Tubs
E. B. Eddy & Co., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Watches
R. H. Ingersoll & Bro., Montreal, Que.

Watch Specialties
R. H. Ingersoll & Bro., Montreal, Que.

Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canadian Warren Axe & Tool Co., St. Catharines, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto
Spramotor Co., London, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheelbarrows
Erie Iron Works, Ltd., St. Thomas, Ont.

Wheels, Well
J. E. Beauchamp & Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whips
J. E. Beauchamp & Co., Montreal, Que.

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Caverhill, Learmont & Co., Montreal
J. E. Beauchamp & Co., Montreal.
Frothingham & Workman, Montreal
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal
Merrick Anderson Co., Winnipeg, Man.
Miller-Morse Co., Winnipeg, Man.
Morrison Blackwood Hardware Ltd., Moose Jaw, Sask.
Rice, Lewis & Sons, Ltd., Toronto
White's, Ltd., Collingwood, Ont.

Windshield Cleaner
The Outlook Co., Cleveland, Ohio.

White Lead
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
McArthur Irwin, Montreal

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Wipers
Scythes & Co., Ltd., Toronto, Ont.
E. Pullan Waste & Wipers Co., Toronto.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton

Wire
Canadian Tube & Iron Co., Ltd., Montreal
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal
B. Greening Wire Cloth Co., Ltd., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Montreal
Northern Bolt Screw & Wire Co., Owen Sound
Steel Co. of Canada, Hamilton
Western Wire & Nail Co., London

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wrapping Paper
Alex. McArthur & Co., Montreal, Que.

Wrenches and Accessories
Barcalo Mfg. Co., Buffalo, N.Y.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Trimont Mfg. Co., Roxbury, Mass.
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Plewes Ltd., Winnipeg, Man.
J. H. Williams Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Wrench Sets
Williams & Co., J. H., Brooklyn, N.Y.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn

Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
Spielman Agencies, Montreal

Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal

Wrought Washers
The Union Iron & Metal Co., Ltd., Toronto.

Wringers, Hand and Power
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal
Connor & Son, Ltd., J. H., Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
Kribs, Wm. A., Hespeler, Ont.
Nineteen Hundred Washer Co., Inc., Toronto, Ont.
Lewis Bros., Ltd., Montreal
Merchants Hardware Specialties, Ltd., Calgary Alta.
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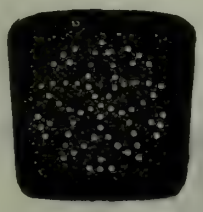
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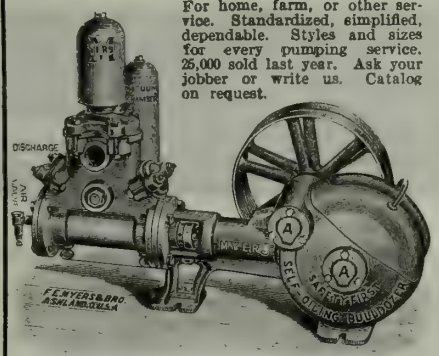
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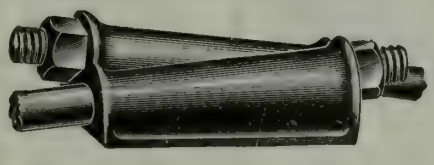
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The Financial Post
THIS WEEK

ON BANK MERGERS

"IN conclusion, let us repeat that THE FINANCIAL POST stands against bank mergers or other business or industrial combinations which will permit of restriction of public service or the exaction of undue profits, but favors such consolidations as tend to reduce costs of production or service rendered, which is in the last analysis in the interests of the whole people."

ON THE TARIFF PROBLEM

"THE FINANCIAL POST does not now and never has defended a 42½ per cent. tariff; it does not stand for any specific tariff, but it does stand for the intelligent and adequate protection of national industries so that Canada may secure the full benefits of the developments of all her natural resources. That this may be accomplished and that at the same time the necessities of a tariff for revenue may be carefully considered, we have time and again advocated the appointment of a tariff commission to treat scientifically with the whole situation and to provide a meeting ground for the divergent opinions of labor, industry and agriculture."

ON THE PORK SITUATION

"The newspaper contention that Mr. Hoover is getting the British business for American firms, and that the British Government is discriminating against the Canadian product, is hardly a correct or a fair one. The embargo is absolute, against both Canadian and American pork products."

Besides the important articles from which the above quotations are made, THE POST this week deals with the following, amongst other

SUBJECTS OF INTEREST

The Effects of Merger on Bank of Nova Scotia
Australia to Have Agent at Ottawa
Uniform Laws for All Canada
Peace Between Capital and Labor—And Prosperity
The December Bank Statement
Small Packing Plant to Close
Brompton Shows Slight Drop in Earnings on Common
Over $350,000,000 Put Into Electric Projects
Total Clearings for the Week Show Increase
Canadian and American Banking Interests Join
A Bank Misunderstanding With Customer
London Supreme in Money Market
About Bank Mergers (Editorial)
Farmers' Platform on Economic Issues
Scarcity of New Issues is Market Feature
New Pulp and Paper Issue Announced
Manufacturers of B.C. Discuss Income Tax
Ratepayers of Halifax Vote Dissatisfaction
Quebec Province Has Large Surplus
Excelsior Life Wrote Record New Business
Continental Life Writes $2,946,762 New Business
Border Cities Want Some of Housing Loan
The Sugar Supply
Larger Loans and Profits of Dominion Bank
Effects of the Merger on Bank of Nova Scotia
Profits of Toronto General Trusts Show Recovery
Development of Trusts and Guarantee

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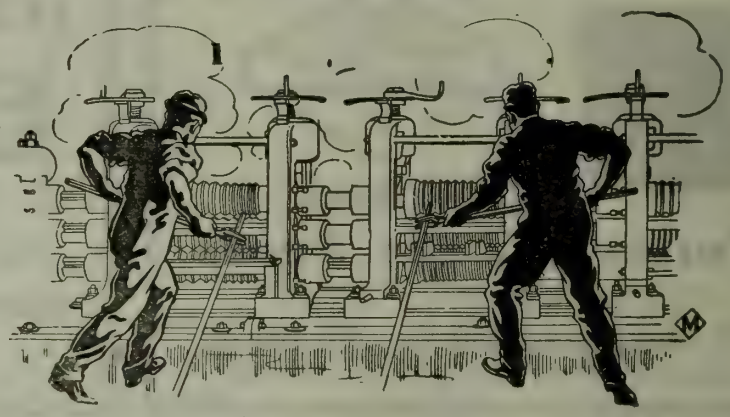
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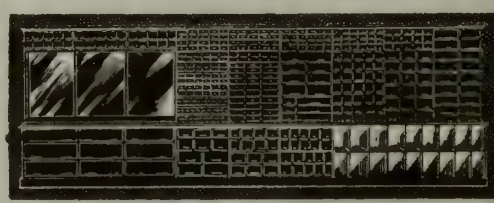
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The quality of our goods is supreme. Prices right.

CAMERON & CAMPBELL, Sole Manufacturers
Toronto, Canada



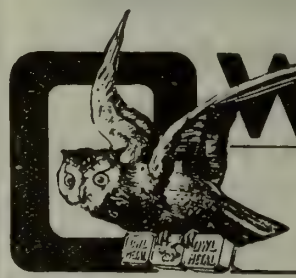
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Just the Tool for Inexperienced Glass Cutters

MADE BY

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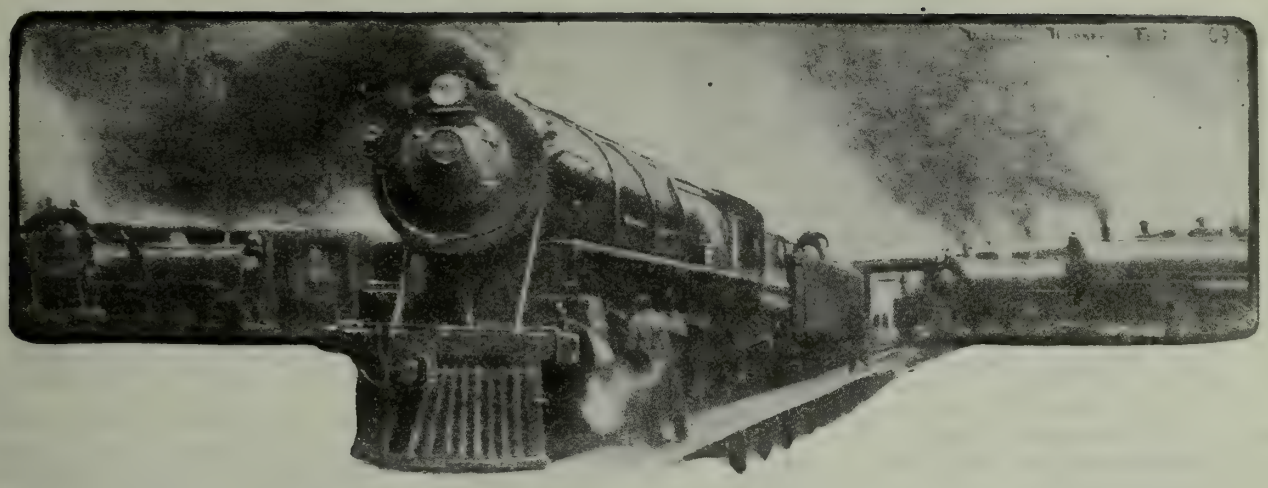
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Hardware Dealers who at one time hesitated on the Babbitt Metal question now find that Owl Metals pay the rent. Try selling Owl Traction Babbitt for Tractors. Owl Babbitt Metal for Thrashers.

OWL METAL CO., LIMITED, WINNIPEG



Let Canadian Firms Fill Your Orders

"Made in Canada" Goods Are Giving Greatest Satisfaction All Over the World—Canadian Manufacturers in Splendid Shape to Supply High Quality Products Promptly—Export Trade Expanding Steadily

NO country in the world to-day is so well equipped to supply the immediate demands of those whose stocks are low, as Canada. The manufacturers of the Dominion have again proven their capacity for adaptibility. They have made the change from a war basis to a peace footing quickly and thoroughly. Less than three months ago the majority of firms in the Dominion were working night and day to furnish munitions or war supplies of one kind or another for the Allies, who were driving the Hun before them in all directions. Then came the signing of the armistice much sooner that was expected. Canadian firms set about equipping their factories for supplying the peace time needs, not only at home but in all parts of the world. They have accomplished this feat so quickly that in spite of the magnitude of their war efforts and the problems of reconstruction, they are now filling orders from all parts of the globe and looking after the large home needs as well. Firms which three months ago were turning out huge shells in thousands are now turning out farm implements, hardware goods, automobile parts, tractor equipment, and dozens of other lines which will build up rather than destroy.

Made Great Record

In four years of bitter war and urgent need for production for the Allies, Canada found herself. The Dominion rose to the occasion and factories were speeded up and outputs increased to such an extent that all Canadian records were shattered. Not only this but the world was surprised to find that Canadian plants could produce as they were producing. It was not alone the quantity but the quality of the goods that attracted attention everywhere. Canadian goods won a place for themselves wherever they were shown and manufacturers found inquiries coming to them from quarters where they had never secured business before. All through the years of war these inquiries came and with the cessation of hostilities still more came. The Canadian firms have been in the happy position of being able to take care of all this business and they are in a better position now than ever before because the war needs are all supplied and their factories are at the highest point of efficiency they have ever been.

Do It Now

Buyers in all parts of the world will find that it will pay them well to get in touch with Canadian firms. The whole vast resources of the Dominion, mineral, lumber, unlimited water powers, and so on are at the command of Canadian manufacturers. No country in the world has such supplies of materials to work with to-day and nowhere are the factories better equipped to deliver high quality goods in a short time.

Just how Canadian trade has been expanding may be gathered from the fact that the exports for the past year totalled $1,229,708,244. Of this amount Canadian goods valued at $594,250,690 went to British ports. The rest went to all parts of the world.

The Great Factors

The two great factors that made this enormous export business possible were that Canada had the raw materials to work with and by sheer hard work speeded up her industries as they were never speeded up before. Factories were enlarged, the latest machinery and equipment installed and every effort made



One of the huge grain elevators on the G reat Lakes. Millions of bushels of wheat were sent from these big storehouses to f eed the soldiers and the Allies.

to respond to the urgent calls for more and yet more production for the Allies. Now that the war is won the rest of the world will benefit from the efficiency which Canadian industry developed. Raw materials were a vital issue in winning the war. In spite of all that Canada supplied her rich resources are comparatively untouched. This is especially true as far as metals go. The enormous development that has been made in producing metal goods of all kinds has merely served to show what can be done and has stimulated mining and manufacturing. Everywhere in Canada now there is the greatest activity in these lines. Factories are making new lines as well as all the old ones. They are extending their plants and adding the latest machinery. Always the aim is to produce high quality goods and to produce them at a cost which will enable Canadian firms to meet competition anywhere. In order to supply the raw materials needed for this steadily growing business as well as to look after the needs of others, the general development has kept pace with industrial progress.

Big Development

The largest nickel refining plant in the world is now located at Port Colborne, Ontario. The great steel plants have added and added to their capacity and still further additions are planned. In the north country copper production is being greatly increased and at the same time gold, silver and nickel production. In Western Canada, especially in the rich ore deposits of British Columbia, millions of dollars are being spent in developing new properties and in increasing the facilities of those already producing.

It should not be thought that production is all in one direction or that Canada is only developing industrially. With all the steps that are being taken to maintain and increase the Dominion's industrial progress agricultural pursuits are in no way diminished. Canada will do her full share this year, and next year, and as long as it is required of her to send foods overseas to the stricken people of France, Belgium, Serbia and other countries. The Dominion is in no way slackening its railway construction program or its shipbuilding activities or its progress along other lines.

Great Activity

In both shipbuilding and railway construction there is great activity. At many points along the eastern and western coasts and also on the Great Lakes ships are being turned out as fast as possible. These are to be used not only in looking after Canada's increased export trade, and in supplying the quickest possible service to buyers in distant parts of the world, but also in developing business between Canadian ports and Europe. To provide the shipping facilities and not to provide railway equipment, terminals, etc., to move the goods would be foolish and this is in no way being neglected. Large orders for rolling stock have been placed and new railways and improvements are projected and the call is for still more.

Look After Credits

In building up a steadily expanding export trade not only Canadian manufacturers, but the bankers and the Government have given the question of arranging all necessary credits the most careful consideration. In the work of reconstruction in the devastated sections of France and Belgium and other parts of Europe, the granting of credit is an essential in order that the people who have lost everything may be enabled to help themselves. All details for helping these war sufferers have been arranged and Canadians have gone even further. They have appointed a special Canadian Trade Commission, representatives of which are now in Europe, to arrange for supplying the needs of the countries which were hit hardest. It is reported that the largest order ever received in Canada for lumber has been placed and that it will take a billion feet of material, valued at $40,000,000.

Manufacturing Groups

Canadian firms after going thoroughly into the question of supplying Europe's needs decided that groups of manufacturers working with the Trade Commission could secure the best results. With the object of helping in every way to supply as quickly as possible various lines of goods they are selecting representatives who will go to Europe and look after business. The Canadian stove manufacturers are one of the first organizations to select a representative. They are taking up with the Government the question of securing the necessary cargo space, the lowest possible freight rates between

	1916	1917	1918
Mineral Products	$ 81,281,244	$ 77,389,963	$ 75,708,425
Fisheries	24,349,835	28,323,877	33,577,772
Forest Products	55,224,919	52,280,875	65,436,204
Animal Produce	117,909,753	170,561,884	176,407,332
Agricultural Products	364,605,703	531,300,259	320,524,859
Manufactures	440,477,143	682,431,692	552,683,692
Miscellaneous	7,857,806	5,052,305	5,369,960
Total Exports	$1,091,706,403	$1,547,340,855	$1,229,708,244



Shipbuilding has made tremendous strides in Canada since the activity of the submarines. The illustration shows a shipyard on the Pacific Coast. Similar plants are to be found on the Atlantic Coast and at many points on the Lakes.

Canadian and European ports and other matters of importance in building up trade of this kind.

Looking After All

While taking care of all business that will offer from Europe, the Canadian firms will not in any way neglect other parts of the world. With their ample facilities for production and rich stores of raw materials to draw from, they are prepared to take care of all trade inquiries. Firms abroad who have not yet got into communication with Canadian business houses, or obtained their prices, are losing an opportunity for extending their trade, or replenishing stocks, that cannot be equalled anywhere. "Made in Canada" on any product now is a sufficient guarantee of quality to sell goods anywhere. Foreign importers often fail to realize the importance of getting in touch with sources of supply quickly. This was never more essential than right now. As a result of conditions many of the old world firms have been unable to handle any export business. As far as Germany is concerned hundreds of millions of dollars' worth of her commerce has disappeared. The Allies will try to see to it that this business is never recovered and Canada among the others is out to get a share of it. Foreign firms whose stocks are low or depleted can get many lines of goods quicker by getting in touch with Canadian houses than anywhere else. It should be remembered that it takes weeks, and in some cases months for the transmission of inquiries by mail, and the quotation of prices in return or shipping of goods. This is an important point for dealers abroad to keep in mind. The sooner they get in touch with Canadian manufacturers the sooner they can complete their stocks.

Shows The Figures

The figures in the table on page 110 show some interesting details regarding Canada's export developments. In many cases where decreases are noted it was caused not by any less production but by lack of shipping to send the goods overseas. The figures also show to some extent the manner in which some lines of agricultural production were diminished by enlistments and by farm workers going into munitions factories.

British and American capitalists who have been attracted to Canada have after investigating the country's rich natural resources expressed themselves enthusiastically regarding the future. Great as have been the advances in steel making and in electrical power development much greater things are looked for now that the possibilities are being realized.

Sees Great Future

In the course of an address to the Canadian Manufacturers' Association, Toronto, on prospects for trade with Great Britain, France and Belgium for Canadian iron and steel products, Colonel David Carnegie of the Imperial Munitions Board said: "We have fine deposits of magnesite in Canada, developed during the war, which is of excellent value for our furnaces, making it unnecessary to import as hitherto; our carbon electrodes are second to none and cheaper than are produced in England; we have nickel in abundance; everything, in fact, calls for Canada to rise to the first rank as a producer of high quality steels. She has the opportunity by sustained and wise propaganda of displacing much of the heavy, cumbersome, short-lived, common carbon steels used in our rolling stock, ships, dredges, docks, mines and general machinery, and of becoming one of the principal exporting countries in the world. The things I have named —power, electrodes, magnesites and nickel—enter so much into the vital cost of producing high grade steels that Canada portunities in this direction."
portunities in this direction.

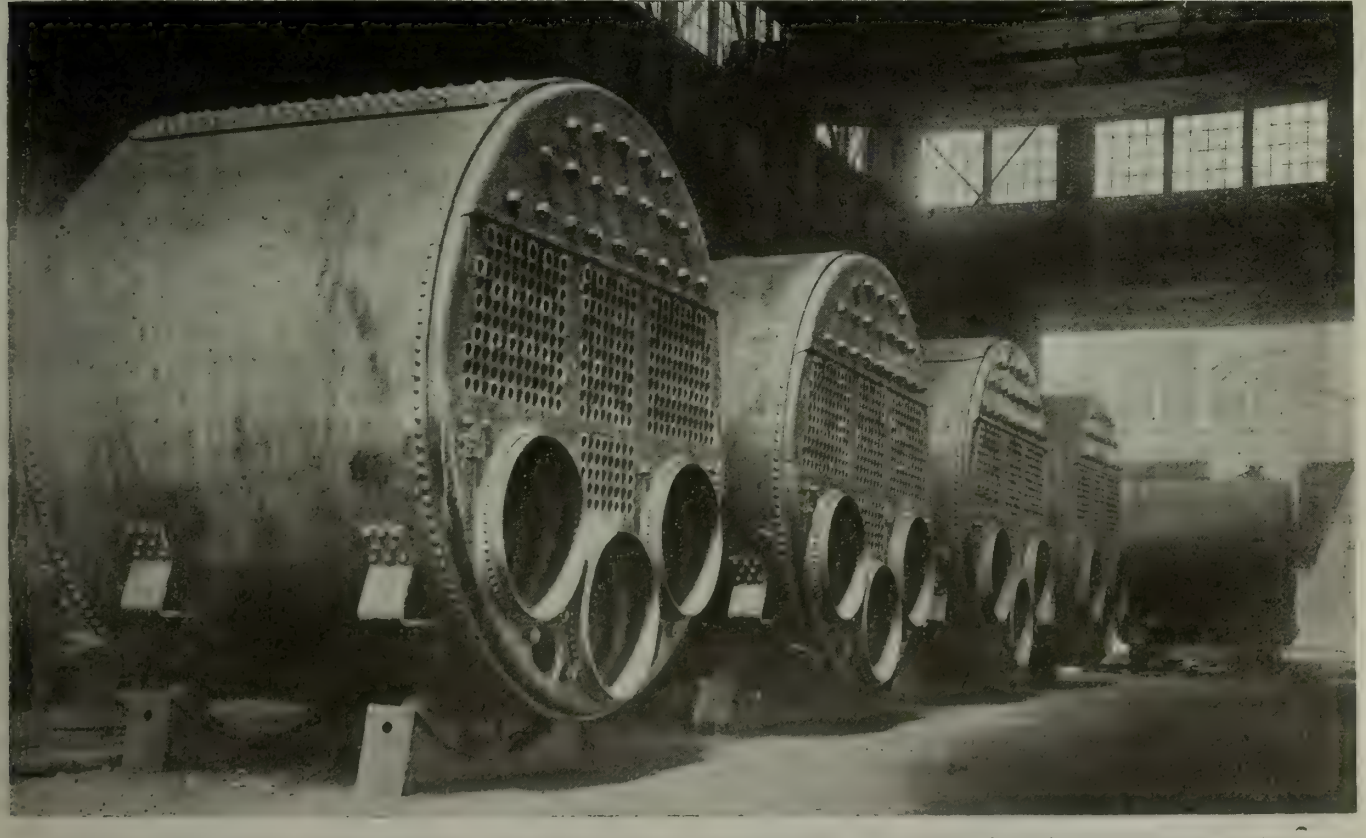
A Big Increase

He said Canada had increased her steel production per annum from one million tons before the war to two and a quarter million tons at present. U.S. steel production had increased from 32 million tons to 45 million tons, and Britain's from 7½ to 12 million tons per annum.

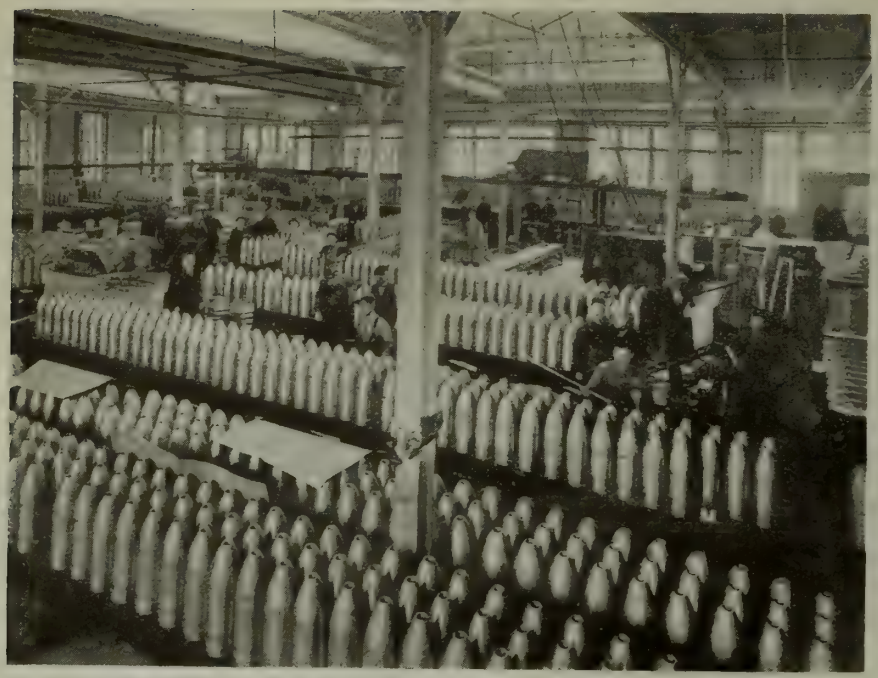
Touching on Britain's high cost of production compared with pre-war costs, Col. Carnegie said that while Britain has a capacity to supply her domestic requirements, she will have a struggle to maintain both her home and export trade against American and Canadian competition.

Canada's Opportunity

"What are the prospects of utilizing the capacity for iron and steel production in Canada? The facts show that Britain has a capacity for steel production exceeding her pre-war capacity of 62 per cent., while Canada's capacity has in-



Some of the big boilers which are being turned out in an Ontario Plant. Canadian firms have made record time in meeting requirements in varied lines and are filling orders from all parts of the world.



Canadian Factories surprised the world with their output of munitions. The illustration shows a section of a Canadian plant where large quantities of munitions were turned out. Canadian plants which only a short time ago were working to capacity on war production are now busy turning out peace time products to go all over the world.

creased 125 per cent. If Canadian manufacturers will follow Britain's example by determining to supply her domestic trade more fully than in the past, Canada will go a considerable distance in using her surplus steel capacity.'

"The growing demands for alloy steels for motor cars, tractors and all kinds of engines and high-class machinery where excessive wear calls for a better and more enduring steel, should arouse the more earnest attention of the makers of electric and crucible steel."

More Hardware Lines Are Needed in Belgium

A large number of hardware lines will be needed for rebuilding Belgium according to a survey of requirements prepared by the Belgian Section of the Interallied Commission. Some of the goods and estimated quantities are as follows:

Probable immediate requirements for building (tons): Copper, sheets, bars and ingots, 39,000; brass, sheets and tubes, 3,500; machine tools, 60,000; vegetable oils, 3,630; mineral oils, 4,269; hawsers, steel cables, belting, electrical power plants for colliery requirements, pig iron, 1,012,050; iron and steel, worked and semi-worked, 825,000.

Transport materials for railroads, locomotives, trucks, etc.; automobile transportation material, trucks, trailers, cars; depot material, turn-tables, forges, pits, drilling machines, jacks, etc.; working material for reconstruction of destroyed buildings and public works; builders and constructional work, crushers, mixers, hoists, cranes; bridges, locks, etc., pontoons, chain and accessories; dredging material, dredges, tugs, sand carriers, lighters; canal equipment, lighters, pumps, compressors, tugs.

Machines for road and construction work, scrapers, graders, rollers, etc., boilers, engines, pumps, steam shovels.

Railway construction materials, rails and accessories, tools, machine tools, motors, signalling apparatus.

Agricultural machinery requirements (tons): Plows, single, 40,000; plows, two or more shares, 20,000; skimmers, scarifiers and cultivators, 20,000; harrows, 75,000; ordinary rollers, 20,000; disc rollers, 10,000; horse hoes, 10,000; potato plows, 10,000; seed drills, 2,000; reapers and binders, 2,000; mowers, 2,000; horse forks, 2,000; horse rakes, 2,000; winnowing machines, 50,000; root cutters, 10,000; chaffers, 15,000; churns, 50,000; carts and vans, 100,000.

Hides and skins, tanning material, tanned hides and skins (tons): For belting and industrial purposes, 500; for boot making, sole leather, 300; uppers, 450; leather belting, 500.

Programs not yet received:

Plant for textile industries; plant for tanneries; plant for chemical works, etc.

In addition to the above advice has been received from Ottawa that to anticipate requirements, groups should be formed to deal with such commodities as the following:

Stoves: Plain light type suitable for bituminous or anthracite. Knock-down form. Standard sizes.

Cooking utensils: Plain strong kitchen utensils, cheap and durable.

Furniture: Wooden tables and chairs, metal bedsteads, cheapest materials shipped knock-down.

THE RECORD AT A GLANCE

Three Years of Exports in Principal Lines of Manufactured Goods.

	1916	1917	1918
Flour, cereal foods, etc.	$40,433,503	$51,942,056	$108,301,840
Automobiles, carriages, etc.	11,372,331	14,397,347	21,005,723
Clothing and wearing apparel	9,148,878	6,356,750	15,385,361
Cotton products	1,815,846	481,116	2,072,663
Drugs, dyes, chemicals, etc.	6,449,145	9,218,415	11,128,675
Electric apparatus	573,044	1,357,824	902,580
Canned lobster	2,672,179	3,639,332	2,853,730
Canned salmon	6,306,056	6,288,257	1,370,571
Canned fruits	864,984	430,970	593,584
Canned vegetables	637,617	5,597,053	11,589,738
Munitions	73,904,586	240,302,414	272,743,956
Explosives and fulminates	7,080,926	40,917,856	40,108,383
Rubber goods	3,081,874	2,666,506	3,857,229
Leather and manufacturers of	14,575,322	7,408,721	13,370,371
Asbestos	2,962,010	4,141,968	8,014,769
Agricultural implements	3,353,635	3,576,124	3,714,500
Gasoline engines	85,641	133,673	51,065
Firearms	617,795	2,234,021	330,259
Machinery	1,522,576	2,260,714	1,406,863
Total iron and steel and manufactures of	54,663,597	49,065,299	50,794,850
Condensed milk	770,566	1,371,610	8,079,134
Musical instruments	354,992	232,936	131,610
Paper, all kinds	20,039,550	26,123,215	43,680,982
Butter	1,018,769	2,491,992	4,819,089
Cheese	26,690,500	26,721,136	164,163,020
Bacon	25,710,767	43,011,439	37,351,324
Canned meats	2,730,616	1,717,758	3,222,769
Vessels	147,050	15,149,926	26,030,027
Spirits and wines	1,424,244	2,517,221	118,327
Tobacco, cigarettes, etc.	905,236	730,897	62,608
Planks and boards	23,880,341	25,976,526	34,214,368
Wood pulp	10,376,548	20,414,053	33,359,923
Coal	7,099,387	7,387,192	9,405,423
Clothing	4,238,048	10,356,348	15,385,361
Wheat	239 612.639	347.095,186	129.071,295
Aluminum	5,201,066	7,620,953	7,223,570



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HIGH GRADE BABBITT METALS

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Harris Heavy Pressure

is the most popular Babbitt in the Dominion. For General Machinery Bearings it is without an equal.

Imperial Genuine Babbitt Metal

Specially manufactured for High Speed and Extraordinary Hard Work.

We are especially equipped to handle a large export business this year, and solicit your orders.

Write for catalogue—it's free.

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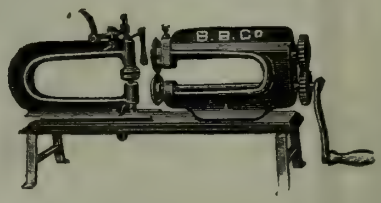
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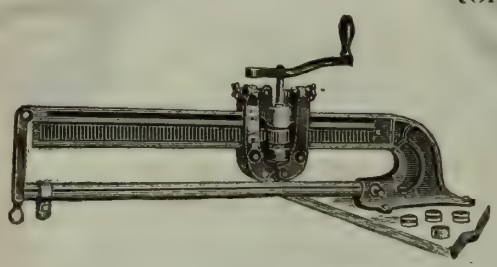




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Get a copy of our new No. 26 Catalogue. Sent to any tinsmith on request.



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Our Steel-Hooped Keg
Extra Strong Tight Joints

All sizes and patterns, as used in European, Asiatic and Australian markets. Packed in bags or in steel-bound paper-lined kegs.

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Bright or Galvanized

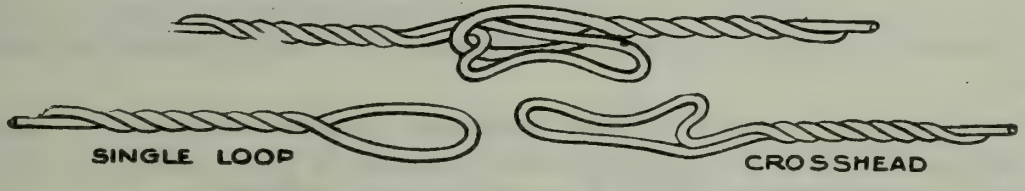
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Made in the usual gauges and cut to any length desired. For baling hay, straw and other compressible materials.

Packed in 56-lb. bundles, oiled with linseed oil. Single loop tie has loop at one end; cross-head tie has loop at one end and hook at other, as illustrated above.

The Laidlaw Bale-Tie Company, Limited

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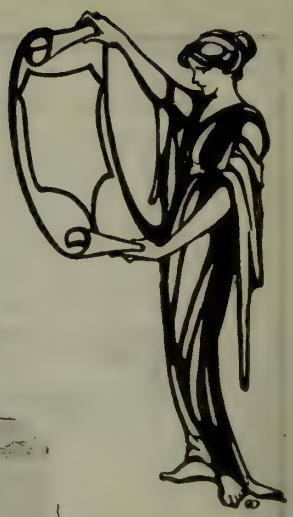
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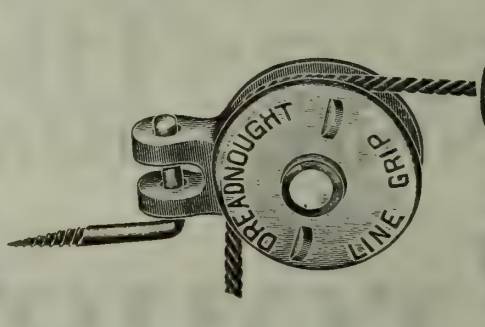
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No. 2



No. 3

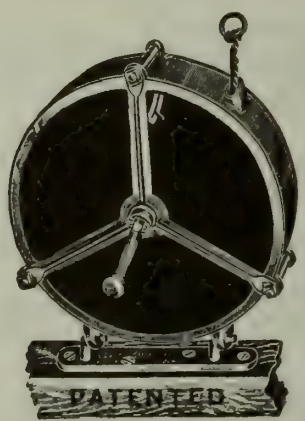
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This rake will clean the lawn, apply a top dressing, remove dandelion flowers, take up stones, pieces of wood, leaves, mulching and other undesirable substances without injuring the young grass.

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made in four styles—approved and used by Dominion Government on Canadian Transport Wagons.
Substitute a **Dreadnought Rope Grip** wherever a rope needs frequent tying and untying.
Used for awnings, clothes lines, tarpaulin covers, freight wagons, etc., etc.
Absolute security without risks. Instantaneous release when required.

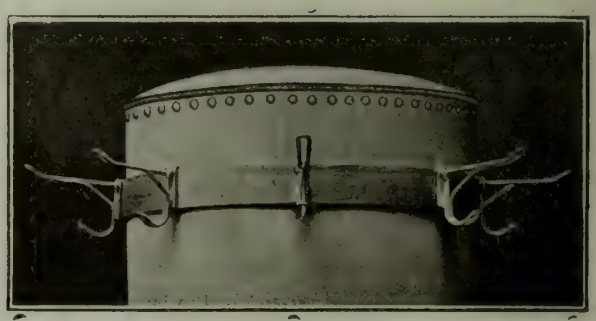
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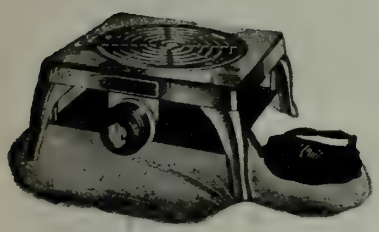
We also manufacture Stamping, Snow Shovels, Rink Scrapers, and the Safety Collection Boxes for Billiard and Pool Rooms, Clubs, Associations, etc.

THE COLEMAN FARE BOX CO., LIMITED

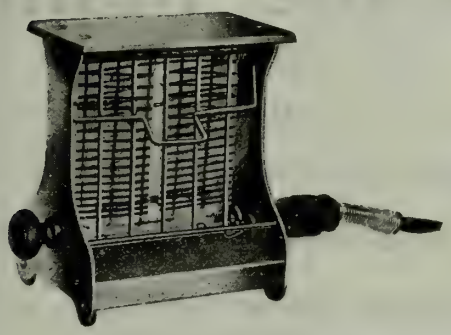
1191 BATHURST STREET, TORONTO

National ELECTRIC

Heating and Cooking Appliances



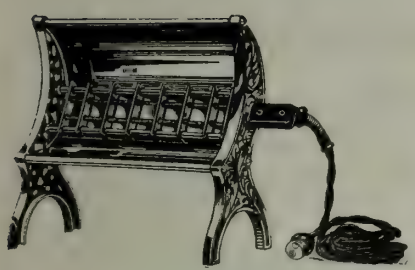
Single Burner Hot Plate, also made in double burner



Upright Toaster



Six Pound Classic Iron, also laundry and tailor iron.



Glower Heater—660 watts

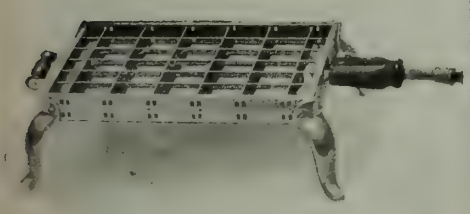
We manufacture a complete line of Electric Heating and Cooking Appliances, a few of which are here shown.

Write for our Illustrated Catalogue "C" and Price List. It will interest you.

Manufactured by

The National Electric Heating Co., Limited

Toronto, Canada



Toaster Stove
Size of Cooking Surface
5½ x 9¼ inches
Weight 2 pounds



Height 18 inches

Patented 1918

Heatray
Beautiful in design and efficient.

LION BRAND CORDAGE

High Grade Manilla Fibre

Sell your customers nothing but the best. In yardage, strength, durability, wearing and lasting qualities **LION BRAND MANILLA ROPE** takes first place. Subject it to the severest tests—stretch, examine, work or twist it, and note the results.

LION BRAND MANILLA ROPE is made to withstand the roughest usage. A most satisfactory quality line to handle; splendid profits in it for the Dealer.

Write for price list to the Halifax Branch

"Coast to Coast Service"

Consumers' Cordage Company, Limited

Head Office

MONTREAL, CANADA

Mills at
MONTREAL
and
HALIFAX

Branches and Stocks:
ST. JOHN, N.B.
and TORONTO



Agents and Stocks:

TEES & PERSSE
Limited

Winnipeg, Regina, Saskatoon, Moose Jaw, Calgary, Edmonton, Fort William.

Jas. Bisset & Co., Quebec
Macgowan & Co., Vancouver

BUTTERFIELD

Carbon and High Speed
TWIST DRILLS
MILLING CUTTERS
REAMERS
TAPS
DIES





Butterfield Tools will play just as great and necessary a part in the World's Readjustment and Reconstruction period as they did in the Great War just past. They have proven themselves superior in the production of munitions and are destined to win even greater laurels in commercial industries. Mechanics know that the name **"Butterfield" stands** for the best in **Canadian Standard** cutting tools. They are delighted with their perfect, clean, accurate and efficient cutting qualities.

There is a **Butterfield Tool** for every purpose. Sell your customers a tool that satisfies. There are good profits in this high quality line for you.

Write for it to-day.
Have you our latest catalogue No. 17?

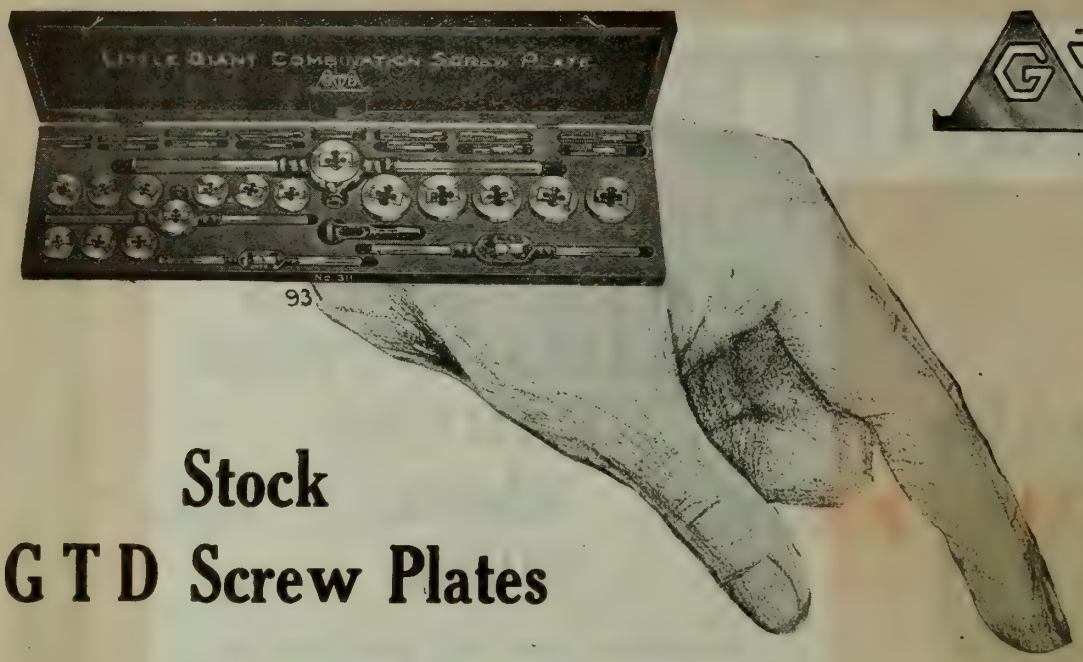






Butterfield & Co., Inc.

ROCK ISLAND
Quebec



GTD

Stock GTD Screw Plates

Prepare now to cash in on the great volume of business which is coming to dealers who sell *GTD SCREW PLATES* and other tools bearing the GTD mark.

GTD Screw Plates are made in more than a hundred different assortments of various types including the famous Little Giant Line.

Order from New No. 40-HM catalog which illustrates and lists the complete line of GTD Small Tools. Write for your copy.



Little Giant Die Guide and Collet

Wells Bros Co. of Canada, Limited
Galt, Ontario



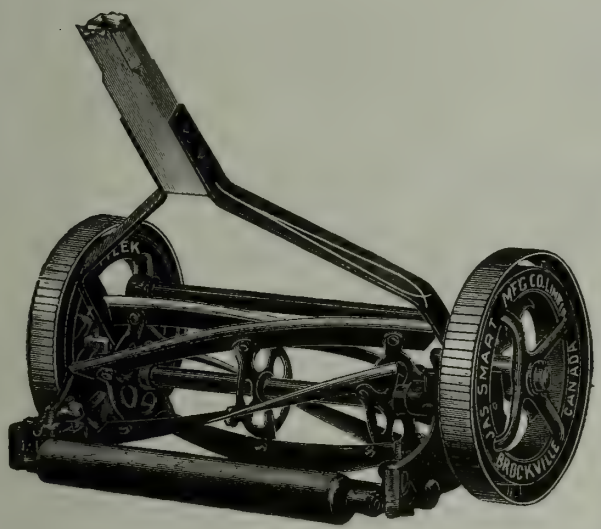
Little Giant Die

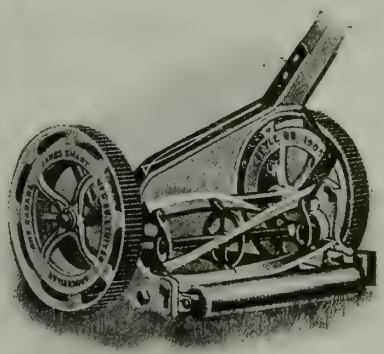
Canadian Factory of the

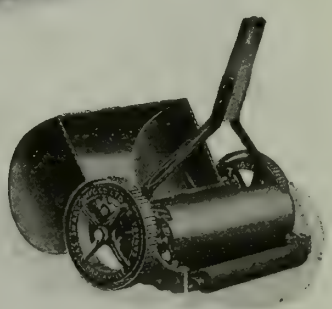
Greenfield Tap and Die Corporation

CANADA
FOUNDRIES & FORGINGS
LIMITED

SMART'S LAWN MOWERS







Complete stock of all sizes and styles of Lawn Mowers on hand ready for immediate shipment. We use nothing but the **best** material in our machines, and with the prospects of a great shortage in the markets this season, we would urge your buying **Smart's** Mowers **at once.** Write for catalogue.

JAMES SMART PLANT

Brockville, Ont.

NUMBER THREE



IN the year 1853, Cyrus W. Field believed that by means of a cable people could talk across an ocean three thousand miles wide. For thirteen years he concentrated on perfecting his means of communication. He made fifty voyages across the Atlantic. Many of his cables broke in mid-ocean. In August, 1866, the first message was successfully transmitted from New York to England. This grand achievement was the result of a man with an idea concentrating on one thing. The story is one of the noblest records of American enterprise.

The secret of Cyrus W. Field's success was

CONCENTRATION

No man ever achieved a worth while victory by accident. Fine achievments are always the result of exhaustive experiments, hard work and concentration. One of the greatest men who ever lived, whose influence has lasted for centuries, took this for his motto: "This one thing I do."

Victor Hack Saws have achieved their position of dominance because we make nothing but hack saws. For many years we have concentrated all our energies and resources on perfecting this one tool. As a result, the Victor Hack Saw Blade is recognized by good mechanics and foremost technicians in all parts of the world as the most efficient hack saw for every metal-cutting purpose.

VICTOR SAW WORKS, Ltd.
HAMILTON, CANADA

VICTOR HACK SAWS Get a Box and Try 'em

MOSSBERG

ALL STEEL WRENCHES AND TOOLS

The strong, sturdy construction of Mossberg All-Steel Wrenches and Tools makes them absolutely dependable even on the toughest, roughest kinds of work. They are designed right to do every job right.



The special construction of the pressed steel jaws of Mossberg "K" series Wrenches insures a rigid grip and strength and durability far greater than malleable one-piece jaws.

TRADE MARK

MOSSBERG ALL STEEL WRENCHES and TOOLS

because of their correct designing to meet actual needs, have proven that whether the need be for an adjustable, socket, or open-end wrench, there is a Mossberg type as the favorite for the job.

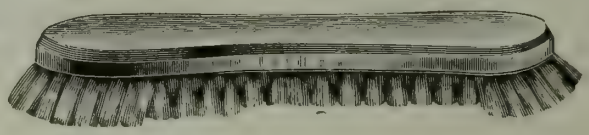
Dealers everywhere are building sales on the adaptability and dependability of the Mossberg line. They are calling the attention of their customers to the Mossberg types that fit their particular need by using the various Mossberg Display Boards. We have an interesting dealer proposition. Ask for it, and the complete Mossberg catalog.

Frank Mossberg Company

Wrenchsmiths

Attleboro, Mass.







Meakins Brushes

—for Export Trade

We manufacture a large variety and range of high-grade brushes. Their superior qualities and distinctive styles have made them general favorites with dealers and customers alike.

Meakins' Brushes are making splendid profits for the dealers. Write for our complete catalogue and any further information you desire.

"We ship promptly."

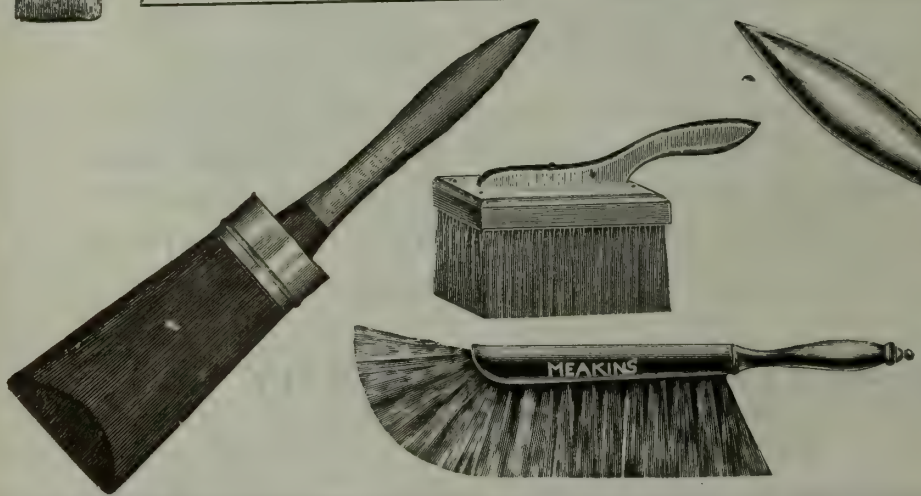
MEAKINS & SONS, LIMITED

Hamilton : Ontario : Canada

Warehouses: Winnipeg London Toronto Montreal

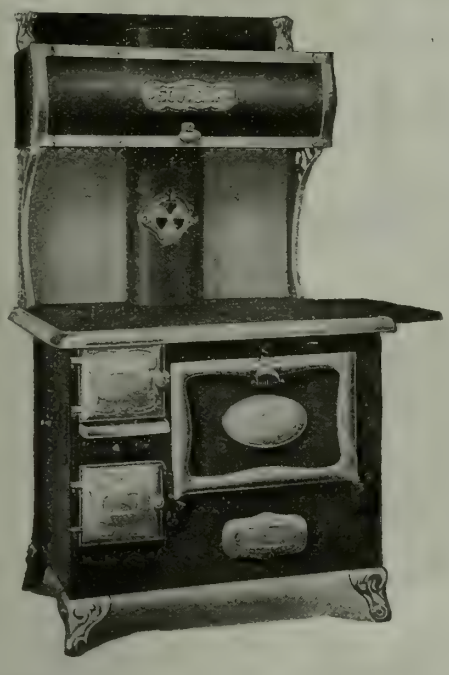








If any advertisement interests you, tear it out now and place with letters to be answered.



The British Crown Steel Plate Range

This is a sturdy, handsome stove and has little ornamentation. It is our very latest in low-priced family Ranges.

Oven—17½ x 21 x 11¾.
4—9″ Covers, 2—5½″ Covers.
Coal Fire Box 18 x 7 x 7½.
Wood Fire Box 21 x 7 x 7½.

Square, with high closet and white enamel splashers.

As shown, 285 lbs. - - $46.35 net
With Reservoir, 310 lbs. - 51.95 net

Special Discounts for Quantity Orders.

Cable Address
"HASTCO"
Western Union Telegraph Code and A.B.C., Code, Fifth Edition.

SOUVENIR
- Ranges
- Cooking Stoves
- Warming Closets
- Heaters
- Caboose or Van Stoves
- Base Burners
- Box Stoves
- Laundry Stoves
- Cottage Furnaces
- Gas Ranges
- Gas Hot Plates
- Gas Garage Heaters
- Gas Garbage Incinerators
- Jacket Water Heaters
- Radiators
- Lang Hotel Ranges

NEW IDEA
- Warm Air Furnaces
- Hot Water & Steam Boilers, Round & Sectional Square

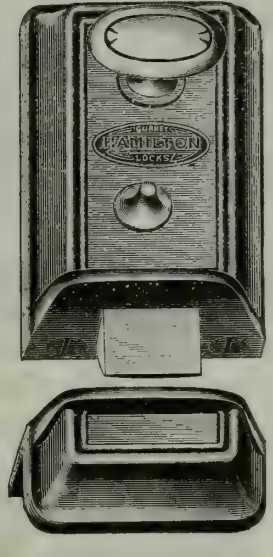
IDEAL
- Smokeless Boilers

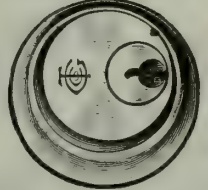
GURNEY HAMILTON
- Locks and Keys
- Panic Exit Locks
- Simplex Transom Lifters
- Sash Lifts and Fasts
- Escutcheons
- Push Plates
- Letter Box Plates
- Bell Sets
- Knobs
- Store Door Sets
- Front Door Sets
- Inside Door Sets
- Sliding Door Sets
- Foot and Chain Bolts
- Extension Flush Bolts
- Cupboard Catches
- Transom Catches
- Drawer Pulls
- Hat and Coat Hooks
- Shelf Brackets
- Casement Holders
- Transom Chains
- Sash Pulleys
- Hinges and Butts
- Kick Plates

All Standard Finishes or to Sample.

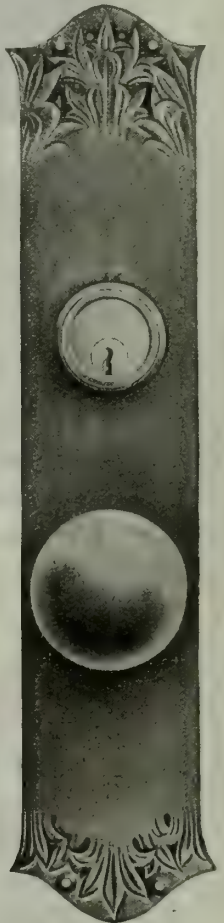
During the Convention of the Hardware and Stove Dealers' Association to be held in our City, Feb. 18-19-20, we will have on display in our own showrooms a full line of our famous "Souvenir" Stoves and Ranges and Builders' Hardware. We would be glad to have you call and see our splendid plant.

Samples of our Stoves and Hardware will also be exhibited at Lyons Fair, France, in March. After the Fair our exhibit will be sent to Export Association Showrooms, London, Eng.





New Cylinder Night Latch, Antique Copper Finish. For sale by Jobbers everywhere. Price, $30.32 per doz. net.



Westminster Design, as supplied the New Parliament Buildings at Toronto.

Catalogues or further particulars regarding any of our lines mailed upon request. Address all correspondence to head office.

THE HAMILTON STOVE & HEATER CO.,

SUCCESSORS TO LIMITED

GURNEY, TILDEN & COMPANY, Limited

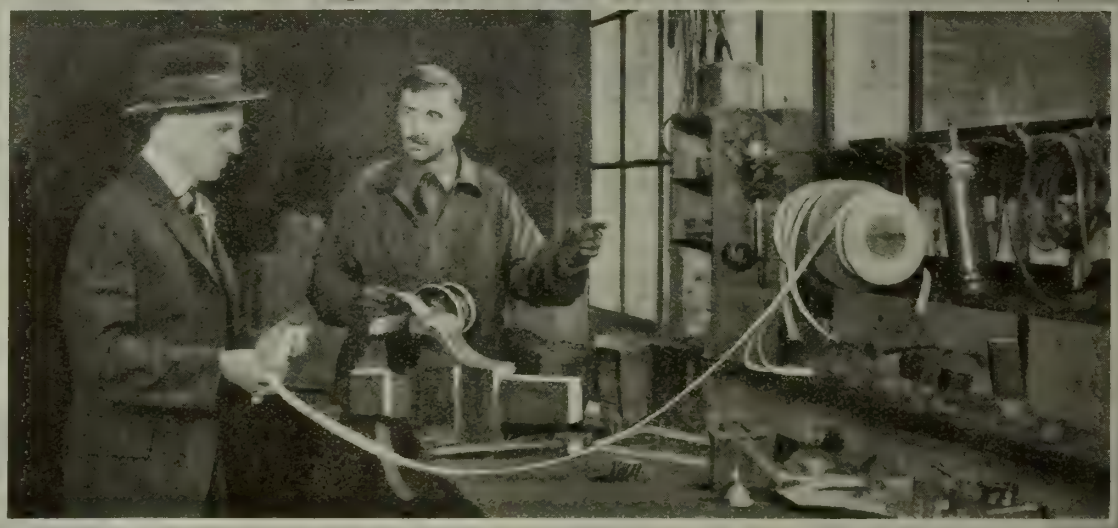
MANUFACTURERS OF
Stoves, Ranges, Boilers, Radiators, Furnaces, Registers
Locks and Hardware

Head Office and Works: HAMILTON, ONT.

Established 1843

Warehouses at
Winnipeg, Vancouver
Montreal, Calgary

Agencies and Showrooms: Charles Rankow, Durban, South Africa. Webb Bros., Georgetown, Demerara, British Guiana. Burns Export Corporation, 56 Pine St., New York, N.Y.



Aloxite Cloth in Economy Rolls Will Help You to Develop More Business

THE men who use Aloxite Cloth in the garages, general machine and repair shops and in the factories need tools, Carborundum sharpening stones, wheels and supplies.

When you introduce Aloxite Cloth in Economy Rolls you will have made friends. You will have opened the way for more business.

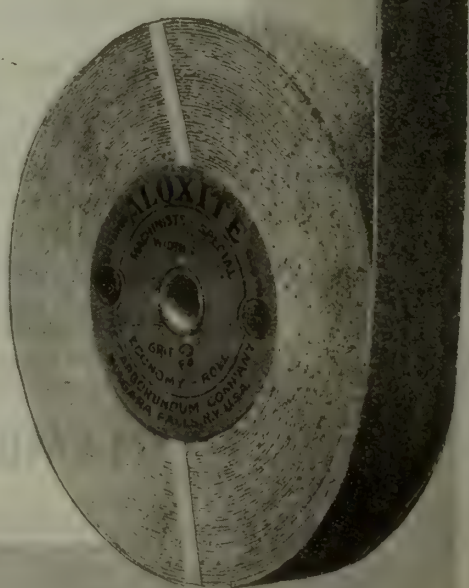
Aloxite Cloth in Economy Rolls

Saves time—saves cloth. The user just snips off a piece in the desired length and width. He doesn't waste time and spoil good cloth tearing a strip from a sheet.

Aloxite Cloth does the work of the old-time emery cloth. It cuts cleaner and faster—gives a finish in less time. It is flexible and is uniformly coated with accurately graded Aloxite grains. And there are a hundred and one uses for it.

Study these talking points—they will help you make sales

Aloxite Cloth in economy rolls is just one of the many Carborundum products that keep the cash registers busy.



The Carborundum Company
Niagara Falls, N. Y.

"On Ramsay's Paints the Sun Never Sets"

A. Ramsay & Son Company

Makers of Paints and Varnishes since 1842

TORONTO, CANADA **MONTREAL, CANADA** **VANCOUVER, CANADA**

Foreign Representatives:

Dominion Exporters Limited, Cape Town, South Africa. Th. de Schryver Limited, Auckland, New Zealand. Messrs. Hugh Scott Young, Melbourne, Australia. Dominion Exporters Limited, British West Indies.



THE LOUIS McLAIN COMPANY LIMITED

THE LOUIS McLAIN LINE
Order From Nearest Stock

Aluminum

Bag Tags
Bottle Caps (Milk)
Boxes (Soap)
Bread Pans
Biscuit Pans
Cake Pans
Cake Turners
Camp Outfits
Candlesticks
Casseroles
Clothes Sprinklers
Coffee Percolators
Coffee Pots
Colanders
Collapsible Cups
Combination Cookers
Cookie Cutters
Doughnut Cutters
Corn Cake Pans
Crumb Trays and Scrapers
Cups
Cups and Saucers
Egg Cups
Eye Cups
Measuring Cups
Dairy Pails
Dinner Pails
Dish Pans
Double Boilers
Drip Pans
Egg and Beet Slicer
Fireless Cooker Pots
Fry Pans
Funnels, Tapered
Funnels, Fruit
Hot Water Bottles
Jelly Moulds
Jelly Cake Pans
Knives and Forks
Lemonade Shakers
Lemon Juice Extractors

Aluminum

Measuring Spoon Sets
Mixing Bowls
Mountain Cake Pans
Muffin Pans
Paring Knives
Pie Plates
Percolators (Floating)
Potato Mashers
Poultry Leg Bands
Plates
Preserving Kettles
Pudding Pans
Roasters
Salt and Pepper Shakers
Sauce Pans, Triplicate
Sauce Pans, Lipped
Sauce Pans, Half Round
Shallow Cake Pans
Skimmers
Soap Dishes
Spoons
Stew Pans
Stock Pans
Strainer Ladles
Soup Strainers
Coffee Strainers
Spout Strainers
Sugar Shakers
Syrup Pitchers
Tea Balls
Tea Kettles
Tea Kettle Insets
Tea Pots
Tea Strainers
Tooth Brush Holders
Tubed Cake Pans
Utility Kettles
Wash Basins
Water Pails
Utility Sauce Pans
Double Fry Pans

Cast Aluminum

Coffee Pots
Tea Pots
Griddles
Tea Kettles
Spoons, Tea
Spoons, Table
Spoons, Basting
Skillets

Hardware

Fruit and Vegetable Presses
Mincing Knives
Tea Pot Stands
Hot Pan Lifters
Griddle Greasers
Egg Servers
Egg Boilers
Ice Picks
Cake Turners
Spoons, Mixing
Spoons, Double Mixing
Spoons, Batter
Spoons, Strainer
Spoons, Measuring
Spoons, Tea
Spoons, Table
Spoons, Dessert
Potato Masher
Food Chopper
Can Cutters
Sink Strainers
Clothes Reels
Wire Soap Dishes
Toasters, Gas
Mats, Stove
Combination Cooker
Butter Shapers
Kitchen Shears
Knives & Forks
Kitchen Sets (Forged)
Plate Scrapers
Vacuum Washers

Glassware

Flasks (Workmen's)
Percolator Glass Tops
Rolling Pins
Rolling Pins, Opalite

Tinware

Conservo Cookers
Flour Sifters
Steam Cookers

Woodenware

Clothes Line Reels
Knife and Fork Boxes
Mouse Traps
Rat Traps
Salt Boxes

Miscellaneous

Aluminum Polish
Asbestos Table Mats
Dish Mops
Electric Plates
Fireless Cook Stoves
Fruit Jar Holders
Mendets
Pastry Boards (Metallic)
Plate Scrapers
Repair Knobs
Silver Polish
Thermometers (Fireless)
Theroz Stoves
Theroz Fuel Cubes
Volpeek

Holly Box Goods

Child's Cooking Sets
Child's Tea Sets
Child's Toy Sets
Salt and Pepper Shakers
Etc., Etc.

WAREHOUSES:

KITCHENER, ONT. WINNIPEG, MAN. 862 Cambie St., VANCOUVER, B.C.

Write us for Catalog or Requirements

THE LOUIS McLAIN COMPANY LIMITED

Head Office: Winnipeg, Can.



TRUE PATRIOTISM

Demands That We Heed Our Country's Call For

INCREASED FOOD PRODUCTION

The Horse is a vital factor in such accomplishment. His efficiency is measured by the degree of fitness for constant use.

STUFFED COLLAR PADS

Are the Only Guarantee Against

Bruised, Galled and Chafed Shoulders. They are better than other kinds, being soft, springy and absorbent. They make possible the continued use of a horse collar long after its worn condition would otherwise compel its discontinuance.

NEW PATENTED HOOK ATTACHMENT

(Found only on Pads Made By Us)

Consists of wire staple with felt washer. It gives the hook a firmer hold and prevents pulling off, even though fabric is weakened by long usage. Life of pad is thus materially lengthened. This is the greatest improvement since we invented the hook.

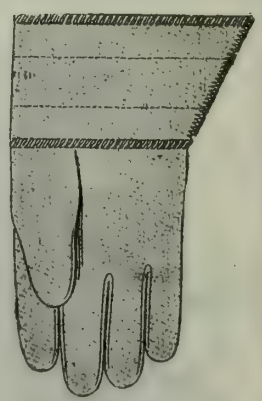
THIRTY-SEVEN YEARS MAKING PADS

Look for the Felt Washer

Sell these comfortable, long-wearing, working gloves to the men of your town

TAPATCO
REGISTERED TRADE MARK
BRAND







TAPATCO GLOVES are just ideal in every respect for those little household jobs that would otherwise mean a grimy pair of hands or perhaps a skinned knuckle.

And it's not to the men alone but to the women as well that TAPATCO GLOVES appeal. In fact, every good housewife needs a pair of TAPATCOS for the several occasions where an easy fitting working glove is called for.

The styles are varied enough to cover everybody's requirements. **Gauntlet, Knit Wrist and Band Top styles in heavy, medium, and light weights. Leather Tip, Leather and Leatherette Faced Gloves, Jersey Gloves and Mitts in Tan, Slate and Oxford.**

TAPATCO GLOVES are handled by the jobbing trade.

The

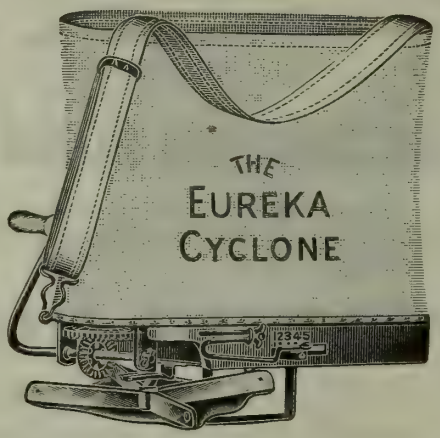
American Pad & Textile Company

Chatham, Ontario

If any advertisement interests you, tear it out now and place with letters to be answered.

The Eureka Cyclone Seeder

Modern methods are rapidly replacing the old wasteful and laborious way of doing things. We are living in an age of keen competition when to be wasteful means failure.



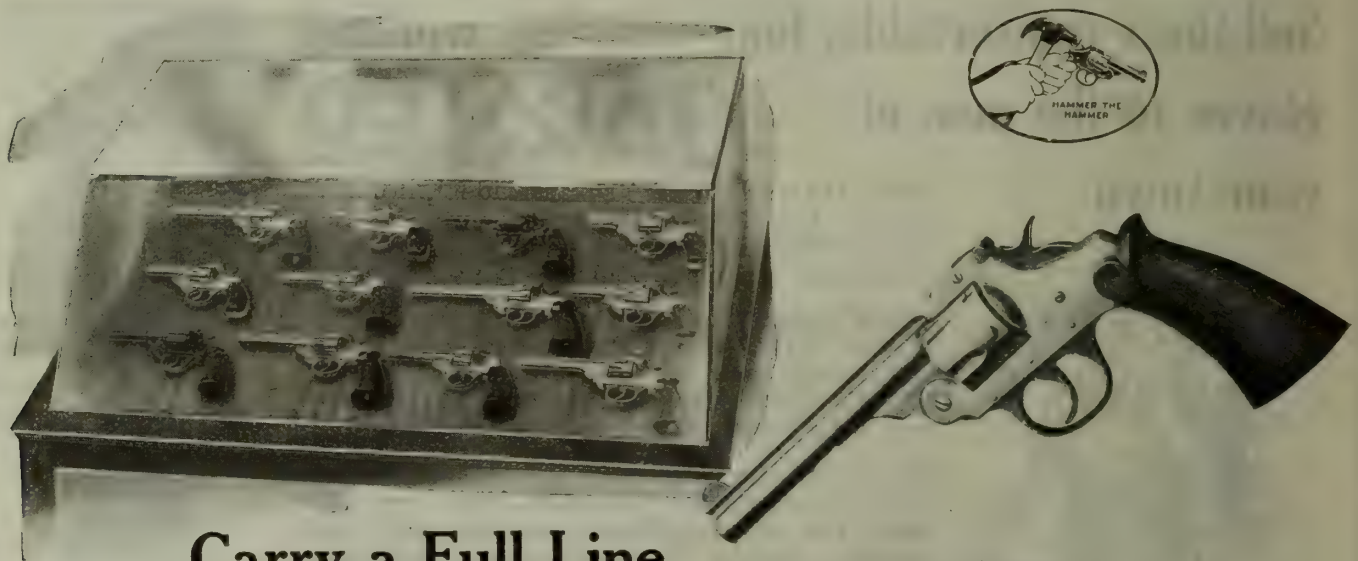
The Eureka Cyclone Seeder is a modern apparatus that is abreast of the times. The old method of hand seeding has been superseded by it. It's a decided improvement. Scatters the seed over the land in an even spray, thereby, producing a greater yield to the acre.

A Light Weight Device, Yet Durable

Now is the time to educate the farmer on the advisability of using the **Eureka Cyclone Seeder.** It will result in many more sales in the spring.

Write us for detailed information and prices

EUREKA PLANTER CO., Limited, Woodstock, Ontario



Carry a Full Line

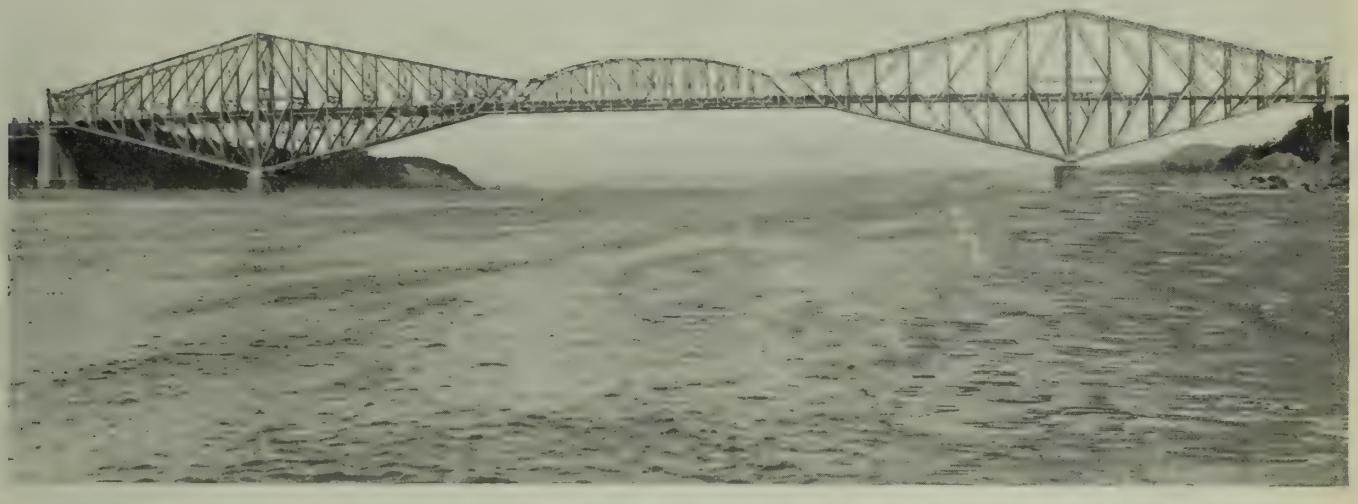
The dealer who neglects to carry a varied assortment of Iver Johnson Revolvers deliberately sends business to his competitors. He is not prepared to reap his full benefit of the Iver Johnson National Advertising.

More Iver Johnson Revolvers are being sold now than ever before. Women, left alone in homes from which the men have gone to war, are heavy buyers of Iver Johnsons, because the Iver Johnson is recognized as the standard weapon for the defense of the home—the revolver that *cannot* be accidentally discharged.

Write Today for Complete Catalogs of Revolvers, Shotguns, Bicycles and Motorcycles

IVER JOHNSON'S ARMS & CYCLE WORKS, 330 River St., Fitchburg, Mass.
99 Chambers Street, New York **717 Market Street, San Francisco**

IVER JOHNSON
Safety Automatic REVOLVER



Quebec Bridge, completed 1917.

JAMIESON'S PAINT
IS PROTECTING QUEBEC BRIDGE

FROM EVERY INCLEMENT WEATHER CONDITION.

ONLY QUALITY PAINT WOULD STAND THE TEST THAT PRESENT WEATHER CONDITIONS IMPOSE.

Over a year ago, after the most exhaustive tests had been made which were spread over a period of four years, the board of engineers finally selected

JAMIESON'S PAINT
EXCLUSIVELY FOR THE FINAL COAT
QUALITY ALWAYS WINS

CORRESPONDENCE INVITED

R. C. JAMIESON & COMPANY, Limited

MONTREAL - CANADA

ESTABLISHED 1858

CALGARY Owning and Operating P. D. DODS & CO., LIMITED VANCOUVER

MADE IN
PREMIER
CANADA

GALVANIZED SHEETS

WE ARE PREPARED TO QUOTE FOR
EITHER DOMESTIC OR EXPORT
USE. PROMPT DELIVERY.

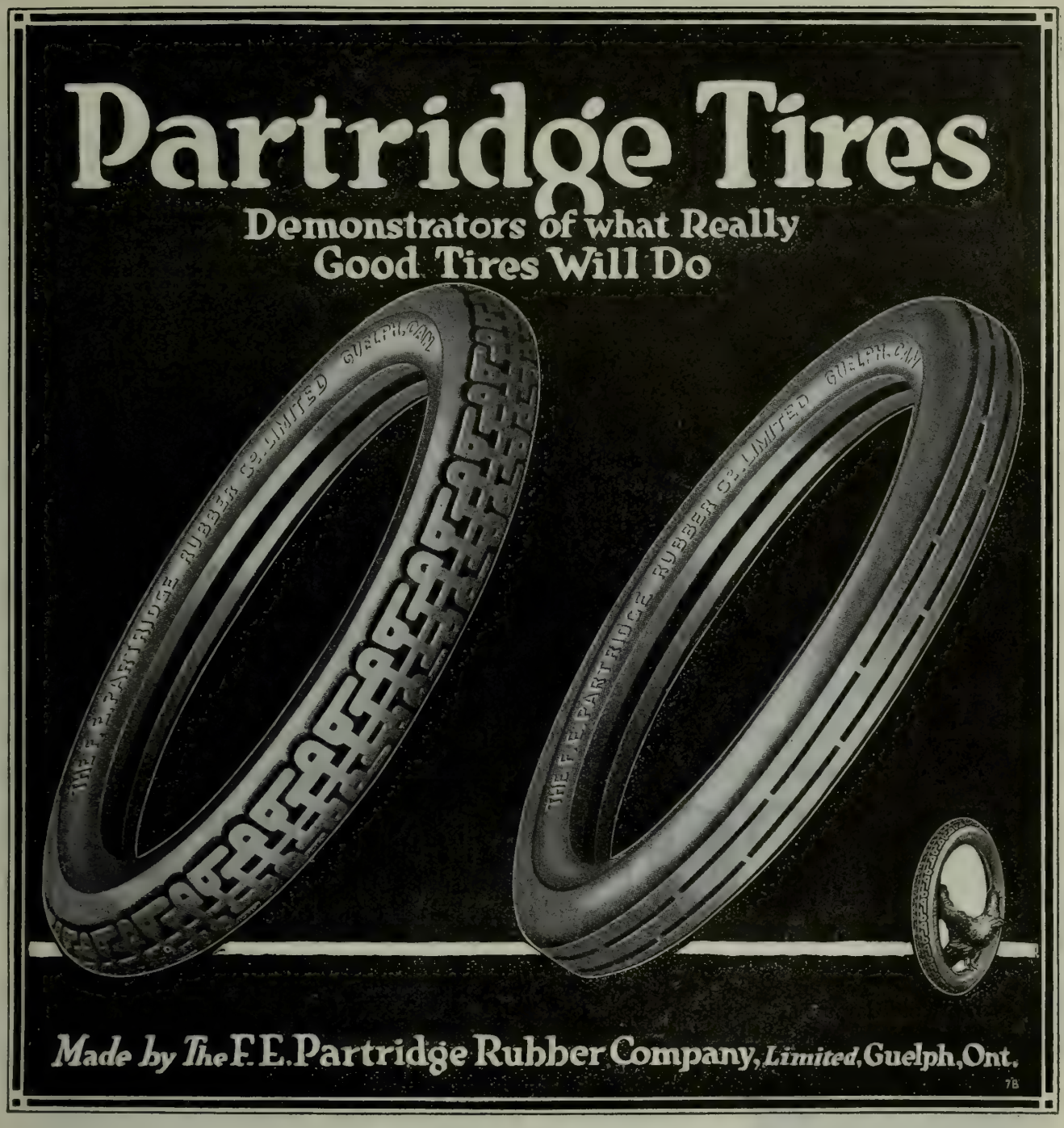
Guages,	12, 14, 16, 13, 20, 22, 24, 26, 28, 10¼oz.
Widths	- - - Up to 40 inches
Lengths	- - - - Up to 126 inches

We Make a Specialty of Furnishing

PREMIER GALVANIZED SHEETS

EXACTLY ADAPTED TO THE PECULIAR AND
INDIVIDUAL NEEDS OF MANUFACTURERS.

DOMINION SHEET METAL CORPORATION LIMITED
HAMILTON CANADA

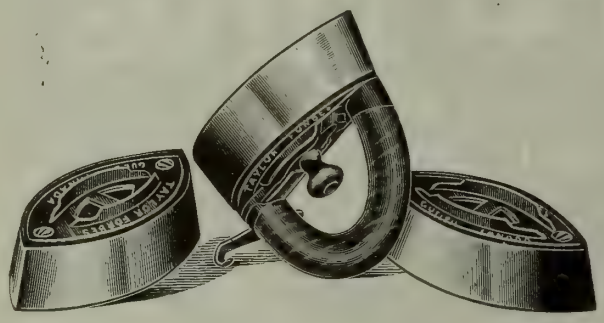


The advertisement shown above is No. 1 of a series that will appear during 1919 in newspapers and magazines from coast to coast. Hardware dealers can profit by this advertising by placing an order at once with any of the following distributors:

E. T. Black Tire Company	Vancouver, B.C.	The Marks-Clavett-Dobie Co., Ltd.,	Port Arthur, Ont.
Border City Auto Supply Co.	Windsor, Ont.	Marshall-Wells Co., Ltd.	Winnipeg, Man.
The Chapin Company	Calgary, Alta.	Marshall-Wells Alberta Co., Ltd.,	Edmonton, Alta.
The Canada Auto Devices Co.	London, Ont.	Ontario Auto Spring and Supply Co.	Guelph, Ont.
Edwin Chown & Son	Kingston, Ont.	Thomas Plimley	Victoria, B.C.
Cragg Bros. Co., Ltd.	Halifax, N. S.	Sumner Company	Moncton, N.B.
Hugh Carson Co., Ltd.	Ottawa, Ont.	Samuel Trees & Co., Ltd.	Toronto, Ont.
G. L. Griffith & Son	Stratford, Ont.	The United Automobile Tire Co., Ltd.,	St. John, N.B.
Lamontagne, Ltd.	Montreal, Que.	Wilson Auto Specialties Co.	Hamilton, Ont.

If any advertisement interests you, tear it out now and place with letters to be answered.

MRS. POTTS SAD IRONS



Genuine Pattern

The Largest Manufacturers of Hardware in Canada.

Supplied Nickel-Plated or with Polished Japanned Top. Packed 6 sets in a case—weight 100 lbs. Stands have a coppered finish.

Who does not know the high quality reputation of this line? We have been making them for a great many years, and they are still the most popular with the housewife.

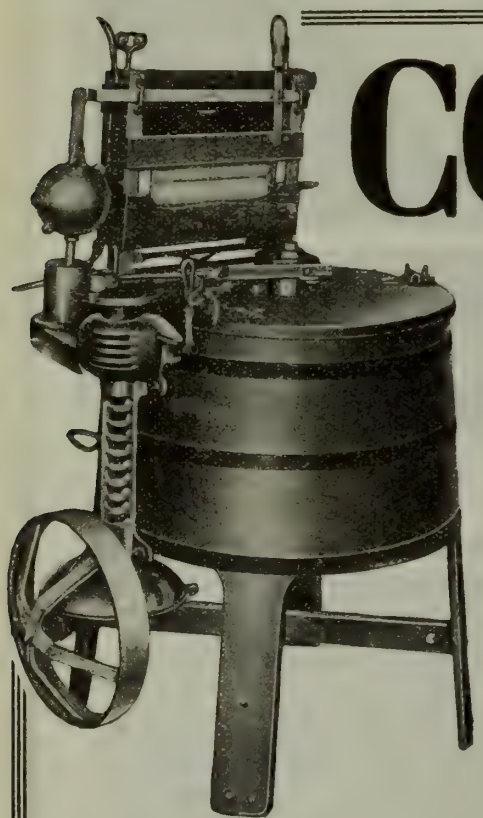
Thousands are in use throughout the Dominion.

If you are not selling them you are "passing up" a profitable line that means good business for your store.

If your jobber cannot supply you write us direct for particulars. May we send you a catalogue of the many lines we manufacture?

Taylor-Forbes Co., Limited
Head Office and Works:
Guelph, Ontario

Taylor-Forbes Co., 245 Craig St. W., Montreal. H. G. Rogers, Ltd., 147 Prince William St., St. John, N.B. Canadian United Mfrs. Agency, London, England. Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C. H. F. Moulden & Sons, Travellers' Bldg., Winnipeg, Man.



CONNOR WASHING MACHINES

Easy To Sell---Built For Service---Always Satisfactory

We're off to a good start this year, and prospects are bright for big business. We want to feel that all "Connor" dealers are sharing in our sales helps. Any suggestions you may have to offer will be gladly welcomed and acted upon wherever possible. "Connor" Washing Machines are well advertised—any dealer who does not know about our goods would do well to write us for particulars of our selling plan and prices. Now is the best time to get acquainted. Write us to-day for Catalogue, and other literature will be sent you by return mail.

"Connor" machines are constructed for gas power, electric and hand use. We also make Wringers, Stands, Ironing Boards, Bake Boards, Churns, etc.

J. H. CONNOR & SON, LIMITED
OTTAWA - ONTARIO

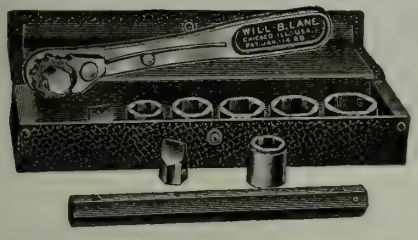
If any advertisement interests you, tear it out now and place with letters to be answered.

Lane's Unique Ratchet Wrench Sets

For the Machinist, Garageman and Automobile Owner.

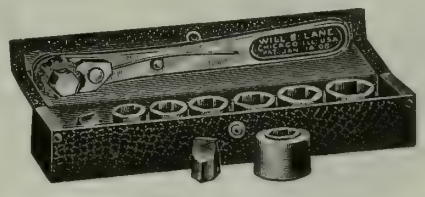
Lane's Ratchet Wrenches are performing a **Unique Service** in connection with motor cars and machinery. Where other wrenches fail, in those close, tight places so hard to get at, that's where they prove their worth.

Both the mechanic and private car owners readily appreciate their usefulness. A set on the counter attracts sales and produces more **good business** for the dealer.



FORD SET

The Ford set contains: 1 Drop Forge Handle 7 inches in length; 2 Screwdriver Bits, 1 Extension Bar 6 inches in length; Six Sockets to fit all nuts and bolt heads on Ford car, including the cylinder head.



STANDARD SET

Standard set contains: 1 Drop Forge Handle 7 inches in length; 2 Screwdriver Bits, 7 Sockets to fit semi-finished hexagon nuts, as follows: U.S. Standard from ¼ to ½ inch: A.L.A.M. Standards from 5-16 to 11-16 inch; Cap Screw Heads from 5-16 inch to ⅝ inch.

Lane's Unique Ratchet Wrenches are machine made throughout of the best material. Sockets are turned from Bessemer Steel and are warranted not to break or spread. Handles drop forged.

Write us for prices and complete information.

WILL B. LANE

180 NORTH DEARBORN STREET - - CHICAGO, ILL., U.S.A.

Vol-Peek Display Stands Make Selling Easier Than Ever



A kitchen necessity—Vol-Peek sales are always good. The Vol-Peek Display Stand adds to the selling power by attracting attention, and sells itself.

Vol-Peek can be applied with the finger—no tools necessary. And the mended article is ready for use in two minutes or less.

Buy it. Display it. Sales and profits follow. Order from your wholesaler or from us direct.

H. Nagle & Co.

Box 2024

MONTREAL, P.Q.

General distributors wanted in all countries where we are not at present represented. Parties having a good connection with the trade and the necessary facilities for distribution and open to carry sufficient stock to supply the demand in their territory, will find it profitable to write us.



FIG. 141
JENKINS BROS.
Standard Pattern Iron Body Globe Valve Screwed with Yoke.

For use under steam service there are no valves quite as satisfactory as

JENKINS BROS.

Globe and Angle Valves

Fitted with Jenkins' No. 119 Discs

The composition of the disc is very hard, but becomes tough and flexible in service when under steam pressure.

It shows remarkable freedom from cracking and flaking and unrivalled durability in working steam pressures up to 150 pounds.

Write for Catalogue No. 8.

103 St. Remi St. **JENKINS BROS., Limited** MONTREAL
6 GREAT QUEEN STREET, KINGSWAY, LONDON, W.C. 2, ENGLAND

The Best in Electric Heating Appliances

Electric Steam Radiators

GUARANTEED AND APPROVED



Hydro Electric P. C. Approval No. 101.

Light steel construction, portable, economical, and handsome in appearance.

These radiators generate and distribute pure and healthful steam heat. More heat can be obtained from them than from any other electric heating device on the market consuming a corresponding amount of current. Water as a generator and radiator of heat is unsurpassed. Some of the best firms use our Radiators. They will please your customers.

WRITE US FOR INFORMATION AND TERMS

Rapid Radiators Limited,
196 King Street West
TORONTO

We aim to give the best possible in value and efficiency.

P X H
TRADE MARK

FILES

"They Cut Faster and Wear Longer"

Port Hope File Company
PORT HOPE, ONT.

IMPERIAL
TRADE MARK



READY FOR

IMMEDIATE SHIPMENT

TEA KETTLES
TEA AND COFFEE POTS
HOT WATER BOTTLES
LAWN SPRINKLERS
HOSE NOZZLES
SWITCH PLATES
CLOSET HINGES
BATHROOM FIXTURES
AND
ART METALWARE

Catalogue and Price List on Request

TRADE WENTWORTH MARK

INSURES YOU OF QUALITY

WENTWORTH MFG. CO., Ltd.
HAMILTON, CANADA



Stormtight

No Leaky Roofs For Ten Years

Coat your roofs, old or new, with **Stormtight** and they are covered by our ten-year guarantee.

Come rain or snow, heat or cold, the water-proof oils and gums and the asbestos fibre of **Stormtight** will remain steadfastly water-tight.

Easy To Put On

Apply it in any weather on any roof surface—tin, wood, tile, stone, brick, slate, concrete, canvas, composition, etc.

For your convenience **Stormtight** is furnished in plastic form, to be applied with a trowel or liquid to be brushed on.

Plastic **Stormtight** is especially recommended for repairs to leaky joints, breaks, flashings and over shingles where extra body is required.

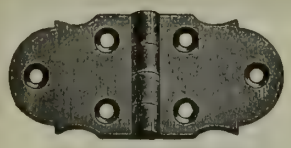
Stormtight saves labor and material expense. Investigate.

Our customers know—write for their testimonials and full information to Department 41.

L. Sonneborn Sons, Inc.
264 Pearl Street, N.Y.

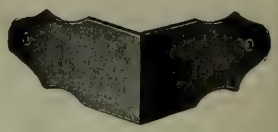
CANADIAN DEALERS

N. J. Dinnen & Co., Ltd., Winnipeg
Beveridge Paper Co., Ltd., Montreal
J. B. Keeble & Co., Ltd., Toronto, Ont.
E. F. Stevens, Halifax, N.S.
Sumner Co., Moncton, N.B.
Shaw & Mason, Sydney, N.S.



THE BRAINERD LINE

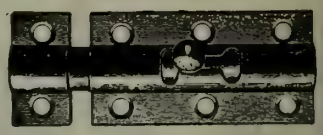
MOST COMPLETE LINE ON THE MARKET



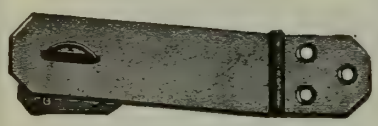
Quality Service



Cabinet, Refrigerator, Chest, Furniture, Builders'



HARDWARE

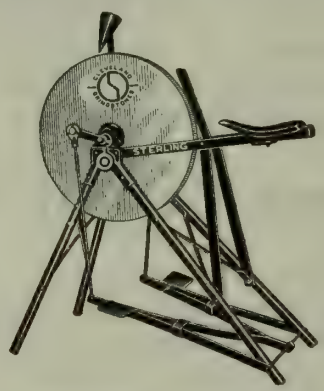


Brass Bronze Steel



THE BRAINERD MFG. CO.

East Rochester, N.Y., U.S.A.



"HERE IT IS"

Cleveland Grindstones

We own and control 22 quarries, including the only quarry producing the genuine Berea stone, the rock by which all other grindstones for farm and general use are judged.

Through long experience we have the expert knowledge necessary to make intelligent and satisfactory selections of the proper grit best adapted to special requirements.

THE CLEVELAND STONE CO.

UNION BLDG. CLEVELAND, OHIO

Bissett & Webb, Limited, Winnipeg, Man.

Western Distributors

THE STURDY SPRAYER FOR 1919

IS A WINNER

The following new features will capture business for you.

Adjustable safety valve.

Stronger tank.

Misty Spray mixer for our non-clog nozzle.



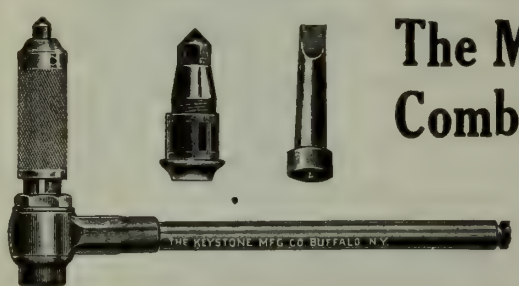
Collins Sprayers are Guaranteed

Manufactured by

THE COLLINS MFG. CO.

415 Symington Avenue,

TORONTO



The Most Popular Ratchet Combination

The "Keystone" Reversible Ratchet combination No. 200 has been proven by many hardware dealers to be the best seller in their localities It consists of ratchet for taper shank drills, sleeve for square shank drills, and short boiler socket for square shank drills, sockets are interchangeable. All working parts are enclosed, preventing dust and grit from clogging up mechanism.

"KEYSTONE" Drilling Post or "OLD MAN"



Sales of Keystone Ratchets open the way to sales of Keystone drilling posts—the time-saving brace.

"Keystone" tools are known the world over for high quality. Sell them for profit and prestige. Let us know if your jobber can't supply you.

The Keystone Manufacturing Co., Postal Station B, **Buffalo, N.Y.**

Can You Imagine a Man or Boy

Who Wouldn't Like to Own This Kit?

No matter what a man's occupation may be, he will find daily use for the "So Handy" Pocket Knife Tool Kit. Autoist, Sportsman, Hunter, Farmer, Boy Scout—these, especially, will find it a pleasing and practical pocket companion. Excellent, too, for use around the home.

Outfit comprises a splendid Jack Knife with cocoa handle and an exceptionally good blade, and the following tools which can be instantly attached to the knife handle: File, Chisel, Reamer, Screw Driver, Bottle Opener, Gimlet and Rule, all made of high grade steel, carefully hardened and oil tempered.



The So Handy Kit is made in five styles. Jobbers—get posted about this good specialty.

RETAIL PRICE $1.50.

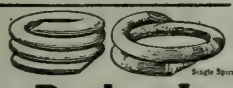
THE BRIDGEPORT HARDWARE MFG. CO. BRIDGEPORT, CONN., U.S.A.

PRESCOTT W. ROBINSON, Canadian Representative, 414 Drummond Building, Montreal

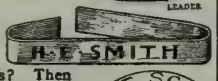


The World's Best

Poultry Leg Bands









METAL EAR LABEL For Hogs, Sheep and Cattle

You have a demand for Poultry Leg Bands? Then buy the very best from us, we have them. We make the Cattle Ear Markers and Spiral Celluloid Bands. We also carry the following makes of Bands: Double Clinch, Champion, Eclipse, Climax, Seamless Pigeon and Open Pigeon. Ask for prices on above.







Prices for those shown in cut F.O.B., destination in Canada:

	Size.	100	500	1,000
Three Spiral Bands (in 10 colors)	1, 1A, 2 & 3	$0.75	$3.00	$5.50
" " " "	4 & 6	1.10	5.00	9.50
" " " "	7 & 8	1.20	5.25	10.25
" " " "	9	1.25	5.75	11.00
Single " " "	1, 1A, 2 & 3	.65	2.25	4.00
" " " "	4, 6 & 7	.75	3.25	5.50
" " " "	8 & 9	.90	3.75	7.00
Challenge and Leader Adjustable and Double Clinch		.65	2.75	5.00
Smith Sealed Bands (no duplicate numbers)		1.30	6.25	11.75

Burrill Bands in 2 sizes and 6 colors, 3c. each.

Jobbers and Importers ask for trade discount on 5,000 to 25,000 lots.
Price on Cattle Markers according to amount of printing required on them.

The Rideau Specialty Company

Manufacturers of Cattle Ear Markers and Poultry Leg Bands

SMITHS FALLS - - - - ONTARIO

BIG

RESULTS

from small investments. Read Hardware & Metal's Want Ad. Page.

Insist on Getting A Tallman Double Action Pump

Easy on Your Back



Saves Your Tires

Tallman Brass & Metal Limited

HAMILTON, ONT.

Flags :: :: Flags :: :: Flags

There is brisk demand for all kinds of flags, and well-assorted stocks in sizes ranging from 3 ft. by 1½ up to 12 ft. in Jacks and Canadian Ensigns are being carried by many hardware men throughout Canada.

More local trade is done by having goods on hand for delivery when required—for the **Public Schools, City Hall,** various **Churches** for draping inside, over **Pulpit** or **Honor Rolls, Lodges** and other places. Our Flag Catalogue is now ready for distribution and will be mailed for the asking.

GOVERNMENT CONTRACTORS **J. J. TURNER & SONS, LIMITED** PETERBOROUGH ONTARIO

When Writing to Advertisers Kindly Mention this Paper.

New Prices on Bissell Sweepers
Guaranteed to June 30, 1919

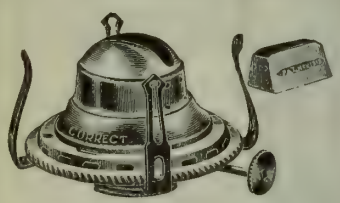
¶ While the present cost of production does not warrant any reduction in our prices at this time, and even though the great demand through the reconstruction period will probably preclude any great reduction in these costs, it is in anticipation of the tendency toward slightly lower prices on materials during the next six months, that we have concluded to issue a new price list at this time.

¶ Also, to protect the trade in ordering for their usual Spring requirements, we guarantee these lower prices against our own decline to June 30, 1919, inclusive.

¶ The new list prices will naturally entail lower retail prices, which will stimulate the sale of the goods.

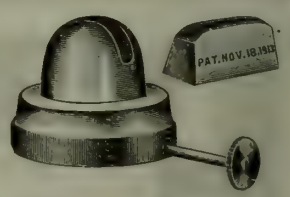
¶ Copies of the new price lists on request.

BISSELL CARPET SWEEPER CO.
OF CANADA, LIMITED
Oldest and Largest Sweeper Makers
GRAND RAPIDS, MICH.
Factory at Niagara Falls, Ont.



A and B Size
Correct Lamp Burner

Schultz Quality Burners
Are Standard the World Over



No. 2 Cold Blast
Correct Lantern Burner

"CORRECT" Lamp and Lantern Burners. The very finest manufactured. 25% to 50% more light than any other burner manufactured.

Also "QUEEN MARY" and "DOMINION" Burners.

A burner for every class of trade.

Manufactured only by

The Schultz Mfg. Co.
Limited
HAMILTON CANADA

Send for your samples. It will be a pleasure to mail them.


Photo Reproduction
Illustrating Flame of B or No. 2
Correct Lamp Burner


Photo Reproduction
Illustrating Flame of No. 2
Lantern Burner

The Publisher's Page

TORONTO **FEBRUARY 1, 1919**

HARDWARE AND METAL is one of the fifteen MacLean papers.
The MacLean papers, being editorially efficient, command the confidence of their readers, thus making them most effective as a factor in well-planned advertising campaigns.



Complete List of Publications

TRADE NEWSPAPERS

Hardware and Metal	Canadian Grocer	Dry Goods Review
Men's Wear Review	Bookseller and Stationer	Sanitary Engineer

TECHNICAL PAPERS

Canadian Machinery	Canadian Foundryman	Marine Engineering
Power House	Printer and Publisher	

MAGAZINES

MACLEAN'S MAGAZINE FARMERS' MAGAZINE

Financial Post—*Weekly Commercial Newspaper*

The MacLean Publishing Company, Limited

143-153 University Avenue -- TORONTO

Largest Publishing House in Canada

The Big Annual Spring Buying and Directory Number of HARDWARE AND METAL

Canada's National Hardware Weekly

will appear on

March 22

The advertisements in HARDWARE AND METAL'S Annual Spring Number are salesmen who are right on the job when Canadian hardware merchants are placing the biggest orders of the year.

Hardware buyers in Canada hang up their copy of HARDWARE AND METAL'S Spring Number, close beside their desk. A cord is inserted in the upper left-hand corner for this purpose.

Impress buyers with the importance of your firm and the quality of your goods! Make the impression strong and lasting by using big space in the biggest and best annual issue of any Canadian trade paper.

There is scarcely a hardware store of importance in any part of Canada where you will not find HARDWARE AND METAL.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Hardware and Metal will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

THE ENGINEERS' SUPPLY CO. REGISTERED TRADE ESCO MARK WINNIPEG, MAN. CANADA

Importers *Jobbers* *Manufacturers' Agents*
Engine Packings, Belting, Asbestos Products
Power House Supplies and Specialties
Consignments Solicited
Open to negotiate for new lines for Western Canada

THE ENGINEERS' SUPPLY CO.
173 McDermot Ave., E. Winnipeg, Man.

H. W. GLASSCO & CO.

Manufacturers Agents, Winnipeg, Canada

REPRESENTING

WARRINGTON WIRE ROPE WORKS
LIVERPOOL

AVON INDIA RUBBER CO., LONDON

Mark Manufacturing Co. Chicago, Ill. — Reed Manufacturing Co. Erie, Pa. — Hall Manufacturing Co. Monticello, Iowa.

Covering the Territory Fort William, Ont., to Victoria, B.C., calling on the Wholesale Ironmongers

Are open to accept Agencies for Territory mentioned

A. H. FRASER

Representing Manufacturers of Hardware and Auto Accessories in Western Canada

1150 Homer St. VANCOUVER, B.C.

R. R. KINREAD

286 Bannatyne Ave.
Winnipeg, Man.

Open to represent Harness Specialties in Western Ontario

E. VICTOR VALLANCE

Winnipeg, Canada

Hardware Manufacturers' Agent
Energetic Representation

"Covers the West and Sells the Best"

EXPORT AND IMPORT

When in the market for BOLTS, RIVETS, NUTS, WASHERS, NAILS and WIRE of any kind or size, write us for prices. We specialize in EXPORT orders.
MR. MANUFACTURER, if you have a heavy hardware line to sell, try us for prompt results.

WESTERN HARDWARE SALES CO.
Union Trust Bldg. - Winnipeg, Canada

Please Mention This Paper When Writing to Advertisers

Make Use of Page 147 for all Your "Wants"

HARDWARE AND METAL, 143 University Avenue, Toronto, Ont.

Enclosed find $....., for which insert following advertisement in your "Want" Ad. Page .... times. (For Rates see top of this page.) (Each figure counts as one word)

.....

.....

.....

.....

.....

Signed .....

Town .....Province .....

MANUFACTURERS SUPPLIES

Firms advertising in this department are particularly interested in supplying requirements of manufacturers, and solicit their inquiries.

WHY have our sales increased 200% over last year?

BECAUSE our prices, quality equal, are 10% lower than others

OUR GRADES

Colored---1B, 1A, 7, 1, 5

White---Jap, XC, X, XX, XXX

ACME WASTE MFG. CO.
LIMITED
482 WELLINGTON ST. W., TORONTO
5 Queen Street, Montreal 1206 McArthur Bldg., Winnipeg

C. KLOEPFER, LIMITED
Edward Halloran, General Manager
44-50 Wellington St. East, TORONTO
Factory at Guelph, Ont.

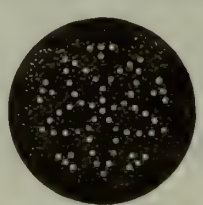
We solicit your enquiries on—

IRON and STEEL

CARRIAGE HARDWARE and AUTOMOBILE ACCESSORIES
BLACKSMITHS' HARDWARE and SUPPLIES, Etc.

Prompt attention and quick delivery assured.

Chair Seats---In Three Ply Veneer
Staple Patterns



Every C.V.C. chair seat is made of best material, well glued, nicely formed and carefully bored; corners of seats well rounded, edges smoothed, sandpapered and finished with real church pew varnish.

Ask for samples, and compare with any other make.

Canadian Veneering Co. Inc.
Acton Vale, Quebec.
Distributors: Richardson & Bureau 55 St. Francois-Xavier St. Montreal

Get Ready for Official Peace Celebration

All Wool Bunting **FLAGS** *Write for Prices*

OF ALL NATIONS NOW IN STOCK

FINNIE & MURRAY, LTD.
WINNIPEG, MANITOBA
Manufacturers of Tents and all Canvas Goods

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

BUR-NOR HATCHETS
WITH STEEL HANDLES

A Handle that doesn't break.
A Blade that keeps its temper.

15 Different Styles.

Make inquiries to-day about it.

BURGESS-NORTON MFG. CO.
GENEVA, ILL.

Representatives for Quebec and the Maritime Provinces:
HARDWARE AGENCIES, SOUTHAM BUILDING, MONTREAL

Look for the full name

Russell Jennings

stamped on the round of our

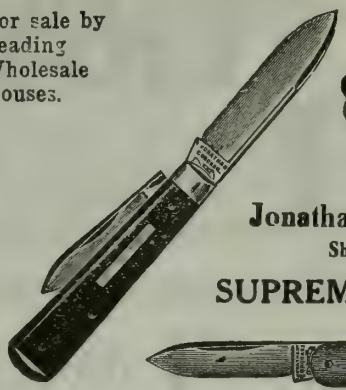
Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

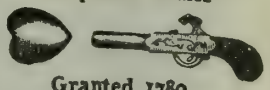
Russell Jennings Mfg. Co.

CHESTER, CONN., U.S.A.

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son

Sheffield, England

SUPREME CUTLERY



JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that thi exact mark is on each blade

REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

JOHNSTON BROKERAGE COMPANY

WINDOW GLASS

Selling numerous Standard Brands.
Carloads and Contracts Only.
Also 29 oz., 32 oz., 34 oz. and 39 oz.

EXCELLENT SERVICE LARGE CAPACITY
GOOD PACKAGES AND QUALITY

FIRST NATIONAL BANK BUILDING

Pittsburgh, Pa.

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R. JOHNSON, CLAPHAM & MORRIS, LTD.

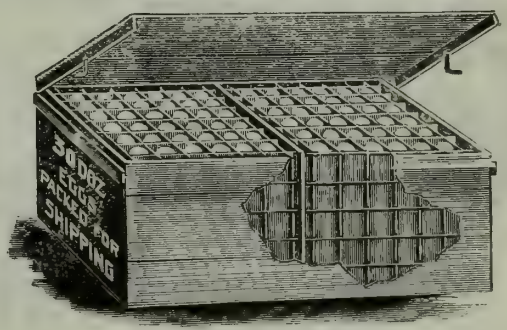
HARDWARE FACTORS
24-26 LEVER STREET
MANCHESTER - ENGLAND

Invite correspondence direct from Canadian Manufacturers of Builder's Hardware, Woodenware, Handles, Shelf and Heavy Hardware for immediate purchase and shipment to the British Market.

Address all correspondence to

Mr. R. A. COWMAN, c/o. the above Company

THE MILLER BROS. CO., LIMITED

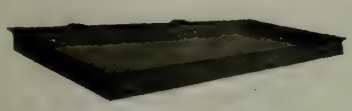


Manufacturers of

White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.

20-38 DOWD STREET, - MONTREAL, CANADA

Welded Steel Sap Pan and Maple Evaporator



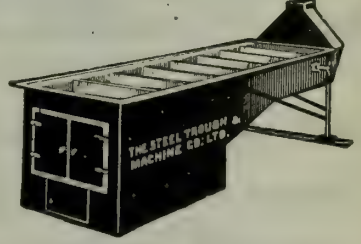
Many farmers throughout the country have small sugar bushes and would like to make Maple Syrup, but they do not want to go to such a large expense as an evaporator.

We can now supply you with a welded steel sap pan, a ready seiler, practically one piece. No solder about it to melt and leak if it is allowed to boil dry. Finished around top with heavy angle steel, a pair of handles on each side to lift it off the fire.
Standard sizes: 6" x 24" x 5',—6" x 30" x 7',—9" x 30" x 7', any size to order.

Sold through the hardware trade.

Write for Pamphlets and Prices.

The Steel Trough and Machine Co.
LIMITED
Tweed, Ontario, Canada



A first-class evaporator at a low price that any one can afford to buy.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

STEEL STAMPS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD
HAMILTON, ONT.

ALLEN FLUX

NON-ACID—FOR SODERING

at it since '93

Throw away that Bottle of muriatic acid! It's dangerous stuff to have around—and, really, it is a sad excuse as a soldering flux compared with Allen Non-Acid Soldering Fluxes. Allen fluxes make joints just about three times as strong and a good deal quicker. Send for samples, circulars. L. B. Allen Co., Chicago, Ill.

TRADE SAWYER MARK Registered

STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG
A good concern to do business with

GASOLINE MANTLES

FOR THE FINEST···BUY AN R.M.

ASK FOR SAMPLES & PRICES

R.M. BAG — JUNIOR R.M. BAG

RECOGNIZED AS THE STANDARD MAKE
FOR LIGHTING SYSTEMS
FOR HANGING LAMPS AND LANTERNS.

R. M. Moore & Co. Ltd. VANCOUVER B.C.
PACIFIC COAST MANTLE FACTORY

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



STERLING

Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

BATH ROOM FITTINGS

K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

BEAR BRAND LAMP BLACKS

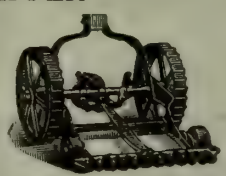
A Germantown of quality that gets big business



WILCKES, MARTIN WILCKES CO.
115 WILLIAM ST. NEW YORK

THE CLIPPER

There are three things that destroy your lawn: Dandelions, Buck Plantain and Crab Grass. In one season the Clipper will drive them all out. All dealers should investigate selling possibilities. Drop us a line and we will send circular and prices.



CLIPPER LAWN MOWER CO., Dixon, Ill.

CANADIAN CANOES

All Wood and Canvas Covered
Catalogue "H" on request
THE CANADIAN CANOE COMPANY LIMITED
216 RINK STREET PETERBOROUGH ONT.



STOVE MICA

All sizes of Clear Mica in stock for immediate shipment.

Price List on Application

Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.



GLUE

For all purposes, none better made, all qualities. Send for list prices and samples.

DOMINION GLUE & EMERY CO.,
268 Centre St., Montreal.

TENTS, AWNINGS
FLAGS ALL SIZES, ALL KINDS

Lumbermen's, Sportsmen's, Hunters' and Campers' Complete Outfits. Clothing, Footwear, Supplies and Accessories.

Send Postcard for Catalogue

GRANT, HOLDEN, GRAHAM LTD.
OTTAWA, CANADA

DENNISTEEL

Made in Canada

Lockers for Factories Stores, Offices Etc.



THE DENNIS WIRE AND IRON WORKS CO. LIMITED
London

Have you read page 122? It will interest you.

Getting Results

A large firm in a Western Canada city recently advertised in Hardware and Metal Want Ad. Page for a man to fill a responsible position—result 21 replies. This indicates that the want ad. page is followed closely. The man YOU want to reach is reading this page.

Wanted

POSITIONS WANTED

TORONTO MANUFACTURERS' AGENT wants to add one or two good builders' supply lines for Ontario. Excellent wholesale and retail connection in hardware and lumber, also architects. Covering territory four times yearly. Box 177, Hardware and Metal.

YOUNG, RELIABLE MECHANIC WISHES TO change his position to a hardware salesman with a busy firm. Number of years salesman, experienced with general merchandise. Box 174, Hardware and Metal.

HARDWARE SALESMAN, TEN YEARS' RETAIL experience, desires change of position this spring. Ontario preferred. First-class salesman, window dresser. Fair knowledge advertising. Best of references. Box 179, Hardware and Metal.

YOUNG HARDWAREMAN DESIRES POSITION as manager Western hardware store. Six years' experience. Good references. Box 150, Hardware and Metal.

EXPERIENCED HARDWARE AND FURNITURE man is open for engagement as Retail Manager or Travelling Salesman. Good references. Box 99, Hardware and Metal, Toronto.

DISCHARGED SOLDIER DESIRES POSITION as clerk in good hardware. Two years' experience. Western Canada preferred. Box 160, Hardware and Metal.

HARDWARE CLERK, FIFTEEN YEARS' retail experience, desires position as manager of store in Alberta or Manitoba. Best of references. Box 161, Hardware and Metal.

CAN YOU USE ME?

MY EXPERIENCE IN HIGHER ACCOUNTING, credits and general business management qualifies me for position where executive ability and wide experience are necessary. Am young, married, and prefer Montreal engagement, but this secondary. Can furnish Dun's, Bradstreet's, bank and commercial references. Would consider salaried position or partnership interest. Have been specially successful in handling large credits. Reply to Box No. 700, Hardware and Metal, Montreal.

AGENCIES WANTED

ENGLAND—A LIVE HARDWAREMAN, SIXteen years' selling experience, about to establish showrooms, is anxious to represent Canadian manufacturers of hardware and kindred trades. Arrangements to carry moderate stocks can be made. Well connected with Birmingham and London houses. Advertiser spent several years in Canada and knows the Canadian trade. Box: "English Agencys," Hardware and Metal, 88, Fleet Street, E.C. 4, London, Eng.

Agencies Wanted

CANADIAN manufacturers' agents open to take on a few good local or foreign agencies of hardware or cutlery; also any hardware specialties. Write us. Box 190, Hardware and Metal.

FOR SALE

FOR SALE—ONE OF THE LARGEST HARDware businesses in the County of Ontario. Annual turnover around $60,000. Tinshop and plumbing in connection, only one in town. All machinery and tools and store fixtures included in rent of store. Purchaser required to buy stock only. Take stock in February. Grand opportunity to get into a going concern at once. Stock at invoice prices, in first-class condition, around $18,000. Have auditor's annual financial reports for eight years, which will show large profits. Good reasons for selling. Box 180, Hardware and Metal.

FOR SALE — WELL-ASSORTED STOCK Martin-Senour paints, at a good discount. Apply to Box No. 185, Hardware and Metal.

HARDWARE BUSINESS IN GOOD DISTRICT, 75 miles from Calgary. No opposition. Clean, staple stock. Easy terms. Good reasons for selling. Apply Box 173, Hardware and Metal.

TRANSLATIONS

ENGLISH INTO FRENCH. COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

MISCELLANEOUS

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

STOVE REPAIRS FOR ADMIRALS, CLIMAX, Pen Esthers, Acmes, Crown Hurons, Garlands, Colonials, Marvels, Silver Kings, Souvenirs, Imperial Oxfords, Jewels, Peninsulars, Sterlings, Oak Laurels, Sunlights, Pandoras. Write for full list of stoves and prices. Grundy Bros., Strathroy, Ont.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fensome hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis Fensome Elevator Co., Toronto.

WANTED

WANTED—HARDWARE BUSINESS IN A good, live town. Give particulars and price. Box 184, Hardware and Metal.

WANTED—FIXTURES FOR SHELF HARDware. Must be in first-class condition and a bargain. Send full particulars and a cut if possible. J. A. Mulligan, Wardsville, Ont.

HELP WANTED

SALESMAN FOR RETAIL STORE IN M cine Hat. Must be first-class man. State e perience, age, nationality, married or single, sa ary expected and names of recent employe McPherson Bros., Medicine Hat.

WANTED—TRAVELLERS TO REPRESENT the Louis McLain line of aluminum ware and hardware specialties, on commission basis. Louis McLain Co., Limited, Kitchener, Ont.

LIVE SALESMAN WANTED FOR MONTREAL Island, Quebec City, balance of Quebec Province, Nova Scotia and New Brunswick. Reply stating experience, lines sold, territory now covered and how often. Also furnish names of two or more reliable references. Remuneration by commission only with extra bonus according to sales. Exclusive territory if sales warrant. Apply Box 172, Hardware and Metal.

GOOD, RELIABLE HARDWARE MAN, WITH knowledge of builders' hardware trade to cover territory in the City of Toronto. Must be a good, live salesman with a thorough knowledge of the hardware trade, and especially builders' hardware. Apply W. Walker & Sons, Limited, 1228 Yonge St., Toronto, Canada.

WANTED—CLERK CAPABLE OF TAKING complete charge of sporting goods department and also handling window dressing for all departments. State experience and salary required. Name references. Apply Peart Bros. Hardware Co., Regina, Sask.

TINSMITH, ALL ROUND MAN FOR COUNTRY trade, Ontario. State age, married or single, salary and experience. Good opening for the right man. Box 191, Hardware and Metal.

SALESMAN TO CALL ON HARDWARE AND smallware trade. Province of Ontario. Must have experience and established connection. N other need apply. Box 189, Hardware and Met

Help Wanted

An ad for help in the Classified Advertising Section will bring the right kind of replies.

Try It Out.

Hardware and Meta

Classified Advertising Section

143-153 University Ave., Toronto

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS

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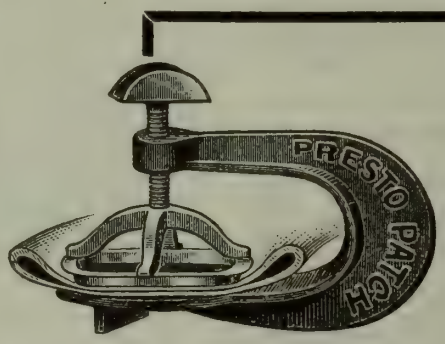
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Wrought Washer Co. 30
1900 Washer Co. 22

ONLY $1.50



No Gasoline—No Cement

INDISPENSABLE TO MOTORISTS

The 5 Minute Vulcanizer

EVERY MACHINE GUARANTEED

Just put a match to the chemically treated fuel and in a few minutes you have a neat, perfect, permanent patch.

PATCHES MADE IN THREE SIZES

Size	List Price
No. 1—1 in. Circular for Nail Holes	$ .60 doz.
No. 2—1 x 2 in. for Small Cuts	1.00 doz.
No. 3—1 x 3 in. Extra Heavy for Blow-outs	1.35 doz.

COMPLETE OUTFIT

Clamp and 1 doz. Patches, Sizes Nos. 1 and 2, assorted $1.50

SPLENDID PROFITS FOR GOOD DEALERS

Write for Terms.

PRESTO PATCH COMPANY

122 VICTORIA STREET TORONTO



The Real Ankle Support That Makes Others Look Like Imitations

Sell Perfection Ankle Supports—the only sure and comfortable ankle support on the market.

Made from the best quality of steel, and is so devised that by means of a hinge and sliding attachment the ankles may bend forward or backward, but simply can not bend sideways.

You'll sell more skates this winter as well as supports if you handle this line.

Write us for prices.

Owen Sound Steel Press Works, Owen Sound, Ont.

Live Salesman

You will find that live retail salesmen, invariably read Hardware and Metal each week. You can reach the best retail salesmen in Canada through the "Wanted" page of HARDWARE AND METAL.

GOODELL-PRATT

1500 GOOD TOOLS

HAND DRILLS

The selling features of this line, supplemented by a variety of styles, makes the work of your salesmen unusually effective.

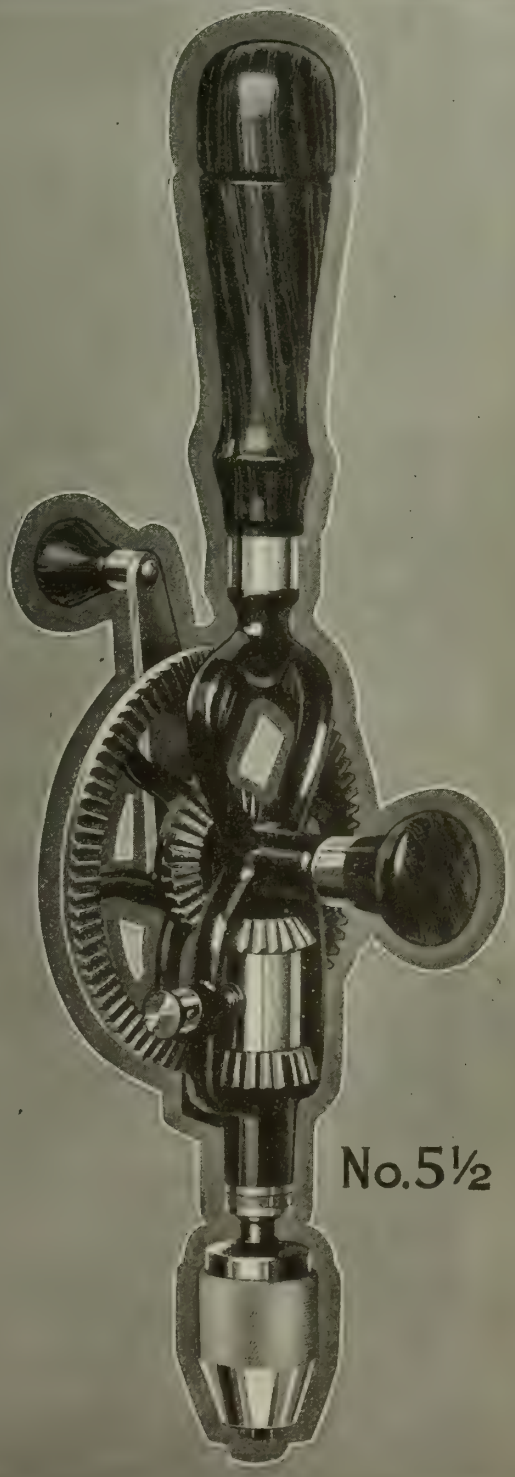
Have you a copy of our Tool Book No. 13?

GOODELL-PRATT COMPANY,

Toolsmiths

Greenfield, Mass., U.S.A.

Makers of Mr. Punch



No. 5½

WE HELP YOU GET BUSINESS



Always First

A study of fences and fence records shows that Frost Fence is justly entitled to first place among woven wire fences.

The exclusive Frost Tight Lock—look at it—is different from all others in design and is one BIG reason why Frost Fence has greater strength. The Frost Lock is the strongest part of the fence, not the weakest as in ordinary fences.

Then there are the Frost Wave Laterals with their wonderful resiliency and reserve power.

And the Frost Fence Wire, every strand of which is drawn and galvanized in our own mills.

Frost Fence has given years of service in Canada and proven its quality, serviceability and value to the complete satisfaction of the owners of millions of miles of this Canadian-made fence.

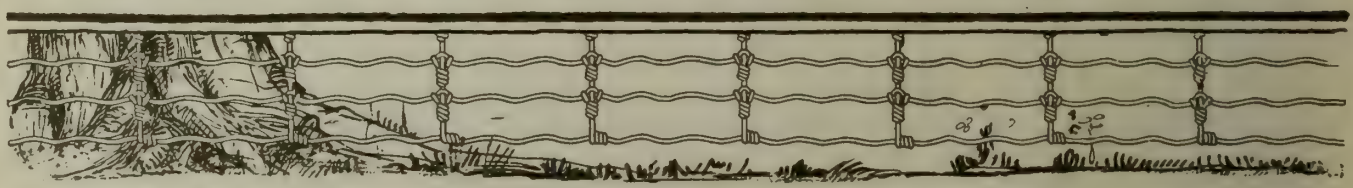
The policy and reputation of the Frost Company is well-known to the farmers of Canada who have shown their appreciation of Frost Quality, and the Frost system of selling through responsible dealers, by making Frost Fence first in sales.

While the price of Frost Fence is higher than before the war our margin of profit is narrower. It is proportionately lower than any other necessity made from steel or iron, and while such vast quantities of steel are required for rails, locomotives, cars, bridges, buildings and other re-construction work overseas there is no more likelihood of reductions in fence prices than in reductions in the prices of grain and meat which are also needed overseas.

It is good business to buy Frost Fence now.

Frost Steel and Wire Co. Limited
HAMILTON, CANADA 114

Frost Fence First



The above advertisement is one of many carried in the leading farm journals. Frost Fence will bring many excellent customers to your store.

Complete lines of Woven Fences, Gates, Iron Fence, Coiled and Barbed Wire, Staples, Oiled and Annealed Wire, Bright and Galvanized Wire for all purposes. Get the agency.

FROST STEEL AND WIRE CO., LIMITED

HAMILTON :: :: CANADA

HARDWARE AND METAL

Vol. XXXI
No. 6

PUBLISHED EVERY SATURDAY SINCE 1888

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

February 8
1919





O-Cedar Polish Mop

YOUR O-Cedar sales can be greatly increased through **suggestion.**

A NEATLY-DRESSED window or store display is a **suggestion** to the woman who has seen the advertisement. She sees—and she buys. Teach your clerks to **suggest** additional purchases. If customers want nails, **suggest** a hammer. If they ask for paint, **suggest** brushes, O-Cedar Polish, and O-Cedar Polish Mop. There is always dusting to do; so every household can use O-Cedar Products to advantage. No matter what your customers buy, they are prospects for O-Cedar, and usually, the mere **suggestion** will result in a sale. Try the power of suggestion, and watch your sales jump.

Order from your Jobber.

CHANNELL CHEMICAL COMPANY, LIMITED

369 Sorauren Auenue, TORONTO

Department Picture showing stock of Poultry Netting, Etc.



RICE LEWIS & SON LIMITED TORONTO HARDWARE ESTD 1847

With spring comes the demand for poultry netting, garden and lawn tools. Order your stocks now



Everything points to greater activity than ever in home gardening, in chicken and rabbit raising. This activity means that the hardware dealer will have early calls for supplies of all kinds and should have his stocks complete.

We carry well assorted stocks of small lawn and garden tools of all kinds including the J.D. Lawn Rake (dandelion stripper), Lawn Mowers, Garden Hose and Poultry Netting (both hexagon and straight mesh). The straight mesh netting is easily handled, strong, durable, does not curl, buckle, or stretch. We carry all sizes— 2″ mesh from 12″ to 72″. 1″ mesh from 12″ to 48″.

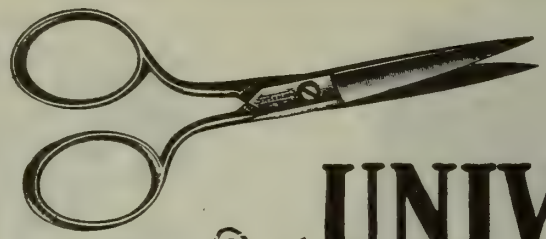
Order from our representatives, or write direct.



RICE LEWIS & SON, LIMITED

VICTORIA STREET, TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.



UNIVERSAL
SHEARS
LAST FOR YEARS

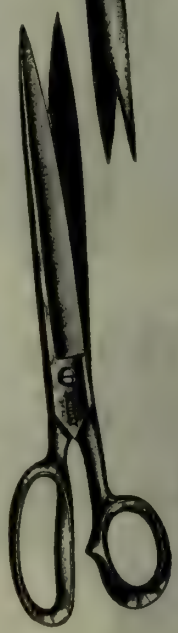












Here they are, shears of all kinds and for all purposes. Embroidery shears, pocket and barber shears, straight trimmers, bent trimmers, office or paper hanger shears.

Users of UNIVERSAL shears get the habit of recommending them to their friends because of their long and worthy service.

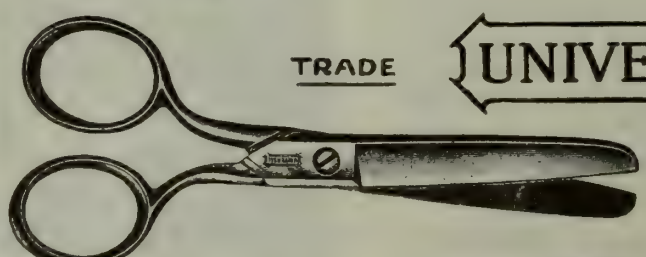
Have you a complete stock on hand to meet their wants?

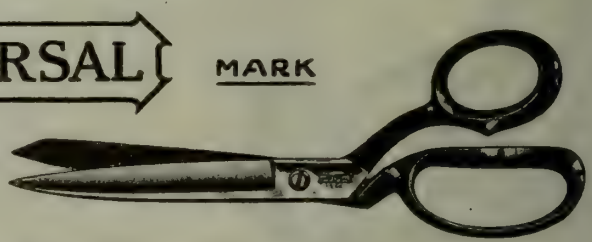
In the manufacture of UNIVERSAL Shears and Scissors a special combination of High Carbon Crucible Steel, together with a selected Steel Forging, is used. The latter forms a frame of unusual strength, while the former is used for making the fine, sharp, cutting edge which makes UNIVERSAL Shears unusual. These two bars of steel are so perfectly welded together as to make them one piece, thus giving to the blade perfect cutting qualities, as well as absolute strength and accuracy.

Every pair of UNIVERSAL Shears and Scissors are most carefully inspected and tested as to their cutting efficiency before leaving the factory. When you sell a pair of shears bearing the UNIVERSAL trade-mark you are certain of selling the best that money can buy.

"Master Cutlers for over half a century."

TRADE UNIVERSAL MARK





LANDERS · FRARY & CLARK

NEW BRITAIN CONNECTICUT

HOW TO SELL MORE

It's a question you can't get away from, and your growth, your prosperity —your very business depends on it. The answer you are looking for is

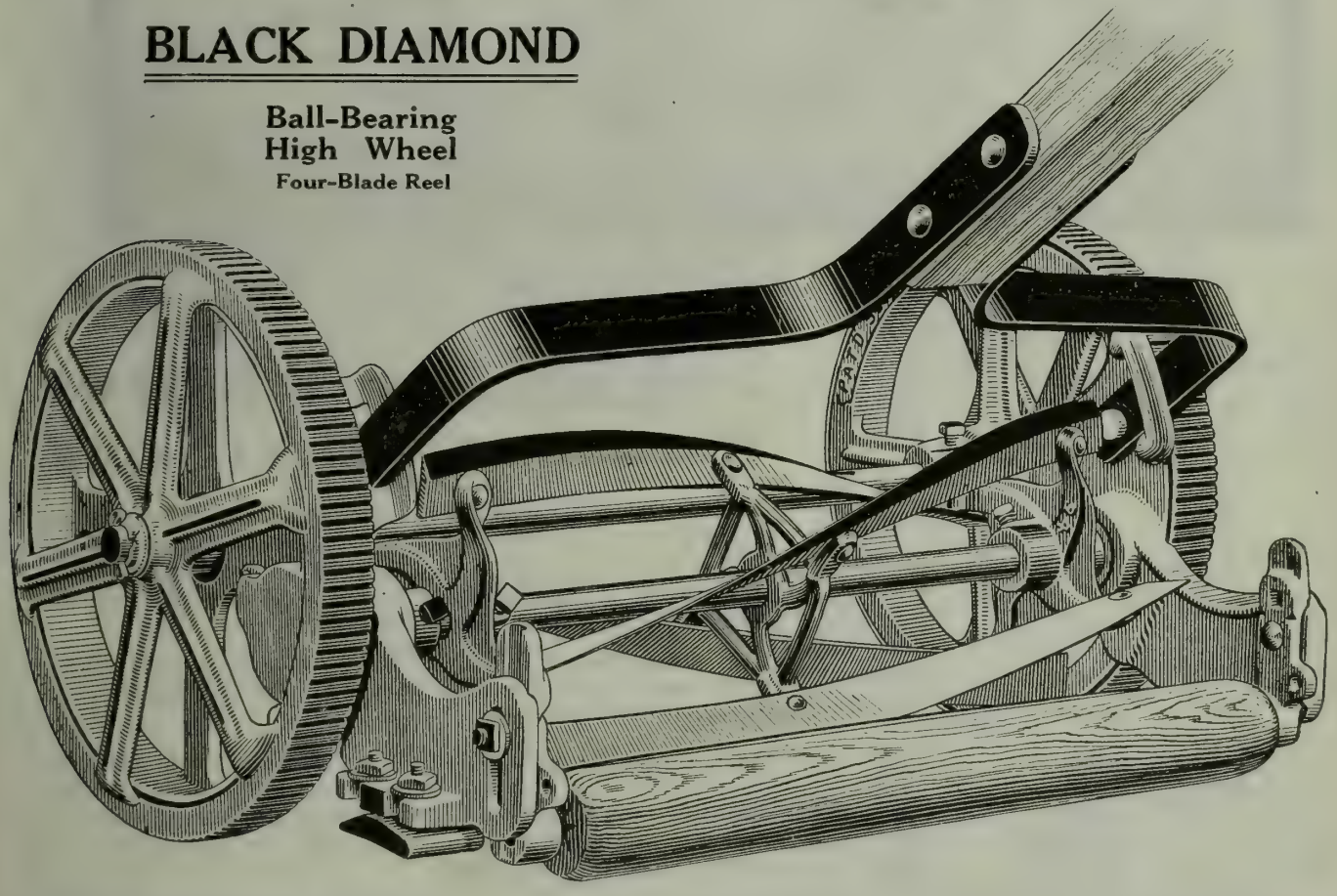
"BIG 5"

LAWN Line MOWERS

MAPLE LEAF Ball-Bearing High Wheel Five-Blade Reel Ball-Bearing Four-Blade Reel **NEW ENGLAND**

BLACK DIAMOND

Ball-Bearing
High Wheel
Four-Blade Reel



COMMONWEALTH Plain Bearing Three-Blade Reel **BALDWIN**

The decorations on all our machines are uncommon, they are distinctive and most attractive.

WE HAVE A BETTER PROPOSITION THAN ANY CANADIAN MANUFACTURER OR JOBBER. WRITE FOR IT.

WHOLESALE DISTRIBUTORS

LEWIS BROS., LIMITED, MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.





Link Up Your Windows With Our Advertising

The dealer who pushes the sale of nationally advertised goods gets the reputation with his customers of being up-to-date and selling what they are looking for. Millers Falls national advertising is free to you. How much do you plan to benefit by it?

Put in windows of Millers Falls bit braces and other tools and your tool sales will show the results of our national advertising.

And don't fail to have a Millers Falls bit brace stand on your tool counter in season and out of season. This stand is furnished free with a small order of braces, and it will make you money from the first day you start it to work for you.

Be sure your tool salesmen have copies of our handbook on "How to Sell Tools." It will give them enthusiasm and selling ideas. Free on request.



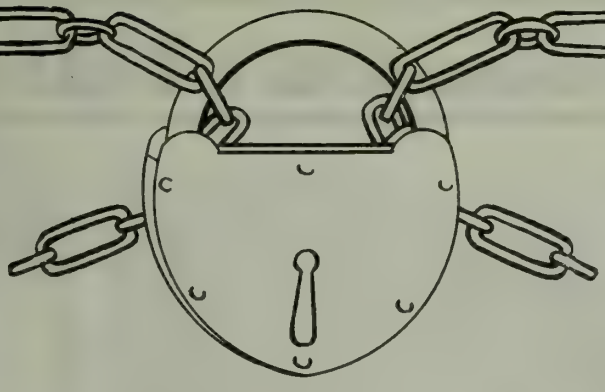
Millers Falls Co.

"Toolmaker to the Master Mechanic"

100 RIVER ST.

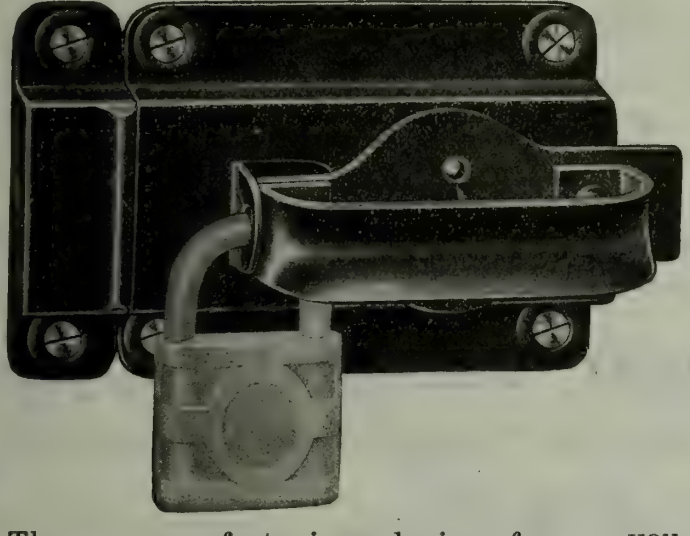
MILLERS FALLS, MASS.

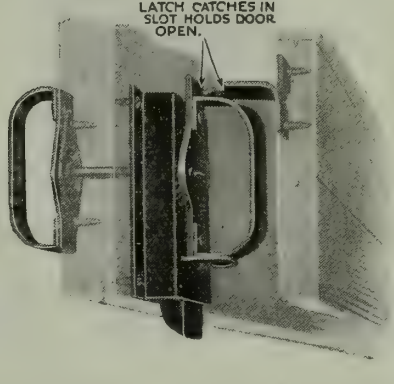
NO. 25



Swinging Door Latch

You can sell this Latch in all confidence that it will do its work well





The proper fastening device for swinging doors has been somewhat of a problem in the past with Hardware manufacturers. Our No. 25 Latch for this purpose has overcome all difficulties. Your customers will be more than pleased with its useful, durable and well-working qualities. They present two opportunities for you, the one—to win the good-will of your customer; the other—to make splendid profits on a **quality line.**

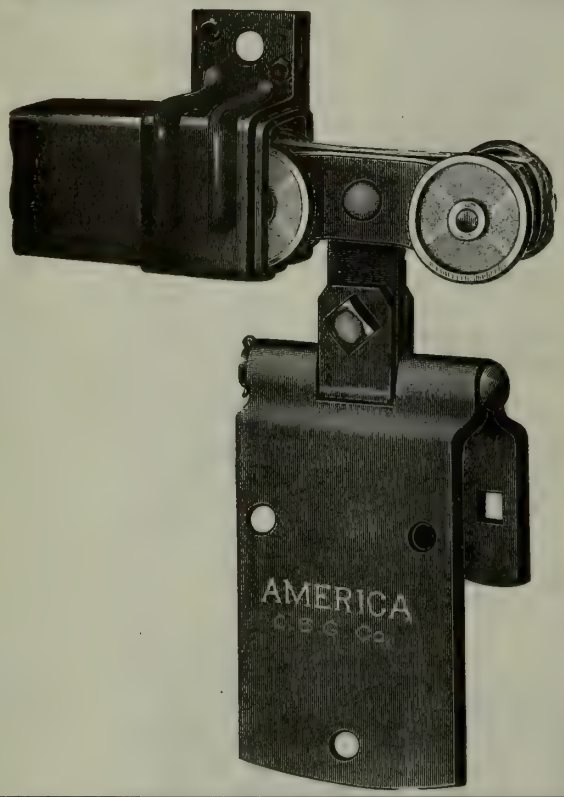
Made entirely of steel, adjustable for doors ¾ in. to 2¼ in. thick, easily installed, attractively finished, and packed in the **"Unusual National Way,"** one in a box with screws and catch to hold door open.

We would like to send you complete information on this **fast-selling Latch.** Write us for our big catalogue of **Builders' Hardware.**

NATIONAL MFG. COMPANY

STERLING, ILLINOIS

America Tandem Truck Trolley Hangers



Among users of Door Hangers and merchants who sell them the "AMERICA" is admitted to be the most efficient and practical hanger for operating barn, factory, warehouse or garage doors.

Constructed of heavy steel, fitted with hardened roller bearings and has lateral adjustment which permits increasing or decreasing space between door and building.

AMERICA Hangers run in the famous Hatch Trolley Track supported with corrugated brackets, and carry heavier doors.

MANUFACTURED BY

CANADA STEEL GOODS CO., LIMITED

HAMILTON, ONT.

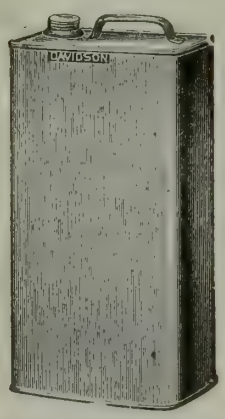
"Davidson's" Sugar Makers' Supplies

Illustrated are several lines of "Sugar Makers' Supplies"

Besides these we manufacture a number of different styles both in Sap Buckets, Syrup Cans and Spiles.

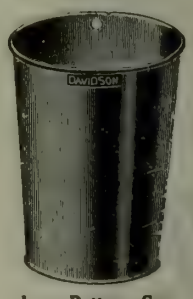


Empire Spout



Square Maple Syrup Can

These Goods are fully described in our catalogue. Now is the time to get your orders in to insure prompt delivery. We have on hand a good stock of all lines and can ship at once. Prices will be gladly quoted on application.



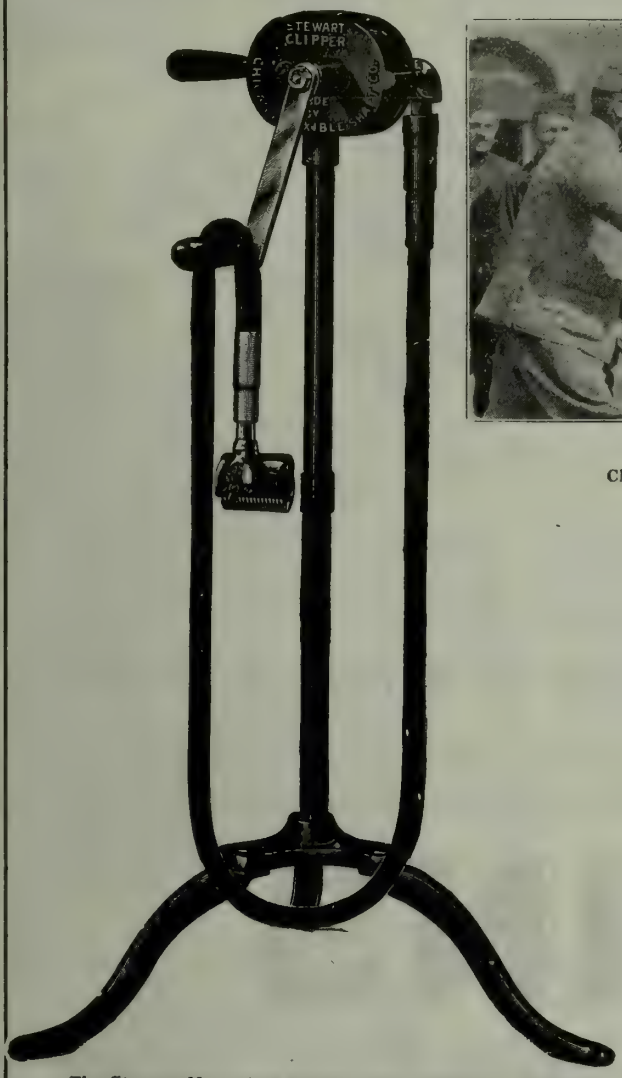
Long Pattern Sap Bucket

The Thos. Davidson Mfg. Co., Limited,

Toronto, Ont.
Montreal, P. Q.
Winnipeg, Man.

If any advertisement interests you, tear it out now and place with letters to be answered.

Stewart Clipping Machines at the Front



The Stewart No. 1 Ball Bearing Enclosed Gear Machine.



(Copyright by the Committee on Public Information)
Clipping a French cavalry man's horse with a Stewart Machine.

Clipping of all horses used by the Allies and U.S. armies is general and a great many **Stewart No. 1 Ball-Bearing Machines** are used.

What it means to Dealers:

This lesson on the benefits of clipping hard-worked horses and the remarkable efficiency of **Stewart Machines** is being brought back to our Canadian farms and towns, with the result that more horses will be clipped this spring than ever before, and more **Stewart Machines** will be asked for and sold by dealers.

The Stewart No. 1 Ball Bearing Horse Clipping Machine

is rapidly replacing all other makes as the result of its superior qualities to clip, turn easy and stand up.

It never fails to please and is invariably asked for.
Sold through the regular trade channels only.
Horse clipping starts with the first spring weather.
Don't lose sales by experimenting with unknown and untried machines.
Sell the old reliable Stewart—reasonable in price and guaranteed to please and stay sold.

Order from your Jobber now.
Make a Window Display.
Let people know you sell Stewart Machines.

Chicago Flexible Shaft Company

Twelfth Street and Central Avenue **Chicago, U.S.A.**

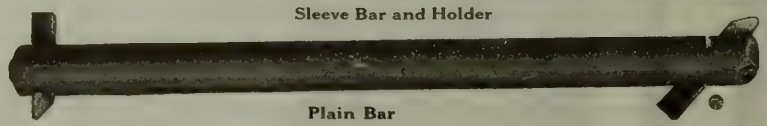
If any advertisement interests you, tear it out now and place with letters to be answered.

Williams" "Agrippa" Boring-Tool Holders for Multiple Bars

Raise no bar against the selection of Bars. The choice is yours.



Sleeve Bar and Holder



Plain Bar

The "twin-screw" fastening with V groove at top and bottom accommodates any size of bar within its range. No shims or bushings of any kind are required.

We furnish two types of Standard Bars, Sleeve and Plain, as illustrated—they are interchangeable in the Holder.

In the *Sleeve-Bar* the Cap admits a straight or angular Cutter: either can be quickly inserted at the business end of the Bar without removing the Cap or disturbing the setting of either the Bar or the Holder.

The *Plain-Bar* provides for the use of both styles of Cutters in the simplest manner possible.

Ask for Machinists' Tools Booklet

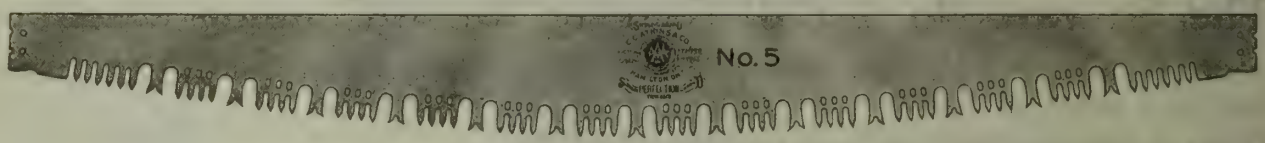
J. H. Williams & Co., *"The Drop-Forging People"*

The A. G. Low Co., Ltd., 30 Pacific Ave., Saskatoon, Sask.
Agents for Manitoba, Saskatchewan, Alberta and British Columbia

General Offices:
30 Richards St., Brooklyn, N.Y.

ATKINS

Sterling Quality Cross-Cut Saws



The Saw that brings a *higher price*—a *bigger profit.* Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

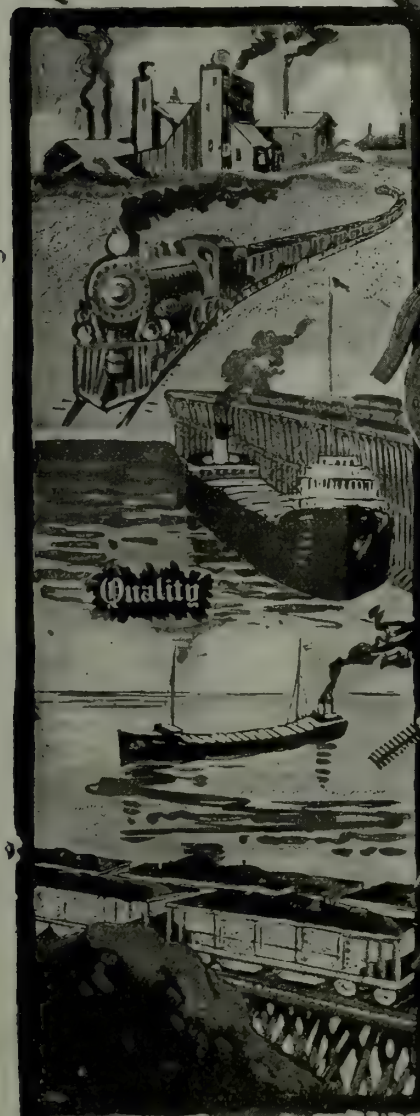
E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell St.**

If any advertisement interests you, tear it out now and place with letters to be answered.

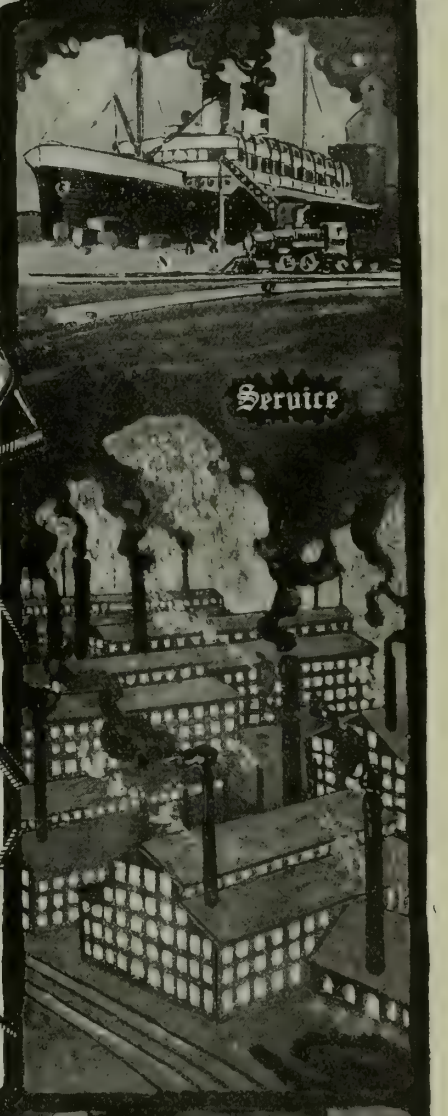
STEEL AND IRON



PRODUCTS

OF EVERY DESCRIPTION

FROM ORE MINES TO EXPORT



THE STEEL COMPANY OF CANADA

LIMITED

HAMILTON MONTREAL



TAYLOR-FORBES' COBBLER OUTFITS

are always in Demand!



These Cobbler Outfits meet so well the requirements of both the amateur and the professional shoemender that dealers are experiencing most satisfactory results in selling them.

Customers consider them a good investment in lengthening the life of their shoes.

Easy to sell and splendid profits in them too.



If your jobber cannot supply you write us direct. Largest manufacturers of Hardware in Canada.



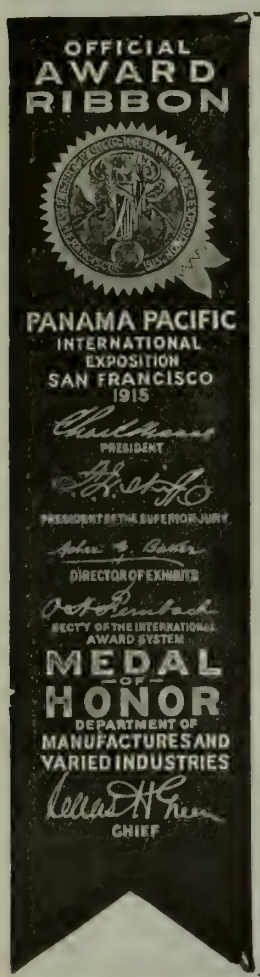
Taylor-Forbes Company, Ltd.

Head Office and Works

Guelph, Ontario

Taylor Forbes Co., 246 Craig St. W., Montreal.
H.G. Rogers, Ltd., 147 Prince William St., St. John, N.B.
Canadian United Mfrs. Agency, London, England.
Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.
H. F. Moulden & Son, Travellers' Bldg., Winnipeg, Man.





TRIMO TOOLS



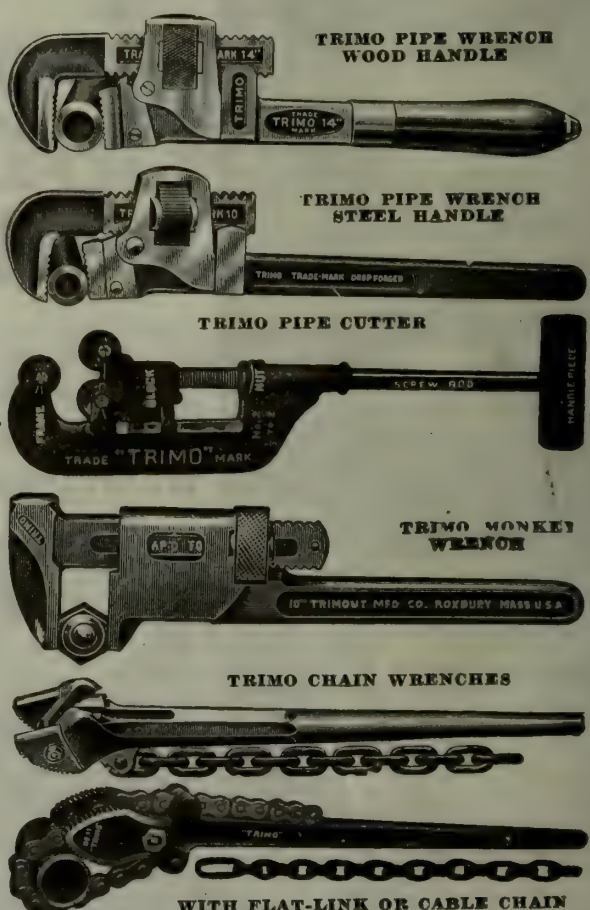
Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

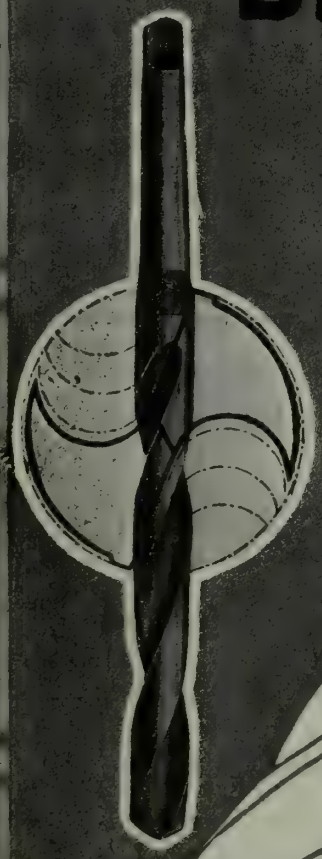
55-71 Amory Street
Roxbury, Mass.
U.S.A.



If any advertisement interests you, tear it out now and place with letters to be answered.

WILT

HIGH SPEED AND CARBON TWIST DRILLS



"Where There's a WILT -There's the Way:-"

PERFORMANCE COUNTS

You can't fool the mechanic when it's a question of **Drills.** He knows what to expect of a good **Drill.** Sell him a **WILT** and thus make another satisfied customer.

WILT Drills have a record of **satisfactory performance,** equal to any throughout the world.

Our guarantee to make good **always,** our policy of **the best in material** and **workmanship,** and our system of minute and careful inspection is reaping its reward in increased business for the Hardware Dealer.

You should be selling **WILT Products.** May we tell you why? Write us.

WILT TWIST DRILL CO.

OF CANADA, LIMITED

Walkerville — Ontario

London Office: Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London, E.C. 2, Eng.



When Asked For A Lead Specialty, CONSIDER,—

—the quality of our products, the facilities we possess for handling your orders in our large and up-to-date plant, and the enormous business we have built up through our ability to supply **exactly what our customers want—when they want it.**

We make the best **Babbitt** obtainable, also—

Bar and Wire Solder
Sheet Lead
Cam Lead
And Specialties of all kinds.

When asked for a lead specialty—or something out of the ordinary in mixed metals, write—

HOYT METAL COMPANY

TORONTO, CANADA

London, Eng. St. Louis, Mo.
New York, N.Y.

MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.

LIMITED

HESPELER, ONT.

Manufacturers OF WIRE

HEADQUARTERS FOR

Wire Bale Ties

LARGEST CAPACITY AND STOCK IN CANADA

Prompt Shipment

LAIDLAW BALE TIE COMPANY, Limited

HAMILTON, CANADA

Winnipeg Toronto Montreal
London, England

If any advertisement interests you, tear it out now and place with letters to be answered.

ARMCO IRON

For Safe, Sound and Profitable Building Construction

TO tear down is the business of war; to build up is the business of peace. Razed and ravaged Europe must be restored, great and busy America must continue to grow and expand. It is absurd to think that the next decade will see otherwise than a colossal building boom in every part of the world.

With the world demanding construction of a permanent nature, metal will be used for building as never before. We expect every available pound of our product, Armco (American Ingot) Iron, to be used for such purposes as fast as we can supply it. In every phase of its manufacture, Armco Iron is subjected to scientific and never-ending care and inspection. It combines *purity, evenness, density* and other qualities that make for durability.

Building Uses for Armco Iron

In every kind of building, new or altered, residential, industrial, public, or office, Armco Iron can be most profitably employed for all exposed metal parts such as roofing, coping, pent houses, skylights, water tanks, ventilators, window frames and sashes, and for such purposes as metal lath where durability is a factor even though the metal is not directly exposed.

Every architect, builder and property owner or investor who is interested in safe, sound, and profitable building construction, should write us for information specifically applied to his building problems.

THE AMERICAN ROLLING MILL CO.
MIDDLETOWN, OHIO

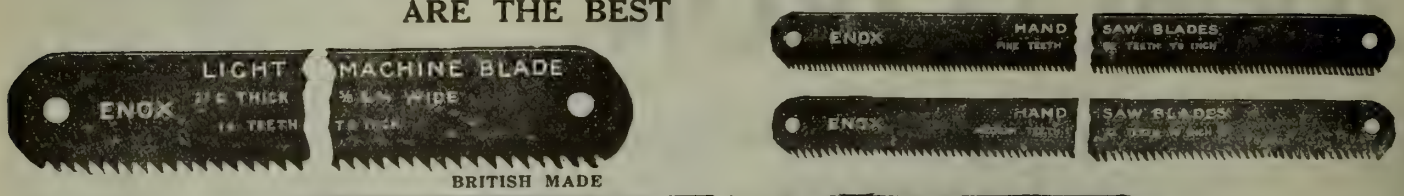
Licensed Manufacturers Under Patents Granted to The International Metal Products Company

Branch Offices at New York, Washington, Pittsburgh, Chicago, Cincinnati, Cleveland, Detroit, St. Louis, Atlanta, San Francisco and Buffalo.

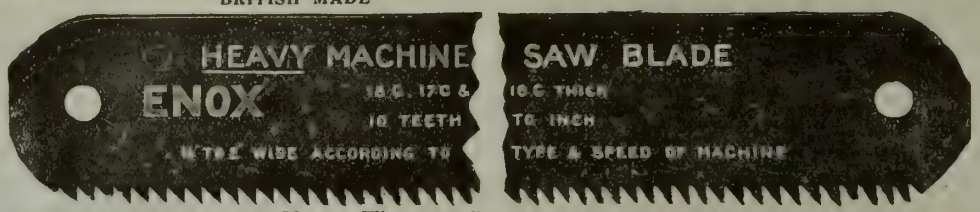


If any advertisement interests you, tear it out now and place with letters to be answered.

ENOX HACKSAW BLADES
ARE THE BEST



BRITISH MADE



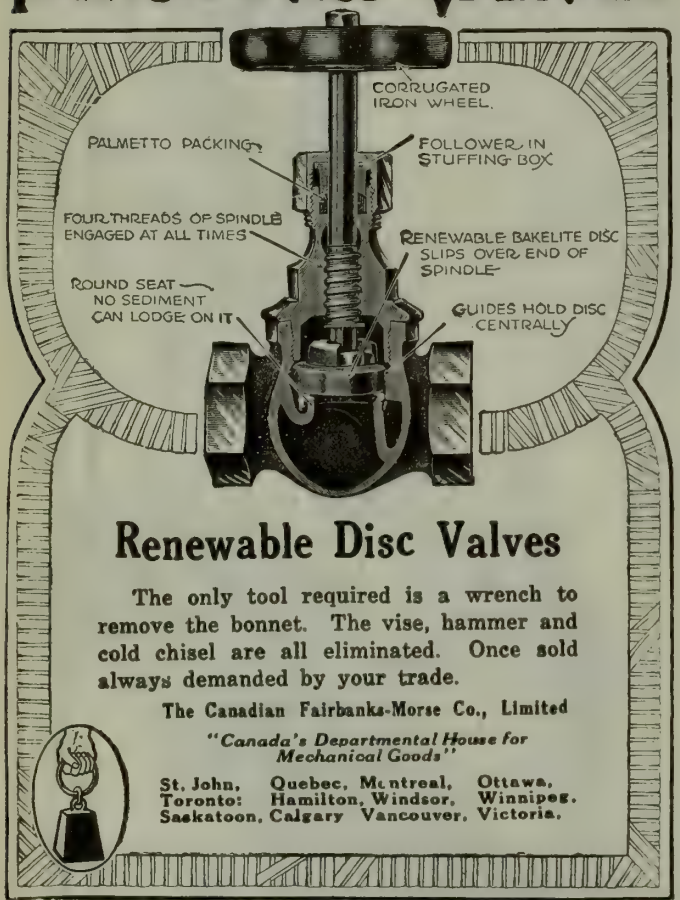
AGENTS IN CANADIAN TOWNS WANTED

AN ENTIRELY BRITISH COMPANY

Liberal terms offered to firms willing to carry stocks and act as sole agents for the district.

SOLE MAKERS FRY'S (LONDON) LIMITED, 46 Upper Thames St., London, E.C. 4, England. Works: Greenwich, S.E. 10

FAIRBANKS VALVES



Renewable Disc Valves

The only tool required is a wrench to remove the bonnet. The vise, hammer and cold chisel are all eliminated. Once sold always demanded by your trade.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa,
Toronto: Hamilton, Windsor, Winnipeg.
Saskatoon, Calgary Vancouver, Victoria.

For the working men of your town

in fact for every man because practically every man needs a good roomy serviceable pair of working gloves.



TAPATCO
REGISTERED TRADE MARK
BRAND



You can get this profitable extra trade by stocking the Tapatco lines—There's a style and a weight to suit every requirement. Your jobber can supply Tapatco Gloves.

The American Pad and Textile Company
Chatham, Ontario

E. Roy,
65½ St. Andre St., Montreal, Que.

C. C. Cartwright,
85 Water St., Winnipeg, Man.



4 Good Reasons ---READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

Smart's Hollow-ware



Our Specialties: Straight Pots, Bellied Pots, Lipped Kettles, Spiders, Pan Cake Griddles, Sugar Kettles, Bean Pots, Chaudrons, Waffle Irons and Caldrons.

Immediate shipment of all orders received

James Smart Plant
BROCKVILLE, ONT.

If any advertisement interests you, tear it out now and place with letters to be answered.

METALS - CHEMICALS - GLASS
B&S·H
Established 1790

Corrugated Wire Glass

Our principals, the Pennsylvania Wire Glass Co. have perfected the above and we shall be glad to submit particulars on request.

B.&S.H.THOMPSON
& COMPANY LIMITED
MONTREAL

Branches: Toronto, Winnipeg, Vancouver, New Glasgow, N.S.
Selling Agents for Eastern Canada for United States Steel Products Co.
Exporters of the Products of the American Sheet & Tin Plate Co.

The Barrel Bolt—One of The Stratford Line



We manufacture an up-to-the-minute and profitable line of everything for the builder. Get in touch with us at once.
The very latest ideas in Furniture Trimmings of all kinds, Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

The Stratford Brass Company, Limited
STRATFORD, ONTARIO

THIS IS WORTH SENDING FOR

At the annual convention of the Ontario Retail Hardware and Stove Dealers' Association, held at Hamilton, Ont., last year, one of the best and most practical features of the program was an address on "Salesmanship" by Mr. George A. Simpson, sales manager of the Steel Company of Canada, Limited. By special request an additional supply of reprints of the address has been prepared, and a number of extra copies are available for free distribution. We will gladly supply copies free upon request. Address requests to

HARDWARE AND METAL,
143 University Ave. - - Toronto, Can.

Meet Us at the Convention

Royal Connaught Hotel, Hamilton, Ont.
February 18, 19 and 20th

Our representatives will be on hand showing lines of ***Automobile Accessories*** by which every live Hardware Merchant can greatly increase his profits.

Note a few items:

Crescent Wrenches and Pliers — **Apco - Ford Parts**
Mossberg's Wrenches, Socket Sets and Ford Necessities
K-D Lamps and Assemblies — **Lane's Socket Sets**
Central Accessory Switches, etc., and many other items of interest



Utility Scales

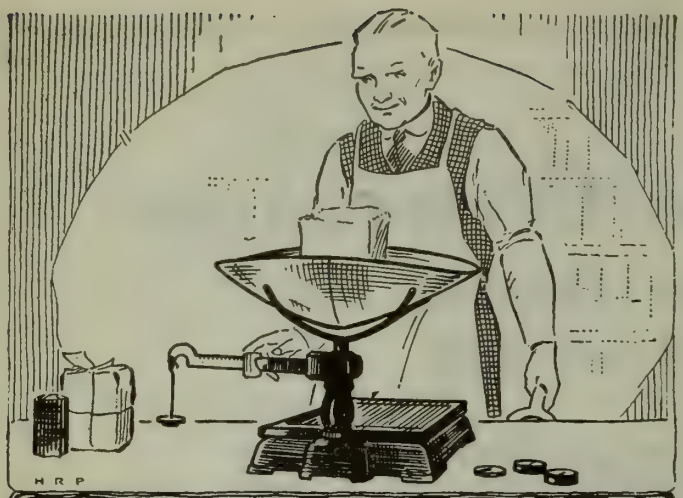
for immediate delivery

Suitable for kitchen, hospital, nursery and doctor's uses---weighs up to 15 lbs. ½ dz. on attractive display card. **$5.00** per dozen.

LYONS & MARKS

38 Yonge Street - TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.



Fairbanks Scales

For over 90 years Fairbanks Scales have been the World's Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Windsor, Winnipeg, Saskatoon, Calgary, Vancouver, Victoria.



"Belleville" Hardware

A "Made-in-Canada" Product Equal to the Best in the World

We are all apt to look up to imported goods as superior to home-made lines. Pause before you concede anything to foreign products over "BELLEVILLE" HARDWARE. Here is a Canadian-made product that is as good as the best.

"Belleville" hardware is meeting the demand of the most particular architects and builders, and is recording wonderful success throughout Canada. It is a worthy Canadian product, worthy of the best Canadian patronage. All hardware looks very much alike to builders and architects until they have had experience with "Belleville."

Best line for dealers to handle. Has greatest demand. Get our proposition.

Belleville Hardware & Lock Mfg. Company

BELLEVILLE ONTARIO



CANE'S Clothes Pins

NOT "Just Clothes Pins"

Cane's Star Brand Clothes Pins are better—they cost no more than "just clothes pins"—but there's a difference.

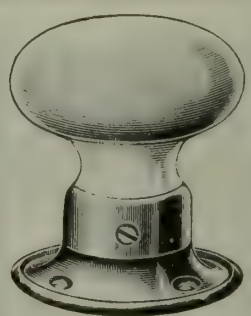
Star Brand are always right in shape, right in length and correct in count. They will not injure the clothes.

Your Jobber will be pleased to supply Star Brand Superior Clothes Pins at no extra cost.

The Wm. CANE & SONS Co., Limited

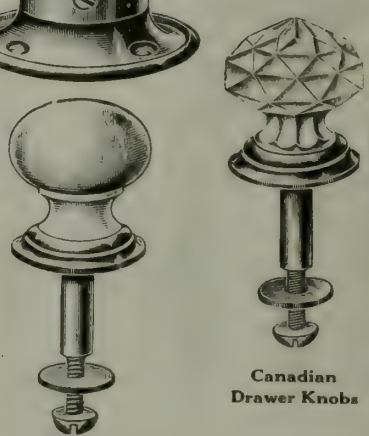
MANUFACTURERS

Newmarket Ontario



DOOR KNOBS CHINA and GLASS

With SpecialCanadian Brass Mountings



Canadian Drawer Knobs

JAMES CARTLAND & SON

LIMITED

BIRMINGHAM

ENGLAND

Canadian Representative:

GEO. H. SMITH, 39 Adelaide St. W., TORONTO

A BALM TO THE SICK SYSTEM!

The **Knickerbocker Automatic Heat Generator** increases radiation 25 to 50 per cent.

It is being used on all types of **Hot Water Heating.** A particular benefit to the unusual installation where circulation is apt to be sluggish—such as trolley cars, railroad stations with boiler and radiators on the same floor, and radiators at a lower level than boiler.

No resident Hot Water Heating System is quite so perfect, unless equipped with a **Knickerbocker Automatic Heat Generator.** Easy to install and soon pays for itself in fuel saved. Splendid profits in it for the retailer.

Write for particulars and prices to-day.
Manufactured and sold by

The James Morrison Brass Mfg. Co., Ltd.

93-97 ADELAIDE STREET WEST, TORONTO



The only Automatic Hot Water Heat Generator which operates on either an open or closed system.

The Largest Manufacturers of Light-Edge Tools in the World



Anvil W P *Brand*

Ward & Payne's Socket Firmer Chisel

Here is a **Socket Firmer Chisel** that holds a keen edge under ordinary and heavy work for an extraordinary length of time. Made in the unusual **"W. & P."** way of the best quality materials obtainable composed of a single piece of steel without a weld.

The **Ward & Payne Line of Anvil Branch Light-Edge Tools** enjoy a distinctive reputation throughout the world. They will do credit to your store in both sales and profits.

We anticipate a heavy Canadian trade this year, and are pleased to announce that we can handle all orders from this field with the utmost despatch. If your jobber cannot supply you order from our nearest representative.

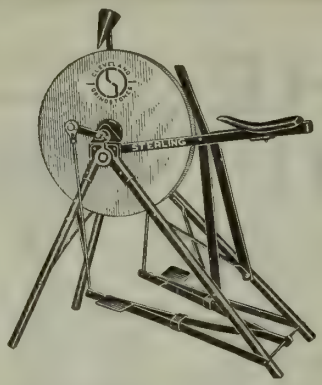
WARD & PAYNE
SHEFFIELD

Canadian Representatives:

ALEXANDER GIBB
St. Nicholas Bldg., Montreal

SHERMAN F. AINSLIE
Spadina Avenue : Toronto

ANTHONY FERGUSON, LTD.
Vancouver, B.C.



"HERE IT IS"

Cleveland Grindstones

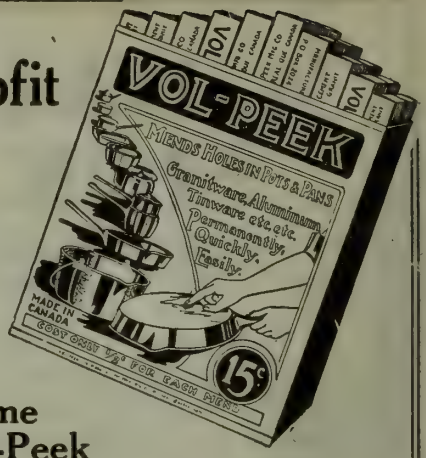
We own and control 22 quarries, including the only quarry producing the genuine Berea stone, the rock by which all other grindstones for farm and general use are judged.

Through long experience we have the expert knowledge necessary to make intelligent and satisfactory selections of the proper grit best adapted to special requirements.

THE CLEVELAND STONE CO.
UNION BLDG. CLEVELAND, OHIO

Bissett & Webb, Limited, Winnipeg, Man.
Western Distributors

60% Profit For You



Every Home Needs Vol-Peek

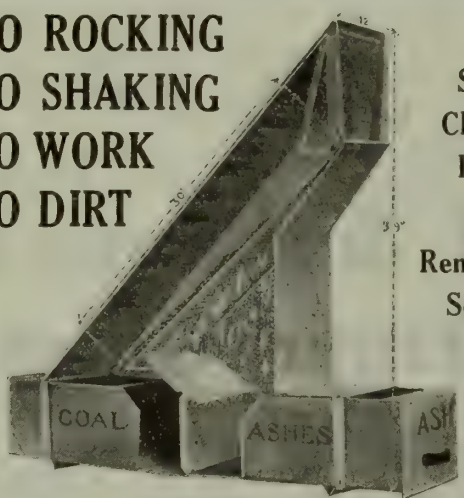
—Vol-Peek mends all kinds of kitchen utensils, pots, pans, tinware, granitware, copper, aluminum—it's just like stiff putty—absolutely sanitary—hardens in 2 minutes, and is guaranteed satisfactory. Vol-Peek sells at sight.

—Every home needs it. Write us for sample order. Bright colored stand contains 24 packages for $2.25. On the market for over 10 years—a guaranteed success. Advertised all over Canada. Sales helps sent with your order. Act now.

From your jobber or

Vol-Peek Mfg. Co.
P.O. Box 2024 Montreal, Can.

NO ROCKING NO SHAKING NO WORK NO DIRT



Self-Closing Door

Removable Screen

This makes ash-sifting a pleasure instead of a horror; you can wear your best clothes and yet not get any dust on them.

It is dustless; you don't have to rock it or shake it; it is self-operating, a child can work it.

We guarantee that this ash sifter will give satisfaction or your money refunded. There are good profits in it for the dealer. Write us to-day for prices and information.

FURNIVAL & CO.

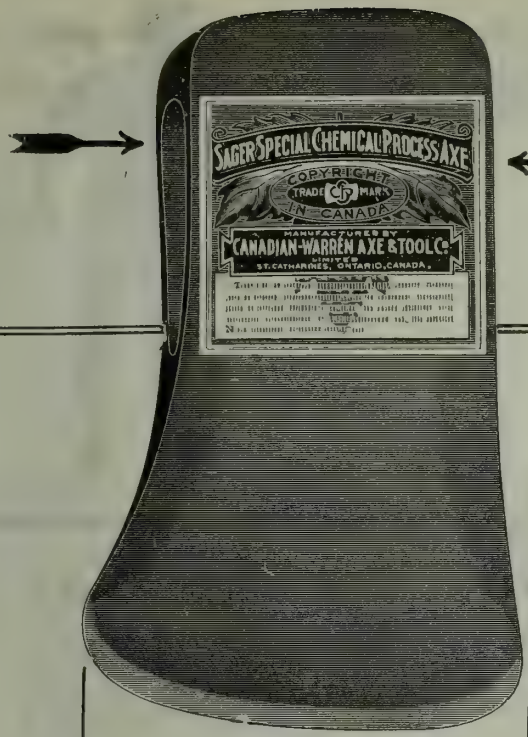
631 Dupont St. - Toronto, Ont.

"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

Manufactured in Canada



WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"

AND

"SOO LINE" LOGGING TOOLS?

GET THE HABIT.

(AND THE PROFIT)

Canadian Warren Axe & Tool Co.,

LIMITED

ST. CATHARINES, ONT.



Soo Line Logging Tools

No effort is required in the selling of "Famous Five" files. One doesn't have to spend time explaining their merits.

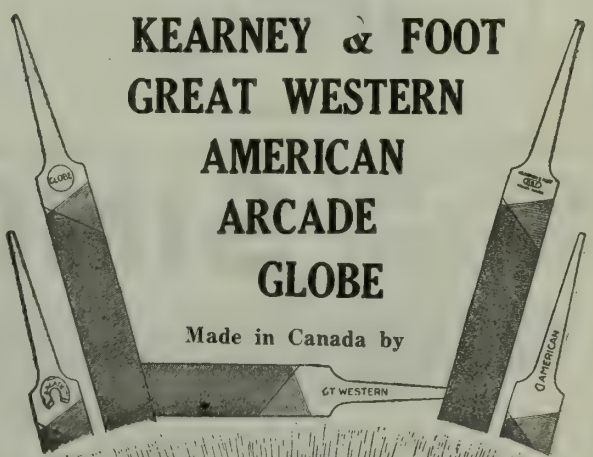
Customers know they are standard tools before they come in to buy.

If you carry a reasonable stock of the various shapes and sizes you cannot help but make sales.

They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by



NICHOLSON FILE CO

PORT HOPE
ONTARIO

PINK'S LUMBERINGTOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - - - - ONTARIO



It's a Pink anyway you take it.

P X H

TRADE MARK

FILES

"They Cut Faster and Wear Longer"

Port Hope File Company

PORT HOPE, ONT.

IMPERIAL

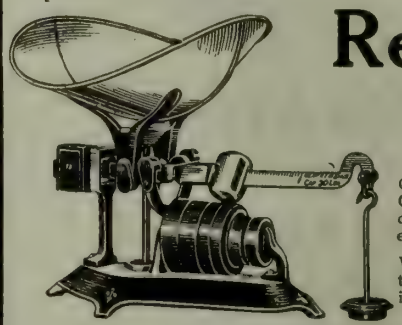
TRADE MARK

Show Her the Way

FOR goodness' sake, cries the average housewife, show us how to save money out of the deluge of sky-high prices for meats, sugar, flour—everything. And seldom a thought has she of what a tidy sum can be saved every little while by checking up the honest mistakes of grocer, butcher, etc. Show her.

Just a bit of enterprise, pushing the Renfrew Scale to the front—displaying it—and showing her how it soon pays for itself will stir up a tidy lot of sales worth while. Right now is the "psychological moment."

Clinch your sales by showing the Government Inspector's Certificate of correct weights accompanying every Renfrew. Scales supplied in black or all nickel-plated finish. The



Renfrew

HOUSEHOLD SCALE

Capacity ½ oz. to 30 lbs. Government inspector's certificate accompanies every scale.

Write to-day for literature and attractive selling proposition to

The Renfrew Scale Co.

Head Office and Works, Renfrew, Ont.

Western Representatives: P. A. C. McIntyre & Co., 1206 McArthur Bldg., Winnipeg, Man.

Our Other Lines: "Renfrew" 2,000-lb. Farmers' Truck Scale.

CRESCENT GROUND **SIMONDS** CROSS-CUT SAWS

Cut easy, saw fast, wear exceptionally well, absolutely guaranteed. Cut 10 per cent. more timber, same time and labor being used, than any other brand of cross-cut saw made to-day.

SIMONDS CANADA SAW CO., LIMITED

Montreal, Que.

Vancouver, B.C. **St. John, N.B.**

If any advertisement interests you, tear it out now and place with letters to be answered.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

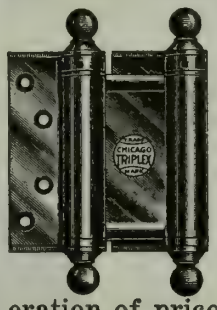
The R. McDougall Co.
LIMITED
GALT, CANADA

TRADE CHICAGO MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

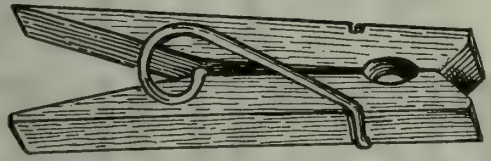
offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

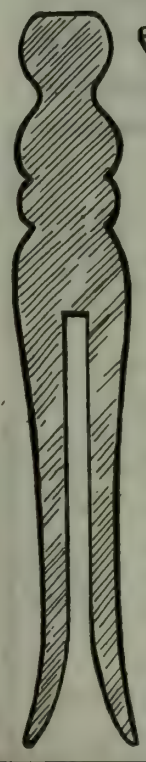
Send for Catalogue M. 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

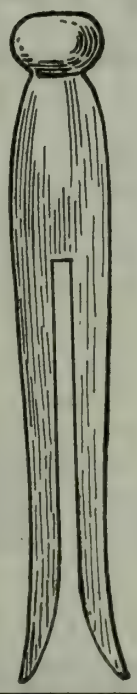
CHICAGO TRADE CSB CO MARK NEW YORK

The Megantic Broom Mfg., Co., Ltd.
Manufacturers of Brooms and Clothes Pins





Lake Megantic, Que.



Represented by

Boivin & Grenier, Québec.
Delorme Frère, Montréal.
J. Hunter White, St. John, N.B.
H. D. Marshall, Ottawa.
Harry Horne Co., Toronto.
Tomlinson & O'Brien, Winnipeg.
Oppenheimer Bros., Vancouver.

These agents have always a stock on hand sufficient to satisfy the demands of clients in their territory.

Satisfaction on these three lines guaranteed.



A Silent Salesman!

Suggestion creates **desire.** A **desire to purchase** means **another sale.** That's the service **our display case** renders you. **Mendets** is performing an unusual service in the home in the **mending of metal and rubber utensils.** Meet the popular demand. Send for a **display case** to-day.

At your jobber's.

Collette Mfg. Company
Collingwood, Ont., Canada

If any advertisement interests you, tear it out now and place with letters to be answered.



This is the

White Adze

Every Carpenter, Nearly, Knows Them

That is why you turn your money so quickly, and every one sold brings in new customers. Without question the highest grade Adze on the market.

Send for our Catalogue.

THE L. & I. J. WHITE CO.
55 Columbia St., Buffalo, N.Y.

Agents:
For Canada—Hardware Agencies, Montreal



"DOMINION"

COTTON AND WOOL WASTE AND COTTON WIPERS WASHED AND STERILIZED

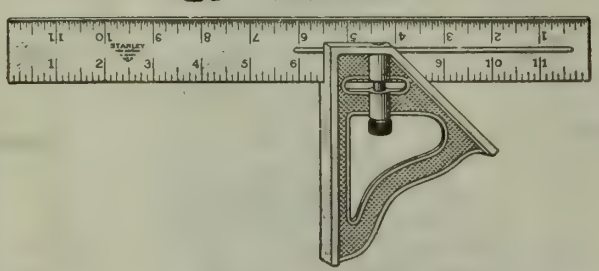
A WASTE FOR EVERY USE

6 Grades White Cotton Wiping Waste.
5 Grades Colored Cotton Wiping Waste.
4 Grades Wool Packing Waste.
3 Grades Cotton Wipers, Washed and Sterilized.

Samples with Prices on Request

Scythes & Company Limited
Montreal TORONTO, ONT. Winnipeg

Stanley Tools



STANLEY ADJUSTABLE TRY and MITRE SQUARE No. 21

The Blade is adjustable, and as it can be reversed, provides any size of try or mitre square within the capacity of the tool. In reversing, it is not necessary to remove the blade from the handle, consequently the tool is always assembled and ready for use.

The Edges of the Blade are machined, graduated in 8ths, 16ths and 32nds of inches and the tool is square inside and out. Both Handle and Blade are nickel-plated. Made in three sizes—6, 9, 12-inch blades.

Send for special circular.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

STILL'S HANDLES

For every use.

We manufacture a wide variety of handles—Axe, Pick, Sledge and Hammer Handles, Canthook and Peavie Handles.

STILL'S HANDLES are known everywhere as the best value for the money. They are reliable, made from choice Canadian woods and give an unusual length of satisfactory service to the tradesmen.

The best handles for your customers to buy and the most profitable handles for you to sell.

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

Get Ready for the Big Auto Accessory Trade

Hot Sellers for the Hardware Trade

Can Ship Direct to Your Customers From Factory



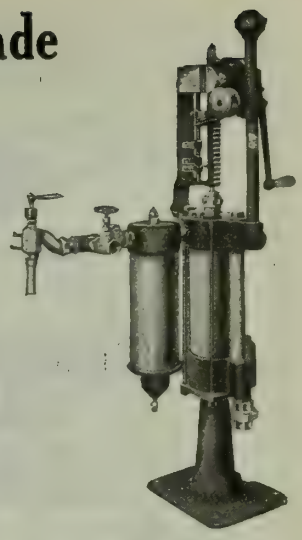
Welded Steel Air Pressure Tanks for Garages. All sizes. Made to order.

Made under careful superintendence by expert workmen. If not as represented, send them back.



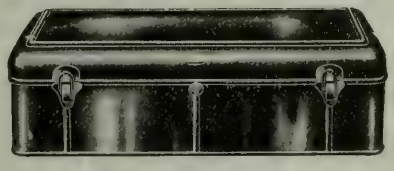
Oil and Gasoline Tanks

Not how cheap, but how good. We guarantee everything we make.

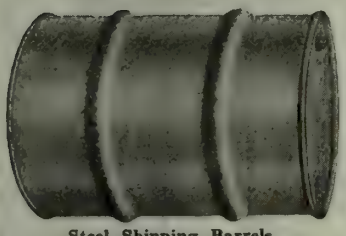


No. 1 Pump
A full line of self-measuring pump outfits. Also non-measuring outfits. Get our Pump Catalogue.

All kinds of steel tanks made to order: Round, square, oblong, any size or weight. Black or galvanized. Riveted or welded. Anything in sheet steel, 10 gauge to 28 gauge.



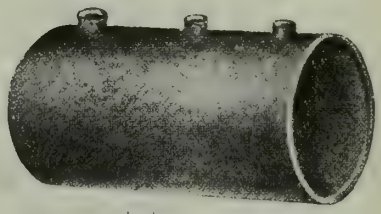
AUTO TOOL BOX
7" x 9" x 22" long.
This size has been designed to eliminate all other sizes. It is long enough to hold a pump, and a very desirable size for all purposes. Beads in body make it very strong and yet light. Each box is packed in paper carton.



Steel Shipping Barrels.

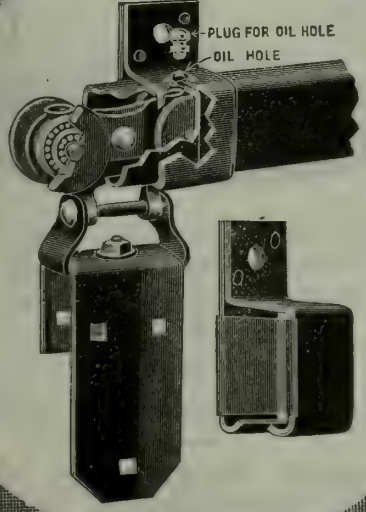
The Steel Trough & Machine Co., Ltd.

TWEED, ONT., CANADA



Welded Steel Underground Gasoline Tanks. Any size or weight.

Allith



How easy it is for a bearing to wear out if not properly lubricated

Even the bearings of a barn door hanger need lubricating attention. That's the reason we have made special provision in our **Allith 1915** for proper lubrication—note the oil hole in the track support and top of hanger. This allows oiling to be done with ease and ensures added years to the life of the hanger, as well as easy operation.

The Allith 1915 should now be on exhibition in your store. Sample set will convince you of its merits.

ALLITH MFG. CO., LIMITED

HAMILTON - CANADA

Agents: R. H. FALKINER, 34 Victoria Street, Toronto.
H. E. O. BULL, 184 Mance Street, Montreal.
MARSHALL, WELLS CO., LTD., Winnipeg.

Canada's High Grade Steel Wheelbarrow



BATEMAN TUBULAR BARROW

We are now in a position to give the trade that service which had always been our aim, but which war conditions interfered with.

The Bateman T80 shown above is our leading line, made of the best materials and finished to the Bateman standard.

Note These Features:

Tray is most popular type with 5/16" steel rod in edge which reinforces tray and ensures long life.
Has Malleable Hub Wheel, recognized the bend, will not shake loose.
Front bend in tube throws tray well over wheel.
Frame is well trussed and braced. T80 is an exceptionally well-balanced Barrow.

We solicit your Barrow business. Our prices are right.

Write for Catalogue

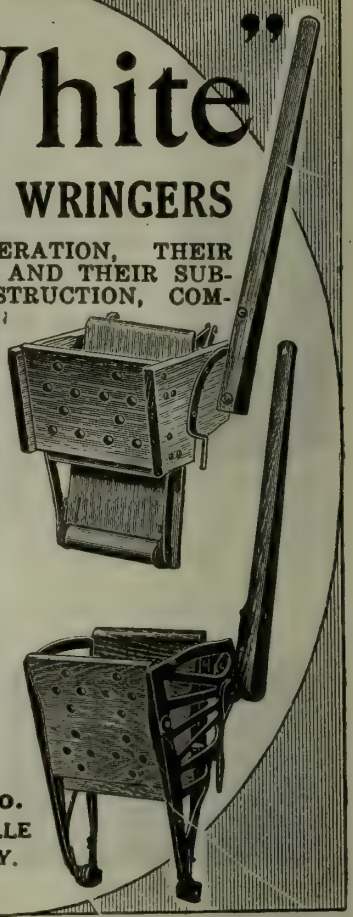
The Bateman-Wilkinson Co., Ltd.
TORONTO, CANADA

"White"
MOP WRINGERS

EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.

Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use —often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife—it sells itself and is a good profit-maker.



White Mop Wringer Co.
FULTONVILLE N.Y.

Ask us for

Egg Carriers and Butter Tubs

Walter Woods & Co.
Hamilton and Winnipeg

Wrought and Steel Plate
WASHERS
OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

Now is the Reconstruction Period

Wide-awake Dealers are grasping the opportunity to handle New and Profitable Lines.

BEAVER BOARD
IS A LEADER

Write for prices. Mail orders get our prompt attention.

BEAVER BOARD
PURE WOOD FIBRE

W. Walker & Son, Limited
Wholesale Hardware Merchants
1228 YONGE STREET
TORONTO - ONTARIO

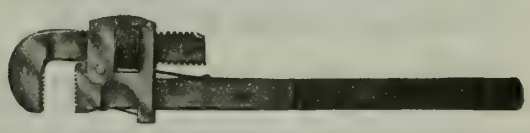
Wholesale Distributors of BEAVER BOARD

The "W & B" Line of Screw Wrenches
MADE IN CANADA

The only Pipe Wrenches made EXCLUSIVELY IN CANADA

"W & B" Wood Handle Grips, Length open 6 to 14 inches

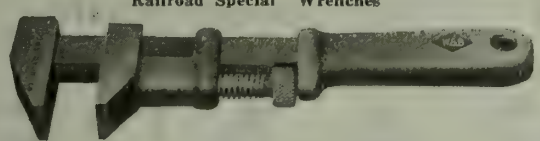




"W & B" STEEL Handle Grips, Length open 10 to 48 inches

"W & B" SCREW WRENCHES MADE IN CANADA

"Railroad Special" Wrenches

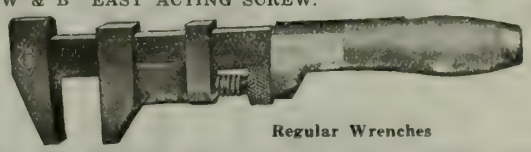


This is the strongest and best HEAVY DUTY Wrench made. Head and Bar Drop Forged in one piece from selected steel. Extra heavy jaws thoroughly case-hardened. Indestructible iron handle. FITTED WITH "W & B" EASY ACTING SCREW.

Machinists' Knife Handle Wrenches



This is the best wrench of its type on the market. With the exception of the difference in the handle it is practically the same as the "Railroad Special" Wrench. FITTED WITH "W & B" EASY ACTING SCREW.



Regular Wrenches

Head and Bar Drop Forged in one piece. FITTED WITH "W & B" EASY ACTING SCREW and thoroughly seasoned handle.

Adopt this established line as your standard CANADIAN MADE WRENCHES.

Complete information and catalog No. 90 on request.

The Whitman & Barnes Manufacturing Company
ST. CATHARINES ESTABLISHED 64 YEARS ONTARIO

If any advertisement interests you, tear it out now and place with letters to be answered.

"Wanted—A National Plan"

An article of unusual importance, by Sir George Bury, formerly vice-president of the C.P.R., appears in the February issue of MACLEAN'S. He points out that Canada must more definitely shape her destiny if that destiny is to be as glorious as all Canadians hope. It is a stirring demand for Canadians to get together in the formation of a national plan, accompanied by many practical suggestions from his experience in transcontinental railroad building. An article of national importance.

"Germany From Within To-day"

The funniest thing that he has perhaps written appears in February MACLEAN'S from the pen of Canada's great humorist, Stephen Leacock—an imaginary visit to Berlin under the Bolsheviks. He finds Von Tirpitz planning a new navy, an *inland fleet;* Frau Krupp, an apple woman; Von Bethmann-Hollweg, a cab driver; Bernstorff, a Bolshevik and president of the Scavengers Union. He finds a *Get From Under* committee planning a trade war on the world and half the population of Berlin in English clothing or Scotch kilts. He finds—

But read the article. There's a long laugh in every line. It is farce, however, built up on pretty shrewd truths.

You will find this a remarkably interesting number. The bold, fighting face of Admiral Beatty is on the cover and inside are the following big features:

The Campaign Against Britain, by Agnes C. Laut.
The Farmer in Politics, by J. K. Munro.
The Strange Adventure of the Thumb Tap Clue, by Arthur Stringer.
Old Times in Canada, by Walt Mason.
Lend Me Your Title, by Onoto Watanna.
The Three Sapphires, by W. A. Fraser.
Wild Miners I Have Met, by E. Ward Smith.
The Anglicization of Katrina, by Mary Josephine Benson.
Saturday's Child, by Mary E. Lowrey.
The Minx Goes to the Front, by C. N. and A. M. Williamson.
The Veins of the War God, by Corporal Herbert Forder.

The Best Articles From All Magazines

In the Review of Reviews department will be found reprints of the best articles selected from magazines published all the world over.

Secure YOUR Copy EARLY—While Supply Lasts

Over 65,000 Canadian Families Buy

MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

FEBRUARY ISSUE *Now On Sale At All News Dealers*

20c PER COPY. $2.00 PER YEAR.

Dealers who have not been handling MACLEAN'S should secure copies at once from their nearest Wholesaler.

If there are no newsdealers in your town, or if your newsdealers cannot supply you, send 20 cents for a sample copy or $2.00 for a whole year's subscription to MACLEAN'S MAGAZINE, 143-153 University Avenue, Toronto, Canada



The Farmer Who Sprays is a Good Farmer to Cater to!

HE is the farmer who is progressive, wants the best and gets it —a good, all 'round customer who pays cash and buys lots of goods. Ten-to-one he owns a

Spramotor
It isn't a SPRAMOTOR unless we made it

or is a good prospect for one. He will also want parts and accessories. Can you supply him, or must he go to the other store or the mail order house? Handle the Spramotor, well advertised, well made. Write for our dealer proposition, now.

SPRAMOTORS LIMITED
6041 KING STREET LONDON, CANADA

TRADE MARK **Red Devil Tools**



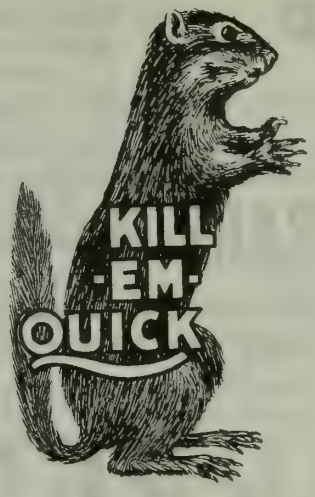
A Really Noiseless Saw Vise

"Red Devil" Improved Saw Vise No. 1034 has rubber jaws which make it as quiet as a rubber tired buggy. Made of steel, practically indestructible. Easily adjustable to any thickness of saw. Clamps to board or bench.

Write For Prices and Complete Catalog

Smith & Hemenway Co., Inc.
89 Coit Street - - Irvington, N.J., U.S.A.

"Red Devil" is the expert mechanic's guide to known quality in Pliers, Electricians' Tools, Hack Saw Frames and Blades, Auger Bits, Chain Drills and other Hand Tools all of a class with "Red Devil" Glass Cutters, the biggest seller in the world.



The Best Gopher Poison To Sell Because It's The Best Poison To Use

Some of the farmers of Canada who used nearly 1,000,000 packages of this poison last year would have asked for their money back if it had not done just what we said, for there is an absolute guarantee printed on every package of

Kill-Em-Quick
GOPHER POISON

It's the **BIG** Seller in Canada—it pays a fine profit.

Wholesale Prices:
60c— 40-acre size, per doz. $4.80
$1.20—100-acre size, per doz. 9.60
F.O.B. Jobber.

It's the best known, best advertised gopher poison in Canada. There's money in it for you—get it.

Kill-Em-Quick Co., Ltd.
Regina, Canada

EVEREADY DAYLO

We Are The Leading Distributors

and Make Immediate Shipments from Our Complete Stock

MAIL US YOUR ORDERS OR WRITE FOR CATALOG

Our reputation has been won by our efficient service

EVEREADY DAYLO

SPIELMAN AGENCIES, Reg'd, Read Bld., 45 St. Alexander Street, MONTREAL

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED

Manufacturers of all kinds of Building Paper, Pitch and Coal Tar

MONTREAL



THE PROGRESSIVE MANUFACTURING CO.

Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for Machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL



The Peterboro Lock Mfg. Company, Limited

Peterboro, Canada

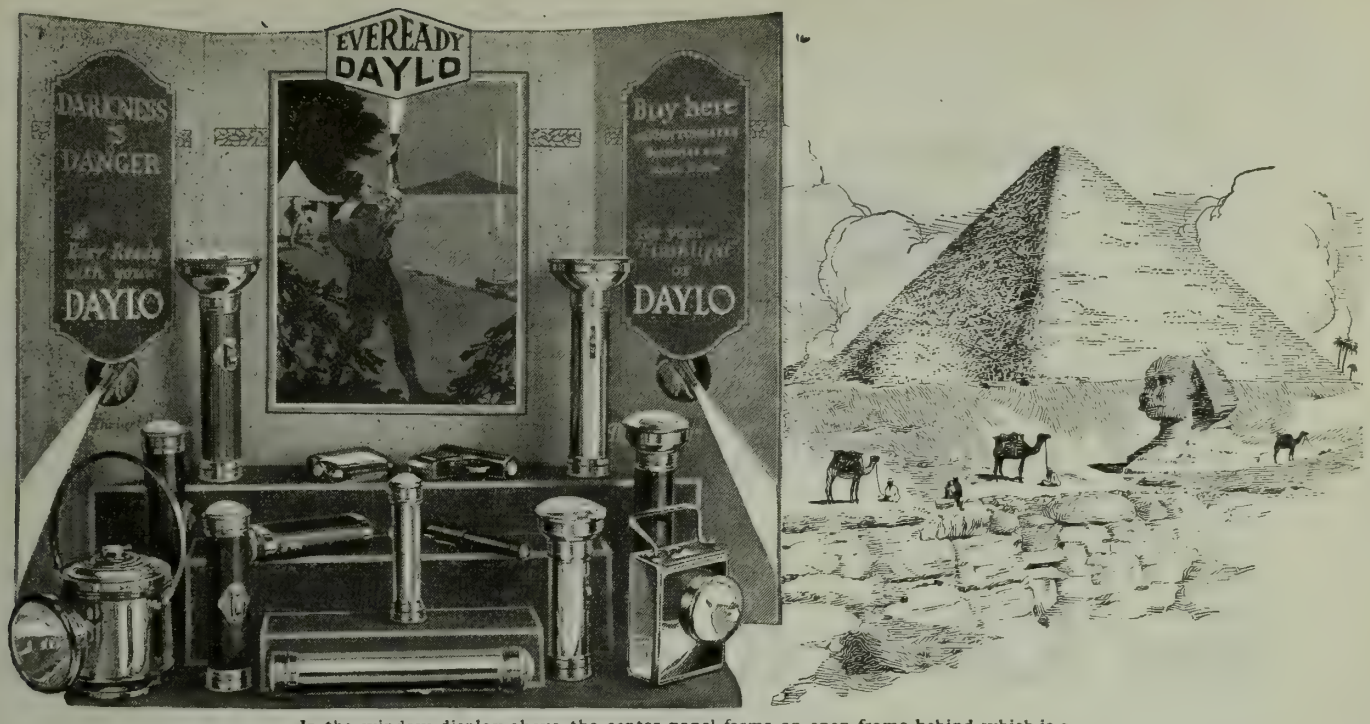
Established 1885

MANUFACTURERS OF

BUILDERS' HARDWARE

Ship Hardware, Saddlery Hardware, Padlocks, Door Checks, Brass and Iron Castings, Stampings and other Hardware Specialties.

If any advertisement interests you, tear it out now and place with letters to be answered.



In the window display above, the center panel forms an open frame behind which is a pocket for the insertion of strikingly colored illustrations depicting the various and timely uses of DAYLO. You are thus afforded a permanent display of constantly renewing interest in which the pictures can be changed at any time in thirty seconds or less.

A Permanent Display

OUR Canadian advertising aims to keep permanently before the consumer the many needs and uses of Eveready DAYLO. The window display shown above (printed in 8 colors), is one means whereby *you* can link your store with this country-wide campaign.

Without *your* efforts — without *your* co-operation — no amount of DAYLO advertising can be made fully profitable for you and for ourselves.

This display requires but little window space — 31" high x 25" wide x 18" deep. It can be placed in the center or a corner of your window among other goods on display. The center illustration can be changed from time to time and on the steps you can arrange for the display of the particular types of DAYLO needed for the use shown in the center picture.

But — to avail yourself of this co-operative opportunity you must act quickly. Only a limited number of these displays remain. Write for yours today.

CANADIAN NATIONAL CARBON CO., LIMITED
TORONTO, CANADA

EVEREADY
DAYLO



The Trade Mark of the Best Known Razor in the World

With all the millions that have been bought, we consider the Gillette Safety Razor has passed through only the initial stages as far as sales are concerned.

Two objectives have been reached in our world-wide, never-ceasing campaign — we have produced the best razor the world has ever known; we have made this fact known wherever razors are used.

We consider the millions of razors bearing the mark shown above, now spread all over the world, as ground-work—just good, solid ground-work. We aim to reach that point where, when a man goes to buy a razor, it will be a foregone conclusion he will buy a Gillette.

That time is coming, and it behooves any dealer who sells razors to identify himself prominently with the Gillette Safety Razor, Made in Canada, Known the World Over.

Gillette Safety Razor Co. of Canada, Limited

OFFICE and FACTORY 65-73 St. Alexander St. MONTREAL

"Member Audit Bureau Circulation."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXI. TORONTO, FEBRUARY 8, 1919 No. 6

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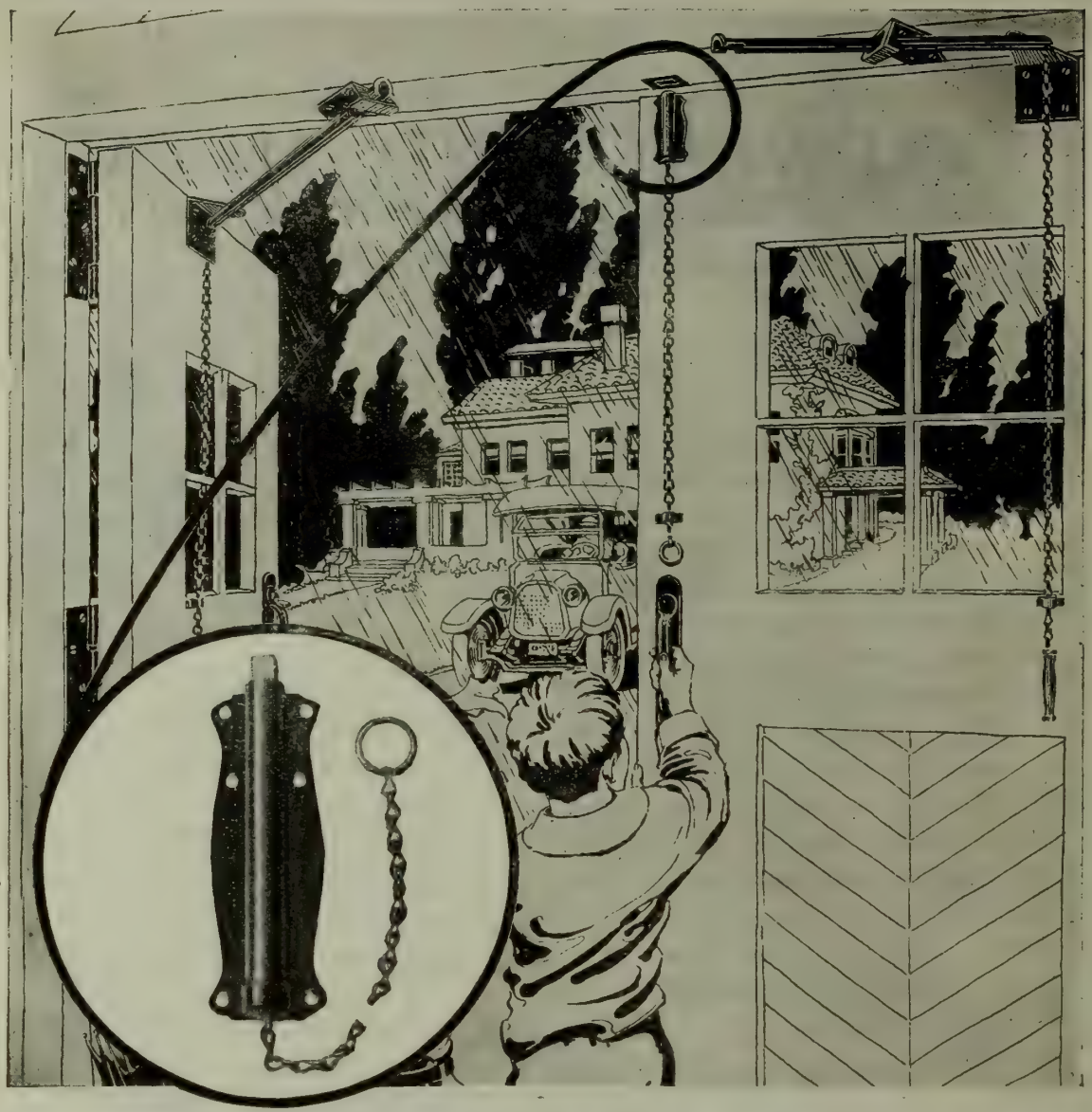
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Stanley Chain Bolt No. 1055

THE barrel and plate of this sturdy, efficient, drop-forged bolt are struck up from one sheet of wrought steel—it can't break no matter how hard the door is slammed.

Also it works automatically. When the weight of the closing door forces the bolt down over the staple the heavy sherardized piano-wire spring snaps it locked. A pull on the chain releases it.

Garage Owners Appreciate Both Points

The same bolt is adaptable for doors opening in or out, the removal of a machine screw enables the bevel to be released.

Write for a special catalog of Stanley Garage Hardware which includes Butts, Hinges, Door Plates, Latches, the Stanley Garage Door Holder every piece of hardware required for the equipment of a garage.

New York **The Stanley Works** Chicago

NEW BRITAIN CONN, U.S.A.

Manufacturers of Wrought Bronze and Wrought Steel Hinges and Butts of all kinds, including Stanley Ball Bearing Butts. Also Pulls, Brackets, Chest Handles, Peerless Storm Sash Hangers and Fasteners; Screen Window and Blind Trimmings; Twinrold Box Strapping, and Cold Rolled Strip Steel.

Stanley Garage Hardware is adaptable for factory and mill use.

Canadian Representative

A. Macfarlane & Company, Coristine Building, Montreal, Que.

If any advertisement interests you, tear it out now and place with letters to be answered.

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 31 TORONTO, FEBRUARY 8, 1919 No. 6

Fighting Mail Order Competition

Other Merchants Are Learning the Lesson Hardware Men Learned Long Ago, That the Best Way to Meet the Department Stores is By Their Own Methods —Strongest Weapon is Good Advertising

"SPEND Your Dollar at Home" campaigns are unusually numerous in Western Ontario at the present time. Campaigns are in progress at Aylmer, Preston, Simcoe, Hanover, Kincardine, Goderich, Petrolea, Strathroy, and a combination campaign at St. Marys, Ont., includes the neighboring towns of Granton and Kirkton. With the exception of Preston and Goderich all of these places are under 3,500 population. The campaigns are aimed directly against the mail order houses.

The best thing in connection with these various campaigns is that the merchants have started. It will teach them something they should have known long ago, that is, that they can beat the mail order houses to a frazzle if they will only go after business in a business-like way.

Can Learn Lesson

Comparisons are not always in good taste because someone's feelings are likely to be injured, but nevertheless it is a particularly gratifying fact that Canadian hardwaremen suffer less from the mail order houses than any other classes of retailers. Why are the hardwaremen in this happy position, when so many other retailers are sending wails skywards against the "big city stores"? Simply because the hardwaremen are aggressive. They go after business and they go after it in a definite way, with definite plans and along lines of merchandising which must always produce definite results. To put it briefly the hardwaremen "keep store." To start with they get the right kind of goods, then they let the people in their district know about it by intelligently directed advertising, and they back up all this by giving service, real service, in their stores.

Are Not Afraid

Ask any hardwareman, any place in Canada, if he is afraid of the mail order houses, and with very, very few exceptions he will tell you he can beat the city stores every time. He knows what every retailer should know, that he has all the big talking points on his side. Take stoves, for instance. The hardware man can take the prospective buyer right into his stove department, show him the goods right there and then explain all the workings of the stove personally, so that there is no possibility of misunderstanding, send one of his men out and have the stove set up and in working order in the customer's home within an hour or two, and later, maybe years after, can, because he is handling a standard line of goods, supply any parts that may have to be replaced.

This is an important matter, especially when it is considered that the mail order house very often buys at the lowest price possible a line of stoves which are not only not standard, but made cheaply to sell cheaply, and that parts cannot be replaced.

Other Disadvantages

The mail order house is up against a whole lot of other disadvantages also. In the great majority of cases its sales are made by mail. It cannot possibly make that personal appeal and explain little points that the hardwareman can. It may take the mail order house a month or six weeks, perhaps longer, to get the goods to the customer. In the case of stoves it has been known, and not infrequently, that the stove has arrived in a damaged condition. This necessitated another delay of one or two weeks while letters of explanation were written and the necessary parts procured. Very often stoves have arrived in bad shape from being in wet cars, so rusty that it was impossible to ever get them to look well. The mail order house never sends any man with the stove to put it up. It does not even deliver it, except to a station, and farmers have to drive in fifteen or twenty miles, lose a day, take home a stove about which they know nothing, set it up as best they can and try to make it go. No hardwareman's expert assistant is there to put it up, see that the pipes are right and the dampers right and everything running in good shape. No chance, in many cases, of taking it back and exchanging it if a larger or smaller stove is found better suited for the requirements. In fact the whole transaction simmers down to the fact that the mail order house conducts a "sight unseen" business. The remarkable fact about it all is that people are willing to take a chance on buying goods about which they know nothing. What is more, they always have to pay cash for them. No credit or accommodation from the mail order firm.



How They Do It

How do they do it? Right here is the solution of the whole problem for the small town merchant. They let the people know that they are in business, that they have goods for sale. The big reason why the mail order firms make the progress they do is that retail merchants (hardwaremen excepted) fail to advertise as they should. Hundreds of merchants, in the small towns especially, instead of welcoming competition at once proceed to lay down their arms and send up a wail against the big city store. Just as long as they do this and take no steps to fight the mail order house, just so long will the mail order house continue to gain business in that territory. As quickly, however, as the merchants show fight, real fight, the money that has been going to the city stores commences once more to remain at home. In exactly the proportion that the small town merchants make the effort will they succeed. If they spruce up their stocks, advertise their stores and their goods, give customers real service and go after business aggressively it is only a question of time before the mail order houses are out of the running.

Unable To Compete

It has been proven time and again and

can be proven any day that with the exception of a few leaders, the mail order houses can not sell quality goods as cheaply as the home merchant can. It—is little short of amazing some of the stuff the mail order houses unload on the public as alleged bargains. No small town merchant who has a reasonably good stock and is prepared to render service to his customers need fear the big city store. He can not only meet their prices every time, but he can actually undersell them in the great majority of instances. One of the great difficulties in connection with the matter, however, is in getting the merchant to see that the advantages are all on his side. Probably ninety-five per cent. of the business of the big stores is done either through the advertisements they insert in the daily papers or through their catalogues. When it comes to advertising it has to be admitted that the mail order houses are no pikers. They spend money and more money and more money every year. Why? Because they get it back ten times over. They have built up their whole huge commercial fabrics on advertising and in a great number of cases they have built them up because the small town merchants either did not advertise at all or advertised unattractively.

Make It Attractive

No one can ever accuse the department stores of either sending out unattractive catalogues or of inserting unattractive ads. in the newspapers. They take special pains with all this advertising matter, because their catalogue or their advertisement is their salesman. The farmer or his wife, 500 miles away from the store, cannot walk in and see the goods he or she is going to get. They have the catalogue or the advertisement before them. The mail order house has to depend upon that ad. to sell its goods. Therefore, that advertisement in the paper or that section in the catalogue has to do the work that the clerk would do in the store. If it were possible for the mail order houses to have a clerk call personally on every one who buys from them, the chances are that the clerk would make the sale in far less time than it takes for the advertisement. He would do this because he would be a salesman and could mention many points about the goods that it is impossible to put in an advertisement.

Merchant Can Do This

The small town merchant in nine cases out of ten where the mail order house has invaded his field does not advertise strongly. He may use a little bit of an ad, tucked away down in some corner of the paper, without any illustrations of any kind and without any matter in it that compels sales. Here is where he can learn a whole lot from his competitor, the mail order man, and turn his own guns upon him with the effect that the mail order firm has to retreat. One thing the department stores use prolifically is cuts. The cuts they use are not mere smudges. They do not represent styles that were out of date fifteen or twenty years ago. They are clean-cut electros that stand out. They give the prospective buyer a picture of what the mail order house has to offer and invariably the price is given, not in small type, but in large, clear type. There can be no mistake made about the price. The prospective buyer knows exactly what the goods are going to cost. Nearly always there is a description of the goods. Not a word is wasted. Every word tells something about the goods that the buyer wants to know. The wording of these ads. is given the most careful study, because the ad. is to answer all the questions that the buyer would ask the clerk, if he came to the store.

Can be Improved

Compare advertising matter of this kind with many of the advertisements that appear in small town papers all over the Dominion. With the exception of hardwaremen, who always have something of interest to tell the public, many of the ads. are sales killers instead of sales producers. Many of them are mere space fillers, atrociously arranged and with no illustrations or prices, nothing to make a buyer want to buy at the store. One of the very poorest classes of advertisers of which there is any record is the small town tailor. This probably accounts for the fact that millions of dollars' worth of men's and women's clothes are sent out every year by the mail order firms. It is rather a gratifying fact from the hardwareman's standpoint that every year sees less and less hardware being handled by the big stores.

How It Works

Firms who do not advertise are worthy of little consideration, but firms who advertise without doing it properly fail to realize the far-reaching effects of their policy. To a large extent the public judges a store by its advertising. If it advertisers poorly many people believe that the service they may expect at the store is poor. There is a whole lot in impressions gained in this way, and in justice to the mail order houses it must be said that they never give people a poor impression of their goods or their stores. Very often they are inclined to overdo it the other way and claim for the goods listed in their ads. or catalogues quality that is not there.

Making Them Better

In one way it would seem that the merchants of St. Marys, Simcoe and Aylmer are making a mistake. They are running a series of small ads. every other week under the old stereotyped heading, "If you buy out of town and I buy out of town, what will become of our town?" This is followed by a more or less milk and water appeal based on sentiment, urging the patriotic duty of buying at home.

This sort of an appeal, while it may produce some small results, is not the way to meet the mail order houses. The quickest way to get people to buy at home is to deliver the goods. Let them know that you have the stock, that your store stands for service, that your prices are right and they will come to it. An

Continued on page 52



This illustration occupied the centre of a page ad. which the Marshall Ecclestone Co., Ltd., of Timmins, Ont., used in selling various lines of hardware. It served to hold attention as soon as one opened the paper, directed the readers mind involuntarily against mail order buying and the prices of the goods offered by the home firm were emphasized in the reading matter.

Meet Your Fellow Hardware Merchants

Dealers From All Over the Province Will Be at Hamilton Convention to Work Out Trade Problems and Make Things Better For Hardware Men—Your Co-operation Will Help the Good Work Along

THE annual convention of the Ontario Retail Hardware and Stove Dealers' Association, which will be held in Hamilton on February 18, 19 and 20, will bring together hardware men from all over the province. The advantage of men in any section of the retail trade getting together, meeting one another, and talking over matters of mutual interest, cannot be over-estimated. It engenders a spirit of co-operation throughout the whole trade of the province, which makes for better conditions and better business. The effects are not only immediate, but permanent. It is something like dropping a stone in a pond. The circle is ever widening, and in this case it is an ever-widening circle for the good of the trade. While good results immediately from gatherings such as will be held in Hamilton for three days, the benefits are spread over months or even years.

How It Works Out

For instance, a hardware man becomes acquainted with another hardware man, who lives in a town, perhaps, 400 or 500 miles away. He gets to know this man and they talk over business matters. Perhaps six months or a year after, one of the men finds out something more bearing on questions the two discussed. He at once lets his friend know, and they both profit. This is merely an instance. It is multiplied a great number of times, because of the large attendance at the convention. Besides a mutual co-operation and understanding of this kind, the hardware convention brings the retailers in the closest touch with many of the best manufacturers. The retailer meets these men, sees how and where the goods he handles are made, and gets a wider understanding of the whole situation. Things of this kind broaden him out and tend to make him a better and bigger merchant in every sense of the word. The retailer, who keeps to himself in these days of progress and competition, is playing a losing game. He is missing a whole lot that is really worth while, and he is not taking the share that he should take in furthering the interests of what is now one of the most substantial and important sections of Canada's whole commercial fabric.

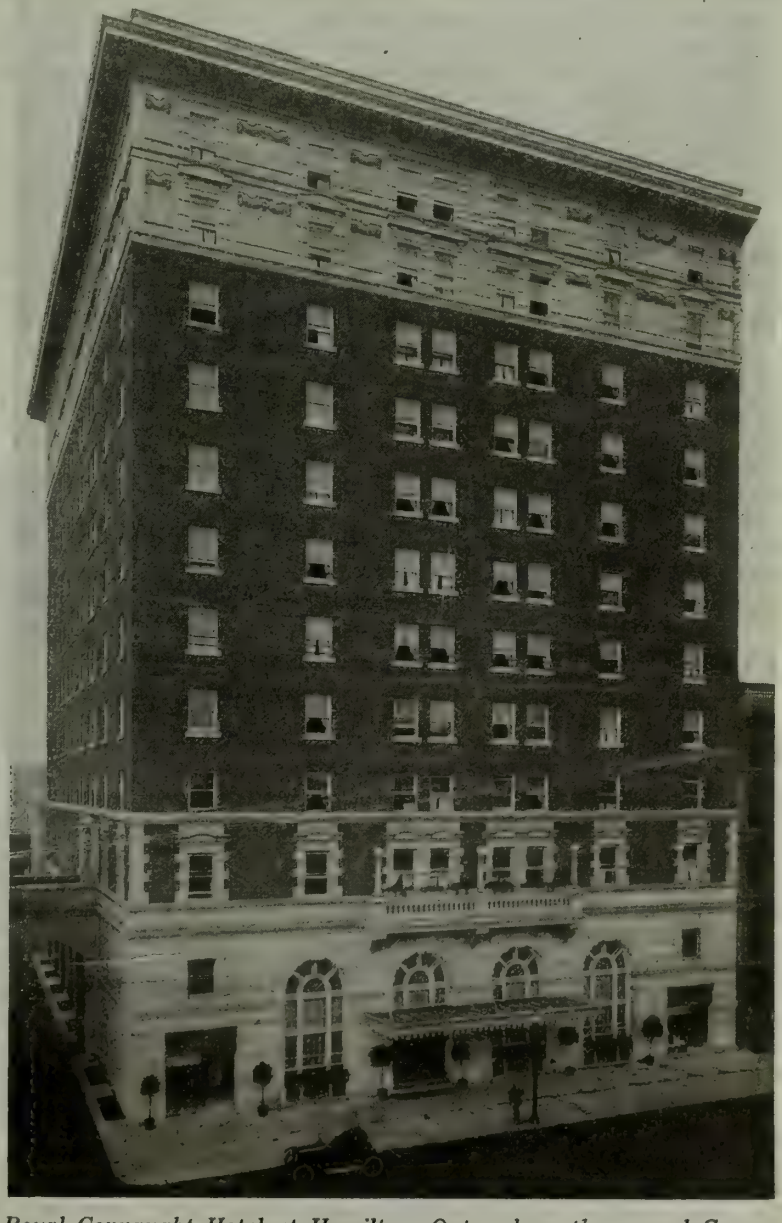
A Fine Program

The officers of the Ontario Retail Hardware and Stove Dealers' Association have spared no time or trouble in arranging a program that will be of real value and full of interest to every hardware dealer who attends. Every minute of the three days which the sessions last can be turned to profit by the delegates. It should not be gathered from this that there will be no variety and that the sessions will be just one mad rush of business. The program has been splendidly varied. There will be practical demonstrations, talks by hardware dealers and manufacturers on matters of interest to the trade, visits to the big manufacturing plants, of which Hamilton has a number; general discussions on trade matters, in which all can take part; demonstrations by representatives of various firms, and many other features.

Splendid Opportunity

A gathering of this kind provides an opportunity that hardware dealers can get in no other way. No individual dealer, or group of dealers in any city, could bring together the men who will come to Hamilton. There will be big men from all parts of Canada and the United States, men who are doing things and who have much to tell the hardware dealers that is of real value to them. Besides being profitable in this way, the convention will provide the dealer, who has been tied down by business cares

Continued on page 40



The Royal Connaught Hotel at Hamilton, Ont., where the annual Convention of the Ontario Retail Hardware and Stove Dealers will be held February 18-19-20.

BIG GLASS ORDER PLACED BY FRENCH COMMISSION

DEALERS who because of the present dullness in the window glass trade, which is usual to this time of the year, and who anticipating the early arrival of European window glass, have been selling at cut prices, in some instances being below to-day's replacement factory cost, may have reason to regret their action, judging from the latest reports from Europe. There has just been placed in the United States by Captain E. Dulieux, of the French High Commission, an order for 107,000 100-foot cases of window glass, of which 80,000 boxes are single strength, 27,000 double strength. The specifications run largely to six sizes, long narrow predominating. The terms require shipment prior to March 15th, and it is a ten days' cash consideration. This is, perhaps, the choicest export order ever placed in the United States, and it has been apportioned out to leading manufacturing and distributing organizations. It is the equivalent of 214,000 50-foot boxes such as are utilized in domestic consumption. Additional orders, it is stated, are certain to follow. While this one will help the manufacturers over the dry spell they are now having, future export prospects are of a most encouraging nature.

CLOSING OF PLANTS MAY MAKE LAMP BLACK SCARCE

THE large manufacturing plants making carbon blacks in West Virginia have all practically agreed to shut down in order to stop the waste of fifteen million cubic feet of gas a day. This was the result of the efforts of the fuel administration and may have a considerable effect on conditions in the lamp black market as the West Virginia field has developed into one of the large sources of supply of this commodity. A great deal of the lamp black used in Canada comes from across the line.

LOWER STEEL PRICE MAY STIMULATE BUSINESS

AS far as the steel situation is concerned in Canada, changes have taken place during the week which indicate that buyer and seller are coming closer together rapidly and are appreciably nearer the point where business should be resumed as usual. In some cases there appears to be a big need for the acceleration of this movement, as it is evident that the holding back and waiting policy may be carried to a dangerously long extent. Steel plate is one of the greatest lines imported. Following a wild career during the war period Government action placed the figure at ten cents, and there it rested at the signing of the armistice. This week it was marked down until six cents per pound can now be stated to be the base price for plate at Canadian warehouse. The explanation is that close competition and a desire to protect customers led to the lower price. Sheets, especially the heavier gauges, invariably follow plate, and they have done so, lower prices being quoted. Canadian steel mills will be well served if, as they expect, they receive generous orders from the Government now for rails. Their equipment for the most part is intact as when engaged on war production, and is capable of a large output. Pittsburgh is looking for a decreased production at the steel mills. Even fifty per cent. operation now means more steel than the total capacity in 1906. The scrap metal market shows no change. Dealers do not want to buy, even at the present low prices, fearing a further drop.

BICYCLE DEALERS FAVOR DAYLIGHT SAVING PLAN

THE Executive Committee of the Canadian Bicycle Dealers' Association has gone on record as favoring the permanent adoption of the daylight saving plan for summer months. It takes this stand on the ground that the scheme has proven that it is undoubtedly of benefit to cyclists. The Executive decided also to urge dealers everywhere to associate themselves with good roads movements and lend every support to plans for improving the highways. The subject of early closing and regular business hours was also discussed. Ottawa bicycle dealers have decided to close on Saturday afternoons during July and August this year. The Ottawa bicycle firms close their doors regularly at 6.30 each evening. Brantford, Ont., bicycle dealers have also decided on this hour throughout the year, except on Saturdays.

REBATE ON TRACTORS IS EXTENDED INDEFINITELY

REPORTS from Ottawa indicate that the Government has decided to extend indefinitely the Order-in-Council rebating the duty on farm tractors valued at $1,400 and under. This order was passed in the interests of increased production on February 7 last, and was to have expired on Friday last. Since it was put into effect over 10,000 of the class of tractors came into the Dominion, and the amount of duty thus remitted was in the neighborhood of two million dollars. For the total fiscal year 1916-17 only about 2,000 tractors of all sorts entered the Dominion.

ELECTRICAL DEALERS MAY ADOPT OPEN PRICE PLAN

THE formation of an Open Price Association is under consideration by a number of dealers engaged in the electrical trade in Toronto. At a meeting held to discuss the project, the workings of associations of this kind in the United States were explained. The purpose of the association is largely to exchange bids on contracts, in order that extensive underbidding may be eliminated. It is stated that there is nothing in the working of the organization that will conflict with the law in regard to combinations deterrent to trade. Those who attended the meeting in Toronto favored the project.

RESTRICTIONS LIFTED ON AMMUNITION IMPORTS

THE United States War Trade Board announces the following changes in the export conservation list. Individual licenses are not required in Canada and Newfoundland for the following: Ammunition, X-2: Cartridges and shells, loaded and unloaded, X-2; shot, in bulk, X-2; coal; coke; explosives, X-2; firearms, all types, X-20a. Shipment of these commodities may be made under Special Export License RAC-63.

PROPOSED TAX WILL HIT MANY TRUCK OWNERS HARD

CLAIMING that the increased license tax to be levied by the Provincial Government on heavy commercial trucks is exorbitant, the Toronto Cartage Association has appointed a committee to take the matter up with the Minister of Highways and endeavor to obtain a readjustment. In five-ton trucks, it is claimed the increased tax will be $85, and as the proposed tax is to be based on weight of truck and carrying capacity, the total to be paid for each would be approximately $110. Many of the hardware firms have large trucks, and will be affected by the proposal. An indirect effect that may result unless the tax is lessened will be increased tariffs, which would affect many retailers.

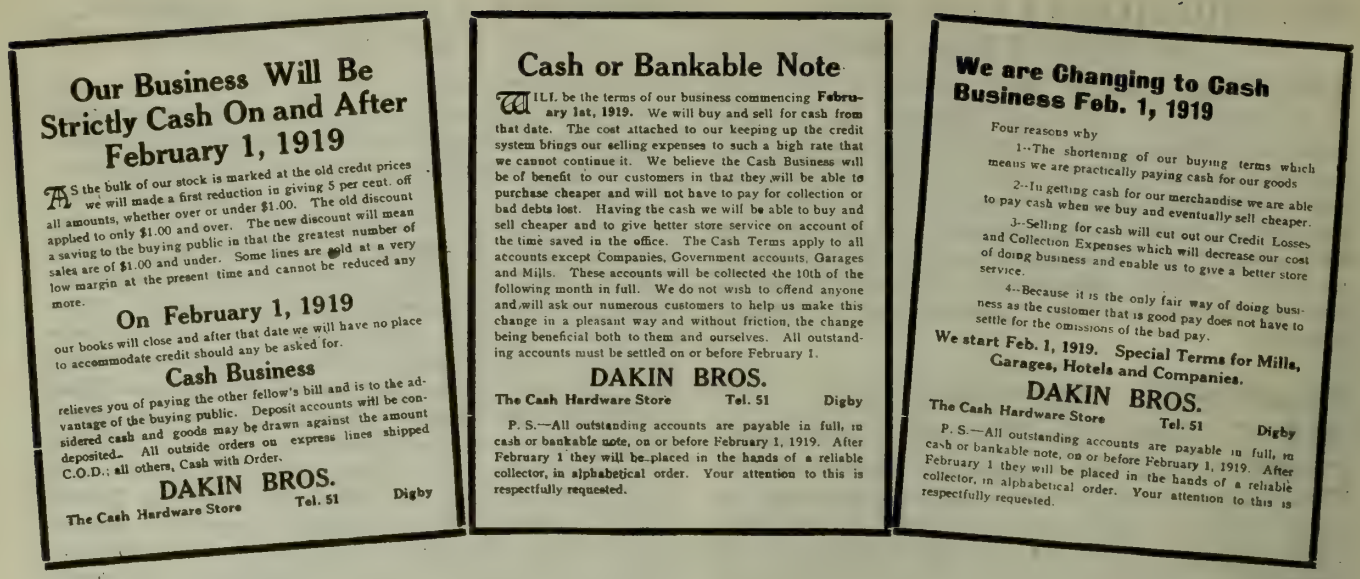
IMPROVED SERVICE AIMED AT BY EXPRESS COMPANIES

WITH the request of the railway express companies for permission to increase their rates still under consideration by the Dominion Railway Board, comes a request from the employees of one of the companies for a board of conciliation to adjust wages. Officials of the express companies stated to HARDWARE AND METAL that they have made many increases in wages to their men in the past two years. They also point out that express tariffs have not been revised in a number of years, and that the rates that are now prevailing are the same as those in effect when wages, transportation and operating costs were much lower than now. A large amount of facts concerning the situation are being gathered by the Dominion Railway Board and a decision on the request is expected before long. In the meantime, in some of the express offices a "Better Service Campaign" has been inaugurated. Many of the losses in the past, express officials state, have been due to improper packing and inadequate addressing of parcels. An effort is being made to get business houses, especially the large shippers, to co-operate with the express companies in eliminating trouble from these sources. In the express offices a four-minute talk will be given to the employees occasionally, emphasizing the importance of "Starting Express Shipments Right."

Current Events in Photograph



For the next few months the eyes of the whole world will be centred on the doings of the five men shown in the picture. Upon them will rest the tremendous responsibilities of solving problems which will affect the course of world events for many years to come. Reading from left to right they are: Marshal Foch, Premier Clemenceau, David Lloyd George, Premier Orlando of Italy and Baron Sonnino, Italian Foreign Secretary.



Our Business Will Be Strictly Cash On and After February 1, 1919

AS the bulk of our stock is marked at the old credit prices we will made a first reduction in giving 5 per cent. off all amounts, whether over or under $1.00. The old discount applied to only $1.00 and over. The new discount will mean a saving to the buying public in that the greatest number of sales are of $1.00 and under. Some lines are sold at a very low margin at the present time and cannot be reduced any more.

On February 1, 1919

our books will close and after that date we will have no place to accommodate credit should any be asked for.

Cash Business

relieves you of paying the other fellow's bill and is to the advantage of the buying public. Deposit accounts will be considered cash and goods may be drawn against the amount deposited. All outside orders on express lines shipped C.O.D.; all others, Cash with Order.

DAKIN BROS.

The Cash Hardware Store Tel. 51 Digby

Cash or Bankable Note

WILL be the terms of our business commencing **February 1st, 1919.** We will buy and sell for cash from that date. The cost attached to our keeping up the credit system brings our selling expenses to such a high rate that we cannot continue it. We believe the Cash Business will be of benefit to our customers in that they will be able to purchase cheaper and will not have to pay for collection or bad debts lost. Having the cash we will be able to buy and sell cheaper and to give better store service on account of the time saved in the office. The Cash Terms apply to all accounts except Companies, Government accounts, Garages and Mills. These accounts will be collected the 10th of the following month in full. We do not wish to offend anyone and will ask our numerous customers to help us make this change in a pleasant way and without friction, the change being beneficial both to them and ourselves. All outstanding accounts must be settled on or before February 1.

DAKIN BROS.

The Cash Hardware Store Tel. 51 Digby

P. S.—All outstanding accounts are payable in full, in cash or bankable note, on or before February 1, 1919. After February 1 they will be placed in the hands of a reliable collector, in alphabetical order. Your attention to this is respectfully requested.

We are Changing to Cash Business Feb. 1, 1919

Four reasons why

1--The shortening of our buying terms which means we are practically paying cash for our goods

2--In getting cash for our merchandise we are able to pay cash when we buy and eventually sell cheaper.

3--Selling for cash will cut out our Credit Losses and Collection Expenses which will decrease our cost of doing business and enable us to give a better store service.

4--Because it is the only fair way of doing business as the customer that is good pay does not have to settle for the omissions of the bad pay.

We start Feb. 1, 1919. Special Terms for Mills, Garages, Hotels and Companies.

DAKIN BROS.

The Cash Hardware Store Tel. 51 Digby

P. S.—All outstanding accounts are payable in full, in cash or bankable note, on or before February 1, 1919. After February 1 they will be placed in the hands of a reliable collector, in alphabetical order. Your attention to this is respectfully requested.

This is the way in which the hardware firm of Dakin Bros., Digby, Nova Scotia, announced to the people of their district that they were going to do business on a strictly cash basis. A series of ads. was run in the home paper for four weeks before the change was made. The above reproductions are about half the size of the original ads.

Took Man's Time to Watch Credits

Dakin Bros.' Hardware, Digby, Nova Scotia, Have Put Their Business on a Cash Basis —How They Advised Their Customers of the Change and Why It Was Being Made

AFTER carefully considering from every standpoint the question of putting their business on a cash basis, Dakin Bros. Hardware, Digby, Nova Scotia, adopted the plan on February 1. Their customers were notified of the firm's intentions a month before by the advertisements which appear above which were run in the local paper. In addition the firm mailed the following circular letter to its customers:

"Dear Sir or Madam:

"Just a few lines to advise you that on February 1st, 1919, we are doing away with credit business and putting our business on a strictly cash basis. This will be to the advantage of both our customers and ourselves. To our customers it means that they will be able to purchase many of our lines at a lower price than when we were using the credit plan, our 5 per cent. cash discount applying to purchases under, as well as over, $1.00. (The old credit plan carried a discount off purchases of one dollar and over only.) Of the few lines that under the old conditions carried no discount, about half will come under the discount now. Another benefit to the customer will be the fact that the 'good pay' people will not be paying for the omissions of the 'poor pay.' The benefit to ourselves will be that we will know at all times just where we are at, and that we will have more time for attention to our customers and to handle more business as the business expands. Few people realize that in a business of even small proportions as ours, it costs, besides the postage, stationery, etc., one man's salary to take care of our credit business.

Deposit Accounts

"To those not desiring to pay small amounts for goods purchased at short intervals we have arranged Deposit Accounts. This means that at the first of the month you deposit the approximate amount of your purchases during the following month or two months. This amount goes into our cash as cash and sales and the goods as taken out are entered against your deposit in a counter check of your own, the balance showing after each purchase. This is for our customers' convenience and is cash business. Our customer can tell by his or her sales slip when it is time to renew the deposit.

"All mills, Government accounts and garages will be carried on separate carbon copy sheets and are payable the 10th of the following month in full.

"We assure you of our earnest desire to serve you to the best of our ability under the new plan and solicit a continuation of your valuable patronage. We are,

"Yours faithfully
"DAKIN BROS.

"The Cash Hardware Store."

The following notices were also sent out:

"CASH BUSINESS NOTICE

"As we are putting our business on a Strictly Cash Basis . . . . . .

FEBRUARY 1, 1919

all outstanding accounts are payable in full, in cash or bankable note, on or before February 1, 1919. After February 1 they will be placed in the hands of a reliable collector in alphabetical order. Your attention to this is respectfully requested.

"DAKIN BROS."

MEET YOUR FELLOW HARDWARE MERCHANTS

Continued from page 37

for the past four years, an opportunity of having an ideal outing, meeting his fellow merchants, and getting a line on a thousand and one points in connection with his own business.

A Wise Selection

Hamilton is a central point, conveniently and quickly reached by all Ontario dealers. The city has an especial attraction for hardware men, because of the number of important manufacturing concerns located there. The visitors will be given an opportunity to see many of these plants, and this in itself is well worth while. As far as accommodation goes, there is nothing to be desired, and no better quarters could be obtained anywhere than those selected for the meetings. Every hardwareman should make it a point to attend this big meeting, and profit by the many features it offers, not only to each individual, but to the trade at large.

The nickel production of Canada last year, according to preliminary estimate was 44,600 tons, or approximately 90,000,000 pounds. The 1917 output was 82,338,380 pounds, or 41,887 tons.

Western Canada Can Absorb Soldiers

So Says R. W. Robinson, Winnipeg Manager, Thos. Davidson Company — No Need For Bolshevism — Committee Working to Absorb Returned Soldier in Congenial Occupation—Western Business to Be Better in 1919

"WILL the Canadian West be able to reabsorb the returned soldier?" HARDWARE AND METAL asked of R. W. Robinson, Winnipeg manager for The Thos. Davidson Manufacturing Co., Ltd., who has been on a visit to the Montreal factory.

"Yes, there will be no difficulty in this respect. It will be possible to take all that wish to come," he said.

This is an interesting view point, and as Mr. Robinson has lived in the West for the past twenty years his opinion has been based upon a grasp of conditions there which a tenderfoot could not possess in any complete degree.

"A committee of our new Board of Trade has been busy already in collecting information," said Mr. Robinson. "For instance, information has been secured from various companies and employers needing labor of various kinds and this data is so tabulated that, when a returned soldier comes back, it is possible to place him readily. This enables the former soldier to find congenial work, and he is therefore able to start in on employment with which he is familiar. Quite a good deal of this work has already been done."

Discountenances Bolshevism

Mr. Robinson replied to a question regarding the recent disaffection among the soldiers who were up in arms regarding aliens being employed there in various plants, by stating that this was the result of a wild agitation by supercharged socialistic elements, particularly from a certain section of the city of Winnipeg. Securing a considerable following, and by sowing the seeds of discontent, these people were able to raise a rumpus. "But," said Mr. Robinson, "the aliens employed are, for the most part, doing a very menial or inferior class of work,—most of them are mere truckers, and are doing a class of work that few returned men would be willing to perform."

There was not now, nor would there be any need for disturbances of this kind being continued. Work would be found, and of course as spring comes round there will be plenty of labor required, and the land awaits many strong men to till it.

One of the most serious problems is that of housing and no definite plan has yet been evolved dealing with this.

1919 To Be Record Year

"The year 1918 was a good one, from a business standpoint, but we are aiming to make 1919 better," said Mr. Robinson. "There is plenty of encouragement already in many ways and there will be need for a lot of goods of all kinds. Merchants had done well and were prosperous and there was a great deal of money in the hands of the people, generally. Farmers had secured big prices, and, although Alberta and parts of Saskatchewan had suffered from severe frosts, this had not been the drawback it would have been had the previous seasons not been prosperous. The country was pretty well fitted to stand this disappointment and loss.

Merchants Changing Methods

The manner of conducting business has changed much of late years, particularly in the matter of buying, Mr. Robinson pointed out. For instance, buying goods in carlots used to be very general. This has been superseded by a more general policy of frequently purchasing what can be readily disposed of within a given period of a month or two, or probably a little longer. The principle of stocking up in the old-fashioned way had been greatly curtailed and this has served to work several advantages. The dealer is enabled to carry a better and wider variety of goods and to spread his capital, in such a way as to give excellent service. Notwithstanding this, Mr. Robinson said that the average hardware merchant carried a good stock, and that to do business there, this was quite necessary.

Taking Cash Discounts

One of the most noticeable developments of recent months has been that of a desire upon the part of the retailer to take his cash discounts. "Several letters came to hand recently," said Mr. Robinson, "saying,—'For our purchases in 1919 draw on us 2 per cent. 30 days!'"

That this is fast-becoming a more or less general condition is reflected in the improvement of credits, Mr. Robinson pointing out that their collections during the year 1918 had been satisfactory, and that, as a matter of fact, the year's business was well cleared up before the end of December last.



The last statement is a remarkable tribute to the real conditions that must exist in the West, especially when viewed with reference to the great epidemic that prevailed in the latter part of the year.

"Very serious was the influenza epidemic," said Mr. Robinson. "So much so, that, in some districts, dealers claim that they lost as much as four and five weeks' business. This, in a large measure, was a distinct and definite loss. And it was very difficult for travellers to work their territory, for some of the small towns did not have the conveniences for dealing with the situation and merchants simply would not see the travelling men at all."

In a general way, Mr. Robinson felt that the merchant was getting cash or giving but a very limited credit, in any event.

The Future of Stoves

That there will be a good sale for stoves, and even on an increasing scale, is Mr. Robinson's opinion. The situation has been somewhat governed for a while past by the high prices prevailing. And, again, it was found that there were good and only fair seasons for selling stoves. Some years sales totalled large and perhaps the season following the movement would be less, indicating that the farmer was a better buyer in alternate seasons, or that dealers had success in stove-selling in cycles. But of the fact that there will be a big demand for stoves and ranges, Mr. Robinson was sure. The Western farmer is successful and needs a good range. That he can afford to buy it is generally agreed, and it is largely up to the hardware man to do the selling as he chooses. A regular and well-defined campaign should be a real help.

As to the class of goods wanted in Western Canada, Mr. Robinson stated that the better qualities were demanded, and that these were meeting with larger sale all the time.

VISITED ONTARIO FACTORIES.

R. A. Cowman, of the firm of Johnson, Clapham and Morris, Ltd., Manchester, England, made a tour of Western Ontario this week accompanied by R. B. Coulson of the Dominion Iron and Steel Company, Limited, Montreal. A number of factories were visited in order that Mr. Cowman, who is in Canada for the first time doing trade missionary work, may be able to see just what class of goods Canadian firms are in a position to supply to the British market. Mr. Cowman will return to England in March.

Montreal Retail Hardware Men Are Planning Closer Co-operation

AT a meeting of the hardware section of the Retail Merchants' Association of Canada, Montreal division, to select officers for the year, the following were chosen: President, E. Sauve; 1st vice-president, Arthur Leger; 2nd vice-president, H. Lambert; treasurer, H. A. Bernier, and secretary, O. Lafortune.

On accepting the presidency, and in making suitable acknowledgment of the honor, President Sauve outlined some important details that he thought should receive the attention of the hardware section of the association. That conditions in the trade could be improved he considered possible, and to this end invited the hearty co-operation of every member. Continuing, Mr. Sauve pointed out the desirability of inaugurating a series of lectures. These, he thought, should be on definite lines similar to those given in various parts of Canada last season. They could be given by merchants who had had wide experience in their chosen line.

That there should be more co-operation in the common cause of the retail hardware trade in Montreal was cited by the president elect, and he believed that there would be a greater effort made to increase membership, and he enjoined the members to attend as many of the meetings as possible. By so doing they would be able to gain help and give assistance to the general cause, and meetings will be the more interesting and profitable. "Enthusiasm is the key of success," Mr. Sauve said.

As a result of some discussion, the following resolution was proposed and unanimously adopted:



E. SAUVE
Elected president of the Hardware Section, Montreal Retail Merchants Association.

"Proposed by H. Lambert, seconded by O. Lafortune, that this section is entirely in sympathy with the early closing movement as approved by the two large meetings held on January 8 and 9, and that Mr. E. Sauve, the president, be named a delegate of this association to act for its members at the meetings of the special committee named by the civic administration to deal with this matter."

Sees No Menace to Canadian Trade in British Import Restrictions

JUST what effect the recent import restrictions put on a number of hardware lines by the British Government will have on Canadian export trade, cannot be predicted just now but Canadian firms who were seeking business in England are going ahead with their plans.

The stove manufacturers who, as stated in HARDWARE AND METAL recently, are sending A. M. Smith of the McClary Mfg. Co., London, Ont., to England, are not going to relax their efforts. Mr. Smith plans to sail on February 15.

A number of other manufacturers who planned to visit the Lyons Fair in France and at the same time size up export business prospects in England are going ahead with their original intentions.

Sees Big Business

R. A. Cowman of the firm of Johnson, Clapham and Morris, Ltd., Manchester, who is in Canada getting data for trade purposes, stated to Hardware and Metal that he does not think the restrictions will in any way interfere with Canadian trade. There are big openings in England, he says, for Canadian goods, especially enamel ware, stoves, pulp and lumber products.

"Licenses will be obtainable for the goods that are needed," he said. "The restrictions were imposed to protect British firms who had purchased stocks at high prices and also to protect the public against speculators. I am satisfied that they are only temporary.

Go After Business

"Canadian firms should go after business and go after it hard. Make every piece sent over advertise itself. Have the goods and the cases stamped 'made in Canada' in plain letters. Cases which are thrown away in Canada because of the cheapness of wood are carefully kept in England because they are costly there and are used many times. Every case stencilled 'Made in Canada' may be seen by hundreds of firms before it is discarded."

The British import restrictions which become effective March 1 include a number of hardware lines.

The following articles, will again be on the list of prohibited imports after March 1, 1919, and can then only be imported under special license:

Aluminum, manufactures of.
Aluminum powder.
Bath of metal, all kinds.
Cartridges, all kinds and parts thereof.
Cement.
Diatomite, or infusorial earth.
Electrotypes.
Fatty acids.
Fire extinguishers.
Guns, carbines, and rifles.
Lawn mowers.
Linen yarns and manufactures thereof.
Machine tools, and machinery driven by power and suitable for use in cutting, stamping, or working metal, including lathes, grinding machines, milling machines, boring and turning mills, drilling machines, power presses, planers, punching and shearing machines, shapers, forging machines, screw machines, cutting-off machines, chucking machines, gear-cutting machines, boring machines, centreing machines, slotting machines.

Machinery driven by power and suitable for use in cutting, working, or operating on wood, including sawing machines of all descriptions, general joiners, mortise, tenon, boring machines, lathes and rounding machines, box and cask making machines, and all machines accessory thereto, scraping and sandpapering machines, wheelwright machinery, firewood making and bundling machinery, wood, wool fibre, and pulp machinery, saw sharpening and setting machines, saw stretchers, and brazing apparatus.

Machines for grinding, planing, or molding irons.
Mops.
Mouth organs.
Oilcloth.
Plates and gilt wares.
Revolvers and pistols.
Sewing machines.
Slide rules for engineers and draftsmen.
Stoves and ranges.
Straw envelopes for bottles.
Soap.
Time-recording instruments of all kinds, and movements and parts thereof.
Vacuum cleaners.
Wringers and mangles.
Weighing machines, scales, and balances of all descriptions.

RULING FREES FIRM OF VICTORY BOND TAX

A concern which buys Victory Bonds with no intention of making them a permanent investment, which shortly sells them at a loss, is entitled to have such loss and other expenses deducted from the income which it received from the bonds in determining the amount on which it has to pay income tax. Such is the principle adopted by the Ontario Railway Board in a decision which relieves the Massey-Harris Company from most, if not all, of an income tax on nearly $50,000 of interest on Victory Bonds bought in 1917 and sold in 1918. What would have happened if the company had kept the bonds until 1919 is not stated; in that event the interest received during 1918 would apparently have been taxable. Toronto civic officials are not pleased with the judgment and may appeal.

Grey Colored Cards Last Longer

Do Not Get Dirty So Quickly as White Ones — A Practical Suggestion For the Card Writer—How One Store Speeded Up Number of Show Cards Being Made

By R. T. D. EDWARDS

THIS is third of a series of articles on departmental store cardwriting, which will not only aid the large store cardwriter in his work, but will be of benefit to the cardwriter who does things in a smaller way.

The store referred to in this article is one of the largest in the Dominion and has a great area of selling space. Consequently the number of show cards used, both inside the store and in the windows, is enormous. Many hundred



cards have to be made daily, both for replacing soiled cards and for new displays.

Dirty Cards Repulse Trade

To keep the cards clean is the most difficult proposition in a large store. Cards are continually getting dirty or broken and should be replaced with new ones at once. That is an important point in showcarding any store. Cards must be kept clean at all times because they are the mouthpiece of the interior of the store, just the same as the show windows are the mouthpiece outside.

To keep cards more presentable, and to avoid the greater consumption of cards, this store changed their regular store cards from white to a mist grey color.

The grey cards have proven to be a great success, because they do not show dust or finger marks as quickly as the white.

Grey cards are used for everything but "advertised" and "sale" cards. For these, white cards are used with black or red color for the printing.

All cards are of uniform size, both in the windows and on the counters—5½ x 7; 7 x 11 and 11 x 14 being the various sizes most frequently used.

A uniform style of lettering is used on these cards, which can be quickly formed and which is quite readable.

The system for operating a cardwriting office in a departmental store depends largely upon the amount and quality of cards that it has to turn out. Many offices are run in a haphazard way. That is, every writer lays out and rules his own work and sorts it when completed. This is a very expensive method. If an employee is a cardwriter, and there is enough work to keep him going, he should not be doing work which can be done by cheaper help.

Speeding Up the Work

First of all, the larger stores need one person who can do everything about the office except write cards. That is, he must be able to take care of stock, see that it is kept in good condition and see that it doesn't get low.

SUGGESTIONS FOR YOUR SHOW CARDS

Sap Buckets and Spouts. We Have A Big Stock At The Right Prices.

Our New and Complete Stock of Roofing Is Just In.

See Our Complete Stock Of Auto Accessories.

Let Us Show You How Our Electric Washers Take The Labor Out of Wash Day.

See These Specials for Saturday Only.

You Can Get Splendid Results With These Wood Stains.

How About Touching Up Your Auto? See Our Auto Finishes.

In the store referred to this man lays out orders as they come in. The cards are ruled in pencil very lightly so that no erasing is needed, with correct layout-stencil, an assortment of which is always kept, and piled in a cabinet which has various sections denoting the time the order had come in.

The work is then ready for the cardwriter. After cards are written, they are sorted again by the helper back to the department card cabinet where they await being called for.



If the card is grey with black letters, white underlining is used. This can be done by the helper after some practice.

If this system is carried out, the cardwriters very seldom have to get off their chairs. This means at least two to three times as many cards can be handled as by the old method of every man for himself.

A Big Day's Work

More than sixteen hundred cards were written in a day by one man in this store on account of using this system and not having to get off the chair.

So you will find that in smaller store work, this system can be worked out to a great degree without making the work any harder. Have a helper prepare all the work for you while you do other things of greater importance.

EDITORIAL COMMENT

THERE are very few articles you have to sell which will not be better sold and oftener sold if you display them in the best possible manner.

* * *

THERE are places in most stores right now where merchants could profitably display some of the goods they are keeping hidden away out of sight.

* * *

DON'T forget the annual convention of the Ontario Retail Hardware and Stove Dealers' Association in Hamilton on February 18, 19 and 20. Come and meet your fellow hardware men and talk things over with them.

A STEADILY EXPANDING BUSINESS

CANADA is now one of the largest buyers of rubber tires that the United States has. Last year the Dominion took tires valued at $1,859,225 from American firms. Of these, no less than $1,766,518 were automobile tires. The next largest buyer was Argentine, which took auto tires valued at $1,649,840. These large sales show the increasing extent to which automobiles are being used by the farmers. In many districts in Canada now, practically every farmer has a car and many of them have trailers also, which they use to rush their produce in to the market. There has been a noticeable jump in the sales of autos in some of Canada's richest farming sections and the only thing that will prevent new records being made in auto sales this year seems to be the inability of the makers to produce the goods. Another line that promises to be a record seller from now on is tractors. The tractor business now is where the auto business was a few years ago, just getting started. Hardwaremen who have cashed in on the auto accessory business may find that by adding tractor lines, as soon as the demand is apparent in their district, they can more than double their profits and build up a steadily growing business in these lines. While the tractor is here to stay because it has demonstrated its value, the development has been too recent for the sales to be general, but it is predicted, and there seems some reason for the prediction, that the time is not far distant when every farmer will have his auto and his tractor. This and the auto business are fields well worthy of the hardware dealer's most careful consideration.

THE MAIL ORDER HOUSE A GREAT TEACHER

THE annual report of Sears, Roebuck & Company shows that the gross sales of this great mail order concern were $25,000,000 greater than in the previous year, and an increase of more than $50,000,000 from the sales of 1916. These figures give some indication of the way in which the mail order house is gaining in the favor of the public.

There is a tendency on the part of many merchants to look with fear on these advances and to feel that their days are numbered. As a matter of fact, there is little to fear. The mail order house is unquestionably taking business from some merchants, but the additional turnover is not due to this but largely to the actual cultivation of business. The mail order house is actually making customers, for themselves primarily, of course, but for the live merchant also who is wise enough to adopt progressive methods, and to take advantage of the growing demand that these large organizations are cultivating. The mail order store is the livest teacher that the retail merchant has ever had, and the merchant who heeds the teaching is prosperous. The mail order house casts no shadow on the doorstep of the wide-awake merchant. If he is losing ground it is probably the merchant himself who is to blame.

DAYLIGHT SAVING

THE Daylight Saving plan will likely be considered again this year in many parts of the Dominion. As will be noted on another page of this issue the executive committee of the Canadian Bicycle Dealers' Association has already gone on record as favoring the plan. Last year there was a wide difference of opinion over the matter. Many merchants bitterly opposed the measure. Others were just as strongly in favor. Whether the Government will take action again this year to make the Daylight Saving plan general remains to be seen. It is stated in some quarters that the Government, now that the war is over and greater production is not so urgent, may leave the question for each municipality to decide for itself. One of the chief difficulties in connection with this might be the confusion resulting in regard to train time. This, however, would be a matter for travellers to solve. In a general way it would appear that city merchants and

their employees are inclined to favor the plan, while in the country districts there is much division of opinion.

A PROTECTIVE MEASURE

THE placing of import restrictions by the British Government on a large list of articles which have hitherto been on the free list will temporarily affect some Canadian firms who have been sending goods to Britain. The reason for such action on the part of Great Britain is not hard to understand. For more than four years British firms have been subject to the shocks of strains of a war which necessitated the most stringent economic redajustment and very often the entire sacrifice of private business. With the sudden return to peace conditions and American, Canadian and other firms seeking to secure business some action was necessary to enable British firms to regain their equilibrium. A temporary restriction on imports will, it is believed, give British manufacturers an opportunity to re-establish domestic business conditions on the basis of pre-war days and tend to stabilize the entire commercial fabric. There is nothing to indicate that the restrictions are to be permanent. Almost coincident with the announcement regarding the import restrictions came word that British shipowners had made a most important cut in trans-Atlantic freight rates. In spite of her losses from the submarines Britain still controls the carrying trade of the world and now that her ships are free again, apparently she does not propose to let Americans or others take away this vast business. American shippers at once announced a reduction of 66 2/3 per cent. in tariff charges between Atlantic and Gulf ports and ports in the United Kingdom and France. It looks as if the trade war which was predicted after the war with the Hun is on in earnest.

STEPS TO SUCCESS

MANY men, especially the younger men, do not always realize the important bearing that choosing their associates, has upon their future. Mingling with men who are successful, and who are accomplishing things, is a wonderful stimulus. Association with men who are always bright and optimistic will give one an entirely different outlook on things. The reverse is also true. If men spend their time with those who are not ambitious, or lazy, or habitual failures, they generally turn out the same way. It will make all the difference in any man's career if he keeps close to those whose actions will inspire him, and avoids those whose course in life tends to discourage him. The man who remains for any length of time with comrades who are inefficient, and lack ambition, generally loses the desire to live up to the best that is in him. There is no question about the influence environment exerts.

WHAT OTHER EDITORS SAY

THERE is more need now to organize for production than there was during war time to organize for destruction, yet our leaders fall down on the job. Where are our statesmen? Are they all gone to sleep?—Cranbrook *Herald.*

* * *

WHAT a wonderful thing it is to live in Canada on the very threshold of her great progress? With her wealth of nature, "the greatest available unturned agricultural soil in the world," the Dominion is bound to become a power for good, a power that can make other nations less blessed follow her democratic, unselfish endeavors.

This period following the great war is truly that of Canada. It is up to her people to make the most of it. To do so they must have confidence in their nation. With confidence Canadians can carve a name in the arts of peace no less renowned than that the sons of this Dominion engraved on the scroll of the field of battle. —*Border Cities Star.*

* * *

"THE time to push is when the momentum from without has ceased. Now is the time for the man of the future to invest in the future. If he has any building to do, let him do it now. If he has a stock to create, let him make it now.

"Nobody is taking any chances when he gets busy meeting the future beforehand.

"This little breathing spell is a good thing to take advantage of. Now is the time to spend money and prepare for to-morrow's business, because it is going to come rolling in fast."—Henry Ford in the Dearborn *Independent.*

* * *

THE Manufacturers' Association does not now want any disturbance in the trade of the country which would be caused by a discussion on the tariff, although some time ago its then president published a manifesto in which he advocated strongly that readjustment of the tariff to a higher standard was necessary. The demands of the farmers for reduction of tariff generally, especially on British goods, for increase of reciprocity with the United States, free farm implements and so on, have made it appear that discretion would be the better part of valor, and the M. A. thinks it would be better to postpone this until other questions of reconstruction arising out of the war are settled.—Stratford *Beacon.*

* * *

THERE has been quite an agitation throughout the country for some arrangement whereby the excessively long Saturday business day can be abolished. It now seems probable that the deadlock between merchant and customer will be broken, at least in spots, within a short time. Goderich merchants have announced their intention of closing their stores on Saturday evenings at 9 o'clock, and the retailers in London are going them one better, declaring that 8 o'clock is late enough.

What can be done in one locality is not always possible in another, and there might be reasons which would render 8 o'clock closing in Ridgetown inadvisable on Saturday evening. There does not, however, seem to be any necessity for the midnight sessions now prevailing.—*The Dominion,* Ridgetown.

* * *

AT a meeting of the Ontario Motor League held in Toronto, Hon. F. G. Macdiarmid, Ontario Minister of Public Works, promised the League that 100 miles of automobile speedway would be built this year. The proposal to spend some three million dollars of the people's money in this way is the wildest scheme of public exploitation that has ever been attempted in Canada and some of them have been very bad. The United Farmers of Ontario have decided to protest against this unprecedented outrage and if they do not prevent it they might as well disband.—Forest, Ont., *Free Press.*

EVENTS IN THE TRADE

Business Changes

Napanee, Ont.—J. G. Fennell, hardware, has sold out.

Newmarket, Ont.—J. A. W. Allan & Co., hardware, have sold out.

Merrickville, Ont.—F. W. Blanchard succeeds W. Miskelly, hardware.

Kingston, Ont.—W. H. Cockburn & Co. succeed Botsford & Nicol, hardware.

Wymark, Sask.—H. C. Nickel has purchased the hardware stock of J. A. Leoppky.

Innisfree, Alberta.—Norris Bros. have purchased the hardware business of J. H. Hughes.

Obituary

John B. McMurchy, for many years general manager and superintendent of the D. F. Jones Shovel Company, died at his home in Gananoque, Ont. He was a member of the council for many years and for half a century had been actively identified with the industrial life of the town.

Stephen King, whose death occurred at Stratford, following a somewhat extended illness, was for over thirty years in the hardware and tinsmithing business at Ingersoll, Ont. Four years ago he disposed of his business to D. N. Flander, and had since resided in Stratford.

Fire Losses

Fire which may have been due to defective wiring caused a loss of $1,000 in the brass manufacturing plant of W. C. Hunt, 59 Paton Road, Toronto .

Personals

F. J. Sanders, of Kandahar, Sask., spent a few days in Winnipeg on business this week.

C. Jacobs, manager of McNaughton's Hardware at Craik, Sask., was in Winnipeg on business this week.

J. J. Cunningham, president of the Western Foundry Co., Limited, Wingham, Ont., has left for California, where he will spend the winter.

J. A. Sutton of the Aylmer Pump and Scale Company, Aylmer, Ont., has left for Montreal to take a position as secretary of the Bowser Company.

W. Dennison, of Ross & Dennison, Assiniboia, Sask., spent a few days this week in Winnipeg, looking over market conditions for the coming season.

George Campbell, manager of the Imperial Oil Company's branch at Swift Current, Sask., is holidaying at Stellarton, Nova Scotia for three weeks.



CAPT. GODFREY DARLING

Advertising manager of G. F. Stephens and Company, Limited, Winnipeg. Captain Darling was one of the first to enlist after war was declared. Joining the Fort Garry Horse as a private he worked his way up and after 18 months' work in the trenches qualified for a commission in the Imperial Army and was attached to the tank service. He returned recently and resumed his duties in Winnipeg.

S. W. Smith, Toronto manager Brandram-Henderson, Ltd., paint manufacturers, was in London, Windsor, and other Western Ontario points on business the latter part of this week.

The George Clark, of the McClary Mfg. Co., London, Ont., was elected a director of the Association of Canadian Advertisers at their annual meeting in Montreal.

Charles S. Kennedy, formerly general manager of Lowe Bros., has recently been made general manager of the Minnesota Linseed Oil Paint Co. of Minneapolis.

Lieut. W. E. Hargreaves, 1st Canadian Tank Battalion, who has been critically ill in an English hospital from pneumonia, is recovering. Prior to enlisting he was assistant factory superintendent of the G. F. Stephens Company, Limited, Winnipeg.

Mr. R. P. Boyes, formerly with the St. Marys Milling Co., St. Marys, Ont., has taken a position with Parsons' Fair and Hardware. He has returned from Meaford where he reopened the store which had been closed, the whole staff being laid up with the "flu."

Trade Notes

The Reliable Vacuum Cleaner Co., has been registered at Montreal.

H. C. Rusling has purchased the auto accessories' business of Ernest Millard.

Frank Koehler contemplates opening a hardware and saddlery store at Watrous, Saskatchewan.

The Imperial Sheet Metal Works, Sarnia, Ont., W. C. Keller, manager, will move to new quarters in the old Exchange Hotel building.

Peters Bros., hardware, Radville, Sask., have purchased another building which will be used for storage purposes.

The Elgin Motor Car Corporation of Argo, Illinois, contemplates the establishment of an assembling plant in Winnipeg.

The United Rubber Manufacturing and Reclaiming Company, Toronto, commenced operations this week. R. G. Wooten is the manager.

Silvester Bros., Stouffville, Ont., are having a cement floor put in the basement of their hardware store and are making other improvements, among them being a fire-proof room for oils.

The Walton Compapny's sash and door factory, of Belleville, Ont., has been sold to a firm of four Belleville men, Messrs. R. J. Graham, Harry Perry, Myron Ellis and Caniff Ruttan.

The Flexible Skate Company has been organized at Parry Sound, Ont., to manufacture a skate invented by J. A. Bragg. The officers of the company are: President, C. L. Falstrom; vice-president, J. A. Bragg; secretary-treasurer, E. E. Armstrong.

The firm name of Cinnamon, Allin, Limited, hardware, Lindsay, Ont., has been changed to Allins' Limited. No change is made in the management, the directors being, president, A. W. Allin; vice-president, A. M. Allin; secretary-treasurer, W. G. Prouse.

At the ninth annual convention of the agents and travellers of the Renfrew Machinery Co., Refrew, Ont., reports showed a splendid year's business. The convention lasted three days and was attended by nearly one hundred of the firm's men. Prospects for 1919 are regarded as excellent. The officers of the company are J. L. Murray, president; F. D. Vickers, general manager; Senator O'Brien and Thomas Low, ex-M.P.

Montreal News

O. N. Parent, representing Canadian Yale and Towne, Limited, was a Montreal visitor this week.

F. S. Amidon, with the Trimont Mfg. Co., of Roxbury, Mass., was in Montreal this week.

J. H. Conover, Toronto manager of the Martin-Senour Company, was at the Montreal office this week for several days.

Alfred Blackburn, of the H. & D. Folsom Arms Co., Broadway, New York, was a Montreal visitor this week.

B. A. Burke, of the Corning Glass Works, Pyrex Division, was in Montreal this week.

George Henderson, president of Brandram-Henderson, Limited, is in Halifax this week attending a meeting of the company.

A. N. Creamer, advertising manager of Brandram-Henderson, Ltd., has been indisposed for a few days.

H. M. Bolger, sales manager at Montreal for the McClary Mfg. Co., has been in Ottawa and Toronto this week.

A. C. Gibb, representing Alexander Gibb, wholesale metals, chain, etc., was in Ottawa recently.

Winnepeg News

W. L. Pattinson, another Ashdown man, has returned from service and will be taken back on the travelling staff.

R. A. Graham, sec'y-treasurer of the J. H. Ashdown Hardware Co., Winnipeg, has been in Western Canada for a fourteen days' business trip.

C. H. S. Bamford, sales manager of the J. H. Ashdown Co., Winnipeg, was back at his desk last week, after a serious illness. Mr. Bamford has been down for over a month with the flu.

W. G. Snell, who belonged to the Royal Flying Corps, has returned to his old position with the J. H. Ashdown Hardware Company, Winnipeg. He is covering a part of Manitoba and Saskatchewan.

Gordon Hawley and Alf. Crookes, who are both connected with the Ashdown plumbing department, have returned to their old positions, after being on active service. J. Seater, another member of their plumbing department, who has been overseas, is also back on the job.

Regina News

P. H. Jamieson, representing the Canadian Asbestos Co., Montreal, Quebec, was in the city this week.

Mr. Fairer, sales manager for Wood Vallance Co., Winnipeg, called on hardware merchants in the city this week.

A. D. Westman of the Chatham Malleable & Steel Mfg. Co., Chatham, Ont., called on the auto accessories trade this week.

George R. Dowswell, of Armstrong, Smyth & Dowswell, is in Winnipeg this week on a business trip.

D. Ackland & Son, Ltd. Open Accessory Dept.

D. Ackland & Son, Ltd., Winnipeg and Calgary, are branching out into the automobile accessory business. The blacksmith will undoubtedly be affected by the large number of automobiles being used in Western Canada by farmers.

This means that there will be fewer light driving horses, and that in turn



R. P. ACKLAND
Of D. Ackland & Sons, Ltd., Winnipeg, who will manage the firms news auto accessory department.

means that light shoeing will, to a great extent, fall off.

In order to supply blacksmiths who wish to cater to the automobile trade, as well as hardware dealers, D. Ackland & Son, Ltd., have put in a complete line of automobile accessories, consisting of articles such as are in demand for automobiles every day. They will handle a certain number of specialty lines, but will keep as much as possible to lines that are more staple. Besides their regular staff of travellers, this line will be handled by a separate staff of salesmen.

R. P. Ackland has been appointed manager of this department. He has been with the firm for four years, in which time he has secured a thorough knowledge of the Ackland business. Prior to coming into his father's business, he was with the Marshall-Wells Co., Ltd., wholesale hardware realers, Winnipeg.

Incorporations

Edward Thorne & Co., Limited, capital $100,000, head office, Montreal, plan to carry on the business of chemists and color grinders and deal in paints, oil and varnishes.

Robertson, Olsen, Limited, head office Ottawa, capital $100,000, plan to manufacture and deal in machinery, electrical supplies and iron and metal goods.

Montreal Supply Company, Limited, capital $50,000, head office Montreal, plan to carry on the general business of dealers in hardware, implements, toys, furniture and gramophones.

Asbestos Coverings & Lubricants, Ltd., head office Montreal, capital $100,000, plan to carry on the mining and manufacture of asbestos.

News From St. John

The Fredericton branch of the Retail Merchants' Association has elected officers as follows: President, C. H. Burtt; vice-president, W. A. Searles; second vice-president, H. E. Harrison, secretary, C. W. Hall; treasurer, W. R. Fraser.

The St. John Board of Trade has endorsed the adoption of daylight saving for 1919, but urges on the Government that it should end September 30, instead of later. The council of the board also urges the revocation of the business profits tax.

It is reported that T. McAvity & Son's plant in Rothesay avenue, which has been closed since munition making stopped, may soon re-open for the manufacture of sheet and steel platings. The company has not made any announcement yet.

Harry J. O'Neil has been appointed manager of The James Robertson Co., Ltd., St. John Branch, succeeding the late John Keefe. Mr. O'Neil has been with the company 21 years and for the last year and a half, during Mr. Keefe's illness and since his death, has been acting manager.

John Findlay, who is investigating the possibilities of Canadian trade with Siberia, at the request of Sir George E. Foster, visited St. John recently. He expressed the opinion that the three local wire nail factories and the brass and iron foundries could supply goods for which there is a keen demand in Siberia.

With the release of shipping by the Governments, trade by water carriers is getting back to a pre-war basis, with satisfactory results from the trade standpoint. The West India service now is practically complete again. The large steamers which operated between St. John and Boston soon will be released and a better service in the Bay of Fundy is promised.

LONDON HARDWAREMEN FAVOR EARLY CLOSING

At a meeting of the Retail Hardwaremen held on Thursday evening, January 30, it was unanimously decided to endorse the suggestion of the Chamber of Commerce regarding early closing on Saturday evenings. It was the opinion of the meeting that all downtown stores should be closed at six o'clock every evening during the week. Under no circumstances would they consider giving up the Wednesday afternoon closing during the summer months.

The London Retail Hardware Association will also hold a big banquet towards the end of February. Many prominent trade representatives have been invited.

ANNOUN
TO OUR

FOR some time past we have been facing a vital problem, and the coming of peace has accentuated this to such a degree that a decision could no longer be delayed. As this decision directly affects our customers, we are losing no time in acquainting them with the situation.

Briefly, it is this:

On December 31st, 1918, the Victor Saw Works, Limited, completed their sixth year in Canada of the manufacture of VICTOR Blades.

Our experience during these six years, with the depressions of 1913 and 1914, inflated manufacturing periods of 1915, 1916 and 1917, and declining prosperity to a nominal base in 1918, has forced us to arrive at a conclusion which we at first refused to acknowledge.

There is not a market in Canada for hack saw blades which warrants a plant for the manufacture of this product.

We have been a long time in coming to this conclusion—we have analysed the past—investigated the future possibilities—considered various ways of meeting the difficulty, and have regretfully decided that there is no other course for us to adopt than to discontinue the manufacture of VICTOR Blades in Canada.

Of course we realize the possibility of staying in the market by reducing our quality, but this is an alternative which we refuse to consider. The VICTOR Blade is undoubtedly the leading hack saw blade on the market today. This is a statement we very seldom make, but one which we have demonstrated to be true. We are told that our service is not approached by any hack saw firm in America, and our policies are unique. We are naturally very proud of these distinctions, and we will not sacrifice them one iota to make a success of any market.



CEMENT FRIENDS

CANADA has been good to us, and we have a strong, sentimental attachment to the business men of the Dominion that only the stern logic of facts has been able to offset. For the past six years we have been one of them, facing the same problems and contributing our mite to the common good Our intercourse in the future will naturally be limited by our decision, but we hope and believe that our relations will be none the less cordial.

For the present we shall continue to do business at the same address. When our present stock is exhausted, our Canadian interests will be taken over by the Victor Saw Works, Springfield, Mass., who have been in business for the past twelve years, and who manufacture VICTOR Blades on the same high standard of quality and are governed by the same principles and policies as we have followed in Canada. If there is one essential that we will pass on to them, it is the necessity for giving the finest kind of service, and as we have been intimately associated with them, we can speak with confidence of their determination not only to maintain, but to improve our standards.

As an earnest of this, we would point out that Mr. C. C. Jackman, who was formerly superintendent at Hamilton, is now Factory Manager at Springfield, and that Mr. E. S. Bradford and the writer occupy the same position in both Companies—Treasurer and President, respectively.

Mr. H. W. Holmes, our Manager, will continue to care for our Canadian affairs, and our sales personnel will be as heretofore.

May we take this opportunity of thanking you in all sincerity for the splendid co-operation and encouragement you have given us in the past. We have tried hard to merit it—we will continue to try just as hard, confident that we shall receive a like measure of your support.

Yours very truly,

Victor Saw Works, Limited

W. F. POLLOCK, President

Montreal Men Honored by Places on Board of Trade Council

MONTREAL business men paid a splendid tribute to two men prominent in the metal trade and to a paint manufacturer when at the annual election they returned as members of the Council of the Board of Trade, W. S. Leslie, Charles G. Drinkwater and Walter B. Ramsay.



W. S. LESLIE
President of A. C. Leslie & Co., Limited, Montreal.

So wide has the scope of the Board's operations become that a seat on its council is a distinct honor, and when an election for this office is announced, the competition, while friendly, is decidedly keen. Such it was this year and the return last week of the men mentioned bears tribute to the importance of the office, and to the personal esteem and respect in which the successful candidates are held.

W. S. Leslie

W. S. Leslie, president of A. C. Leslie & Co., Limited, wholesale metals, and nominee of the wholesale metal and hardware section of the Board of Trade, has been connected with the metal trade in Canada since 1885, and from 1889 to 1895 he represented the firm, which was originally a partnership, in Toronto. Returning to Montreal in 1895 he was admitted to the firm as an active partner.

In 1907 the company was organized as A. C. Leslie & Co., Ltd., and Mr. Leslie was then chosen as its president, a position he has continued to hold since. The firm has been in existence for over fifty years, being established in 1866 by Mr. Leslie's father, the late A. C. Leslie.

Mr. Leslie's connection with the Montreal Board of Trade covers a period of over 20 years. Its growth has been steady and very marked over recent years especially, and his election to the Council of the Board is a distinct token of respect and esteem, and as well—a tribute to his business ability.

In addition to his activities in connection with various patriotic efforts in Montreal since the outbreak of the war, Mr. Leslie has been actively identified with the Montreal Y. M. C. A., and is at present treasurer of the local Board. He is also president of Adam Hope & Co., Ltd., wholesale metals, Hamilton, Ontario.

He has also been connected with many of the charitable and benevolent works in and about Montreal.

Walter B. Ramsay

With invested capital aggregating over forty million dollars, the paint and varnish trades, as represented by the Paint, Oil and Varnish Association, through the Montreal section, felt that it should have special representation on so important an organization. In accordance with this Walter B. Ramsay, president of A. Ramsay & Sons Co., and managing-director, was selected as the Association's nominee at its recent meeting, and through the efforts of its members, was elected to the Council of the Board of Trade as announced in HARDWARE AND METAL. If ever there was a year in the history of the trade when representation was desired and important, it is in this year of reconstruction policies.

Mr. Ramsay has been connected with his firm for many years, having entered his father's employ in 1890 and serving in various departments. On the death of his father, Alexander Ramsay, in 1916 he succeeded him as president and managing-director.

In addition to his connection with the paint manufacturing business, Mr. Ramsay is a member of the Canadian Manufacturers' Association and a life governor of both the Montreal General and Western Hospitals. In a military way he is Captain of the 5th Royal Highlanders.



WALTER B. RAMSAY
President and managing director of A. Ramsay, Son & Co., Montreal.

C. Graham Drinkwater

Charles Graham Drinkwater, the vice-president, sales manager and a director of The Canadian Fairbanks-Morse Company, Ltd., was also chosen by popular election to the Board of Trade Council.



CHARLES G. DRINKWATER
Vice-president and sales manager of the Canadian Fairbanks-Morse Company, Limited.

Mr. Drinkwater is widely known in Canada and the United States and has a wide connection with the machinery business in various capacities and in many sections of the country. He was with Ingersoll, Sergeant Drill Co., Easton, Pa.; James Cooper Manufacturing Co., Montreal; Rand Drill Co., Tarrytown, N.Y.; Canada Foundry Co., Toronto, and with the Canadian Fairbanks-Morse Co. Since 1913 he has been the vice-president and sales manager and director of this company.

MONTREAL MOTOR DEALERS TO SHOW NEW MODELS DURING COMING WEEK

While there is likely to be a massing together in one place of various motors, including passenger and tractor styles, Montreal automobile dealers have not been enthusiastic in the matter of holding a big Show this year owing to the difficulty of securing suitable quarters in which to exhibit. This has prompted many of them to announce a greater interest in their individual showings and plans are now being perfected for the display of 1919 models during the week of February 10. It is proposed to have concerted action at this time when the latest models will be displayed and prices announced to those interested.

Two Calgary Firms Are Merging Interests

The hardware firms of F. J. Marshall & Co., and Bever Bros., both of Calgary, has taken place and as soon as incorporation is complete the business will be known as the Marshall Bevers Hardware Co., Ltd.

F. J. Marshall is president, T. H. Bevers, secretary; and R. F. Bevers, treasurer and manager. Previous to amalgamation, Mr. Marshall had been in business in Calgary for five years, having come from Orangeville, Ont., to settle in the West. Bevers brothers have spent seven years in business here, and were formerly in Chicago, where both gained valuable experience with well known hardware firms, both in the wholesale and retail sections.

The firm intend to keep both the stores open, as they state that business is exceptionally promising.

Calgary Firm After Chicken Fanciers Trade

Calgary is known to be a "great little city" for all kinds of fanciers, and the Ashdown Hardware Co. is quick to take advantage of the fact. Always smart and up-to-date in their window dressing, their showing during the last week in January of incubators and brooders attracted a good deal of attention. Being a line that is somewhat out of the ordinary for a hardware store, the window dresser, Mr. A. Bowen, used all that would be of interest to chicken fanciers.

With an incubator and brooder as the central objects, the balance of the window was taken up with the various articles the chicken fancier needs. Food hoppers, water troughs, identification rings, grit, poultry food and nest eggs, with the bright yellow head of a baby chick or two peeking from some obscure corner made up a display that brought up with a short stop many a passer-by.

It was the kind of window that gave people "the notion" so to speak, a window that said, "I suggest that you go in for chicken raising this summer. It is interesting, pleasant and paying." One man was heard to say: "My wife was at me all last year to start in. She had me half convinced by her arguments. This window convinces me another quarter, and if she happens to see this, the whole argument will be completed, and I have a picture of myself chasing chickens all next summer."

SUPPLIES OF PISTOLS MAY SOON BE AVAILABLE

A. Macfarlane, of A. Macfarlane and Co., Montreal, stated to HARDWARE AND METAL that improved conditions will enable the Colt Patent Firearms Co. to again make quotations on their lines to the Canadian trade. "This firm will be sending out new prices in about a week," said Mr. Macfarlane. "They are completing Government contracts and will be in a position at an early date to take care of domestic orders, from the Canadian trade and elsewhere.

"Tom" Houghton Joins Lewis Bros.' Sales Staff

"Tom" Houghton has joined the sale staff of Lewis Bros., Limited, wholesale hardware, Montreal, and will be assistant to John A. Frazer, sales manager, succeeding Mr. Nickerson.

Mr. Houghton has been connected with the trade in both retail and wholesale branches for a great many years, especially in Western Ontario.



"TOM" HOUGHTON
of Montreal who will be assistant sales manager of Lewis Bros., Limited.

Born at London, Ontario, Mr. Houghton early entered the employ of the Hobbs Hardware Company. From here he went to Cleveland, Ohio, and was connected with the wholesale hardware firm of McIntosh, Huntington Co. for some four years.

Returning to Canada he entered the retail hardware business on his own account at Forest, and was there for some years. Subsequent to this, a second engagement with the Hobbs Hardware Co. brought him into touch with Western Ontario hardware trade as sales representative for this firm. Later on he represented Lewis Bros., Limited in the Western Ontario field for two years, resigning to enter the retail hardware business at Parkhill, where he purchased the Steel hardware store. While here Mr. Houghton took a keen interest in public affairs and was an alderman for some time. He also took a real interest in athletics.

In 1915 he entered the service of the Martin-Senour Company of Montreal, representing them in Eastern Ontario for a short time, and later became advertising and sales promotion manager, with headquarters at Montreal. This position he occupied until February 1, when he again joined Lewis Bros., Ltd.

The Quebec executive, sales and the office staffs of the Martin-Senour Co provided a happy surprise for Mr. and Mrs. Houghton on Tuesday evening at the home of Manager A. T. Black. Having resigned his position with the firm as sales promotion manager, the friends of Mr. Houghton embraced the occasion to wish him well, and the arrangements made possible through the kindness of Mr. and Mrs. Black were a complete surprise to Mr. and Mrs. Houghton. Some 35 or 40 were present.

The musical part of the program was very enjoyable, and cards and dancing were features of the evening's program.

On behalf of the staffs, Manager A. T. Black, in a neat speech, made Mr. and Mrs. Houghton a presentation of a fine Jacobean library table and chair, and suitable acknowledgment of this was made by Mr. Houghton.

A vote of thanks to Mr. and Mrs. Black, as hosts, was proposed by Mr. Kendall, sales manager of the Martin-Senour Co., and this was heartily supported.

F. A. Mann Appointed Trade Sales Manager

W. S. Fallis, managing-director of the Sherwin-Williams Company of Canada, Limited, stated to HARDWARE AND METAL that he has made several important appointments, the same to become effective at once.

"F. A. Mann," said Mr. Fallis, "is appointed to the position of trade sales manager. This has been necessitated by the constantly-increasing business of the company, and the office is a newly-created one. It has been felt that a capable sales manager at the head office would be beneficial in assisting the outside salesmen, securing closer co-operation and better returns.

"Mr. Mann was with the sales department for nine years, filling various offices, and being familiar with every phase of the work. For the past four years he has been our advertising manager, and his varied experience fits him well for his new work."

W. J. Delaney, assistant advertising manager, has just been appointed to this office. In connection with the work of this department he has served under Mr. Mann for several years, and is also familiar with the details and plans of this department.

B. E. Newmark has been selected as sales promotion manager. Mr. Newmark has done duty overseas, where he was seriously wounded in his country's service. Recovering his health, he returned to Canada, and with previous experience in the sales end of the business, he comes back to a position that will be quite congenial and in which he will doubtless feel at home.

Stephens Paint News

"Stephens Paint News," published by G. F. Stephens & Co., Limited, Winnipeg, is again in circulation. It was suspended when Captain Godfrey Darling, the advertising manager of the firm, enlisted for overseas service.

THE CLERKS DEPARTMENT

FIVE DON'TS FOR CLERKS

By ONE OF THEM

SOMEONE asked me what help or advice I would give a young salesperson behind a counter for the first time. After thinking it over I decided that the best advice to give was a few "dont's" that experience had taught me. The rest is comparatively easy—and a matter of experience. I might say, however, that it would pay many experienced salespeople to observe some of these "dont's"—for they are based on what I found to be the commonest mistakes of salespeople:

First.—Don't get impatient with a customer. Even if a fussy old lady takes almost an hour to select a box of hairpins, try to keep your temper and avoid any hint of impatience in your voice. This is ofttimes hard, but it pays in the long run. I once sold a blanket to an elderly lady who took almost an hour and a half to select it. It was hard—but I tried not to look weary. Apparently she appreciated this, for she asked for my name and came back with her daughter-in-law the next day and bought $143 worth of goods.

Second.—Don't give your personal experience in favor of or against any goods—trying to urge a customer to buy. It may hurt your pride to realize this truth, but customers emphatically do not like to be reminded by a salesperson: "I've tried it and it wears wonderfully." Customers like to discover things for themselves—even at their own expense, rather than be guided by salespeople's experiences. This is invariable. Therefore, even if you feel like giving your personal experience—don't.

Third.—Don't look off in the distance, bored, or tap your foot impatiently when a customer is making up her mind about buying something. Appear interested and really help her to decide. After all, it's a law of human nature that people like to have their minds made up for them. While you can't exactly do this, you can give the good points of a particular article and perhaps help a customer decide. A doubtful customer is, as a rule, easily swayed, and by good, live salesmanship at this important time of deciding, you can do big things. You'll find that such a customer appreciates your interest and assurance.

Fourth.—Don't correct a customer's pronunciation of a style, a fabric, a book or a brand. If she asks for something by a wrongly-pronounced name, when you repeat it, if you have occasion to, don't use the right pronunciation and make it apparent that you're correcting her. If necessary, use the wrong name as she gave it. Don't make her feel cheap by saying: "Oh, you mean so-and-so"—using what you know to be the correct pronunciation. Besides being poor salesmanship, this indicates tactlessness and bad manners on your part.

Fifth.—Don't contradict a customer—even when you're positive you're right. Let her think she's right. This often necessitates politeness, patience and self-control on your part, but these are more desirable than an antagonized customer. If she is excited, angry and inconsiderate, agree with her, sympathize and let her think she's right. Then, perhaps after she is somewhat placated in an even, politely modulated voice give your side, but don't keep contradicting and irritating.

FIGHTING MAIL ORDER COMPETITION

Continued from page 36

appeal to the pocket book of Mr. Man in the Street, or Mrs. Housewife is the appeal that counts. They are going to buy where they can get the most for their money, quality always considered, whether it is at home or in a store 1,000 miles away. When they know that they can get the goods at home, at better prices than if they send away, with the privilege of changing them if they are not satisfied, and with the certainty of seeing what they are getting, they will no more buy from the department stores than from China.

Interesting Case

It is interesting to note in the case of St. Marys that the founder of one of the largest mail order houses in the world started there as a small store keeper. It is said that there was no better small store in the whole countryside than his and that he thoroughly believed in advertising. The firm at the present time is perhaps the largest user of advertising space in the Dominion. Its advertising matter is full of "pep" and its policy is aggressive. In other words, the firm is aggressive.

There is a lesson here for the merchants of St. Marys, Simcoe and Aylmer, or for any other town. No one expects them to take full pages or even half pages in their weekly papers, but they can advertise steadily, intelligently and consistently. If they do this and give real service in their stores they need not fear the mail order firms. They can take a leaf out of the book of hardware firms and put their business on the same solid foundation that the hardware trade is on.

The Right Spirit

It is interesting to note the confident spirit shown by the hardwaremen of St. Marys, Granton, Simcoe and Aylmer in the ads. which they have inserted in the "Buy At Home" page. They stand out rather strikingly from some of the "appeals" made by other firms. Here are a few:

"I can compete with anyone in general hardware. Stoves, glass, paints, and all kinds of furnace supplies. Do your trading in Granton. It will pay you. See me first and your money will stay in Granton. W. W. Baker, Granton."

"Call Up Perry Doupe at Kirkton for anything in the hardware line. He will show you from week to week why it pays to buy your goods in our own village and keep your money in circulation at home."

"Parsons Fair and Hardware. Why shop out of town when you can get anything and everything at our store and at the right price? Try us for hardware, kitchen utensils, smallwares, etc."

"Don't Send Out of Town for Hardware. Get our prices. We can compete with anyone, anywhere. A big stock of all kinds of hardware. Farm and garden tools, stoves and household goods. J. E. Austin Hardware Co., Simcoe."

"Beaver Board Keeps Out the Cold; makes cheap partitions, easy to put up. Is sold by Boyd's Hardware, Simcoe."

"It is Our Aim to Not Only get your trade in hardware, but to retain it by giving you prices that will convince you that you can do better with us than mail order houses. E. Miller, Aylmer, Ont."

"The Importance of Buying at Home and in Preston should appeal to every loyal citizen. It will make this a better town to live and do business in. As regards to prices you will find our hardware store will meet every demand in general hardware, farm and garden tools, stoves, tinware, paints, varnishes, oils, cutlery and everything that makes up a first class hardware store. See us first, it will pay you. Bernhardt Hardware."

Tells Steel Men of Trade Prospects

Colonel Carnegie, of Imperial Munitions Board, Addresses Gathering in Montreal — Canada to Have Real Opportunities—Increase in Steel Producing Capacity Bigger Than Other Countries—Domestic Trade Big Factor

AN interesting paper was read before a number of steel men assembled in Montreal by Col. David Carnegie, F.R.S., of the Imperial Munitions Board and ordnance adviser to the Board. Some sixty men were present, representative of the various steel companies and allied trades from all parts of Ontario and Quebec. The meeting convened at the Board of Trade building and was presided over by T. P. Howard, vice-president of the Canadian Manufacturers' Association.

In a general way Col. Carnegie pointed out that the world's productive capacity of steel had increased since the opening of the war from around eighty million tons to nearly one hundred million tons. Of this huge amount Canada's portion was about two and one-half million tons, not a large percentage, but her increased production had shown the largest increase as a result of speeded-up effort of any steel-producing country in the world. Her pre-war capacity was about one million tons, and of course she had, unfortunately, not increased her output of iron ore, pig iron or finished steel. These were phases of the domestic side which might well be developed, and, as a matter of fact, there was already under way a plate-rolling development that would mark a new departure for Canadian industry. Particular attention was directed to the mill now being erected for this purpose by the Dominion Iron and Steel Corporation, and which, Col. Carnegie stated, should absorb a large tonnage of steel when completed.

What Will the World Use?

Since all countries engaged in steel production have speeded up their various plants under great pressure, it is now the problem of these countries to ascertain the ability of the world to absorb the output on the basis of the greatly-increased production. Therefore it was necessary to decide the following points: (1) The size of standing armies and navies (if any); (2) The amount of destruction caused by the war to be replaced by each Government; (3) the national works, industries or otherwise, to be undertaken by the Government concerned.

In this latter connection the speaker pointed out that some had argued, among leaders conversant on this matter, that France would be quite equal to taking care of her own domestic production of steel and that she would very quickly become a competitor with other nations, notably with Great Britain. Her effort would be to quickly regain and even create a big export trade.

Belgium May be Buyer

Of the countries devastated by the war, Belgium was hardest hit and least able to resume her own manufacturing problems. She would require assistance, and, owing to the complete destruction there in so many ways, she will perhaps be a buyer for two or three years at least, of large quantities of steel. She was, therefore, one of the most probable fields of exploitation for orders for steel and iron products. But it was just as probable that, when she had recovered sufficiently, Belgium would be her own supplier, and as well become a heavy exporter. Having attained unto increasing importance in this respect prior to the war, and having need for great expansion, she is likely to be a factor in the future. Among her important exports would be those of rolled steel and cast steel products.

What of Great Britain?

It has been argued by some, Colonel Carnegie pointed out, that Great Britain would be a big factor from a national standpoint, that she would, as a Government, develop a big business in the manufacture and export of steel and steel products. He was opposed to the acceptance of this suggestion, for, as was pointed out, nationalization of industry in this way would make the Government a competitor with her own industrial concerns—an improbable thing. He thought that the amount of work which probably would be secured through Governmental channels for public works, would doubtless exceed the pre-war requirements owing to many or most Government war contracts having expired or otherwise terminated of necessity.

Colonel Carnegie went into the matter of Great Britain's capacity to produce iron ore and from it pig iron, not for domestic sale and use only, but as well for export. The war had enabled her to greatly increase her steel capacity through the establishing of many new furnaces. She would want to maintain these, and in order to do this would be anxious to greatly develop export. In doing it she was faced with some knotty problems, for her huge obligations, brought on by the war's mighty costs made her face the cold necessity, he figured out, of providing a tax against her industries to repay these debts of 22½ per cent. Closer figuring along these lines made the relative handicaps of the United Kingdom 10, against Canada 6, and the United States 1. His remark was: "These figures indicate struggle, but struggle has made the United Kingdom, struggle has made Canada, and I believe that any country that has passed through such a crisis as the United Kingdom and Canada have passed, need have no fear of the handicaps which these plain facts reveal. There is no room for discouragement and pessimism, for the close study of the industrial situation reveals for Canada a bright outlook."

Canada's Chance a Domestic One

One of the unique points made by Colonel Carnegie was that of the greater development of trade within Canada by her own basic industrial concerns. He was of the opinion that, if Canadian manufacturers would take a page from Canada's book and follow more closely the example of Britain by deciding to supply a greater proportion of her own domestic requirements than she has been wont to do in the past, normal conditions of trade and prosperity would the quicker return. He said: "I believe Canada should have at least one structural mill for rolling heavy structures. I hope the time is not far distant when she will produce her own requirements in this respect and be able to stimulate an export trade. The large plate mill now being installed at the Dominion Iron and Steel Works should absorb a large tonnage of steel."

A Forward Look

Colonel Carnegie referred to the wealth of mine and mineral which Canada had within her own borders. Magnesite and nickel supplies were big items that went far to offset other handicaps, and with an abundance of electric power that ought to be cheap, these combinations would go far toward development in a big way.

In conclusion, the speaker pointed out the ideal that might be kept in mind and worked toward, that of toiling toward the day when manufacturers in a given industry would consider the big advantage of joining with one another and especially with others engaged in like manufacture in other countries with a view to international agreement and distribution of products. He expressed the hope that such a step might emanate from manufacturers within the British Empire.

SAYS CANADA WILL EXPAND CHEMICAL INDUSTRY

That Canada will have a greater appreciation of the importance of the chemical industry as a result of the war and that her chemists will have solved the technical difficulties in a manner to promise a real future in the matter of making the most of this country's requirements is the view of A. W. Poole, of McArthur-Irwin, Limited, Montreal. Particularly in the matter of acetic acid, of which more and more will be required as the manufacturing of various commodities increases, he believes there will be an increased output. Mr. Poole thinks that Canadian makers will be able to handle the manufacture of this commodity, as well as of other lines, very efficiently. There should be, he says, a steady and satisfactory increase in the annual demand and with it the required increase of output.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

TANDEM WIRE STRETCHER

A new wire stretcher known as "Tandem" is being placed on the Canadian market by J. N. Warminton, Montreal, acting for the manufacturer in England, Alfred Bullows & Sons, Ltd., Walsall, Staffordshire, England.

The Tandem strainer is claimed to be



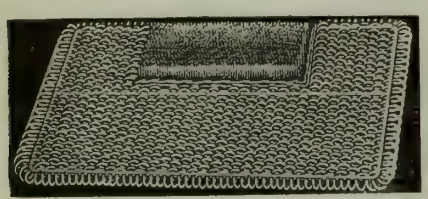
Wire Stretcher

particularly suited to erecting and repairing fences, telegraph lines, guard wire for tram lines, etc. It is of light weight, and in addition to the foregoing advantages it is claimed for this device that it will exert a straining force of 600 lbs. without difficulty, through the leverage feature.

The "grips" are made of steel, it is stated, and these are hinged to a lever. When worn they may be removed and reversed, the jaws thus being fresh and good as new, it is claimed.

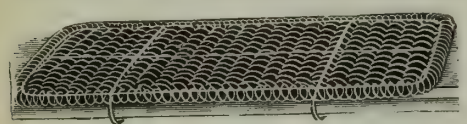
COMBINATION MAT

A combination mat is being manufactured by the Sanitary Door Mat Company, of 413 South Lincoln St., Chicago.



Combination Mat

Into the regular steel mat the firm sets a cocoa fibre mat at one side, making, it is claimed, two mats in one. It is stated that the steel section scrapes the dirt and mud from the soles of the shoes, while the cocoa fibre section dries and



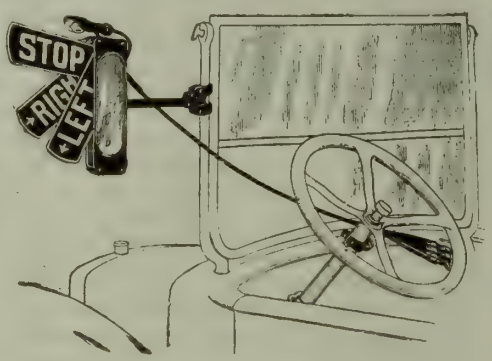
Auto Mat

cleans them. The whole mat, it is stated, makes a very attractive appearance.

The same company makes an automobile running board mat, which, it is claimed, clamps on the running board of any car without use of screws or bolts. All mats, it is stated, are one inch high, and this, it is claimed, is a great advantage.

TRAFFIC SIGNAL

A traffic signal, which, it is stated, is very simple and inexpensive, is being put on the market by the Police Auto Traffic Signal Company, of 26 Houston St., New York. The signal, it is claimed, gives unmistakable notice as to whether the motorist desires to stop or go to the right or left. The device, it is stated, is easily attached, and at night lights

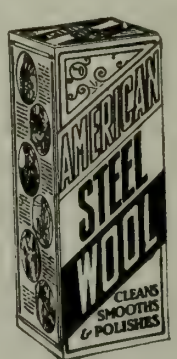


Traffic Signal

up automatically when it is operated. In city streets, it is stated, the signal has the additional advantage of making the work of the traffic officer perfect, and of automatically guiding pedestrians at crossings.

STEEL WOOL

American Steel Wool is being marketed in Canada by W. J. Chambers & Co., Scott St., Toronto. It is manufactured by the American Steel Wool Manufacturing Company, Inc., New York City.

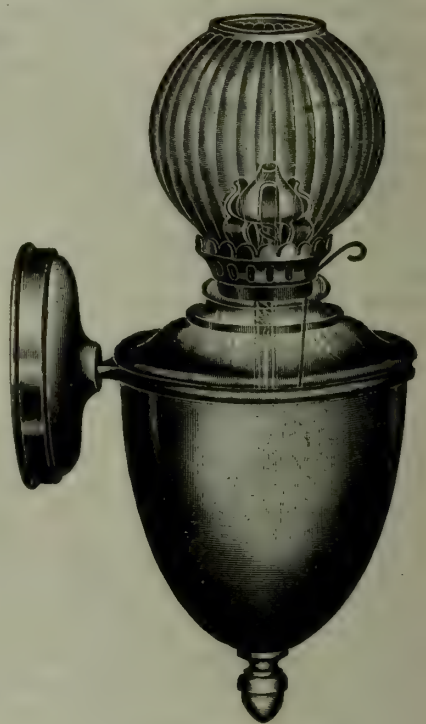


Steel Wool

Steel wool is a fine wool made of steel, and is used for cleaning and polishing household utensils, particularly aluminum, as well as for glass, tile, enamel, garden implements, factory machinery, the garage, etc.; also for removing paint, enamel or varnish from a wooden surface. The manufacturers claim for it several more important uses. It is put up in two sizes, one to retail at 15 cents, and the other at 35c a package. The package is in three colors: red, white and blue.

COMBINATION LAMP

A combination wall lamp manufactured by H. G. McFadden & Co., 38 Warner St., New York, is made, it is stated, in three styles, with crystal, opal



Combination Lamp

or ruby globes. All the metal parts, it is claimed, are of brass with satin finish. A removable glass fount, it is claimed, shows contents, and is easy to fill. It is stated the lamp is especially valuable for lighting hallways, stairs and corners, where ordinary lights are not always suitable. The lamp, it is stated, has an outside wick adjustment.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

PRICES on plate have undergone a further revision downward in some quarters this week, and the heavy gauges of black sheets have also narrowed towards the lowest basis. Supplies are now very good in these lines, and the same is true of galvanized sheets, on which business is being keenly developed. Tin plate has declined $5 per box, and terne plate is $3 per box lower. Ample supplies are available, but trading as yet is rather limited.

Many miscellaneous lines in which the retailer is interested have been revised this week, declines being frequent. Barn door hangers and track, steel thumb latches and copper rivets and burrs are among the lines to decline. Sleigh bells are down about 10 per cent., and easier prices on cow ties seem a prospect.

Declines have beeen recorded in barbed wire, plain twist wire, and galvanized wire this week in some markets, and a lower scale of prices is provided for in brass spring wire in new discounts issued to the trade this week.

Chalk lines, masons' lines and pump oilers are higher in prices, the latter being up about 20 per cent. Revised quotations issued on fishing tackle show advances ranging from 5 to 25 per cent., according to class of goods affected. Tennis balls are also higher, new prices ranging about 33 1/3 per cent. above quotations ruling last season. Buck saws, lunch kits, pine tar and spring balances are other lines to register advances this week.

Cotton waste has undergone a revision to lower levels, prices being down from 1c to 2c per pound, according to grade. Game traps have come in for some further revision this week, and prices listed last week have in some instances been advanced slightly; this is just a readjustment.

Linseed oil has advanced 3c per gallon this week in some quarters, narrowing the range towards the higher figure. Crushers and jobbers report a better movement of oil to the retail trade, and a steadily improved demand is now expected.

Turpentine has sagged 2c to 5c per gallon in the various markets, and some movement is now in progress. Southern markets developed weakness late last week and early this, but the tone has strengthened again and advances from low point reached have been made.

Business as a whole shows a much better feeling. Some sources supplying the building trade report sales for January this year well above same month of last year, and all seem to be quite satisfied that the outlook is decidedly encouraging.

MONTREAL MARKETS

MONTREAL, Feb. 6.—Declines have been made effective for barbed wire and for coil spring, smooth galvanized, and plain twist wire also. A slight revision has also been made in one quarter for cap and set screws. The ingot market is very unsettled, and lower prices have again been quoted for lead, tin, antimony and spelter, while all lines are weak and quiet. Old materials are weak and may go still lower. Steel sheets are marking time, and prices are decidedly on a nominal basis, with further revision downward probable. Wax is down. Various lines of copper wire and spring brass wire are lower in price also. No advances are reported for the week.

Trade is improved somewhat, and quite a number of orders are being received.

Spool Wire Declines; Copper Rivets, Too

Montreal.

WIRE, RIVETS.—A lower price basis is quoted for various wire on spools and in rolls. Brass spring wire No. 12 is now selling at 50c per pound in 10-lb. rings, and soft copper wire of 17 and 18 gauge at 55c per pound. Copper rivets and burrs are down through a change of discount. This is reduced from 30 per cent. to 25 per cent. advance on the list, while burrs only are unchanged at 50 per cent. advance on the list.

Barb, Twist, Smooth Wire Down; Nails Held

Montreal.

NAILS AND WIRE.—A decline of 40c per 100 pounds has been made effective for barbed wire. This is now selling at $5.60 per 100 pounds. Plain twist is down, too, the price being $6.10. Plain galvanized wire No. 9 is quoted at $5.30; No. 12 at $5.55, and No. 13 at $5.65, while galvanized coil spring wire is quoted at $5.45, and No. 12 at $5.60. Smooth steel wire is still quoted at $6.25 per 100 pounds. Nails are unchanged with wire selling at $5.50 base per 100 pounds, and cut at $5.35.

Stoves to Hold; Standardising Wares

Montreal.

STOVES AND WARES.—There is not a great deal of selling of stoves and ranges, and prices, say the makers, are likely to rule steady for some time. For some months makers of enamelware have been reducing patterns and this is still going on. Various lines are affected, as already outlined in HARDWARE AND METAL, and the hardware man will gradually have a better range, without the seeming necessity of carrying stock that has moved but slowly. The markets are steady and quite firm.

Rope Market Steady; Fair Business

Montreal.

ROPE AND CORDAGE.—No new features present themselves and the amount of business coming to hand is just fair, and what might be looked for at this season of the year. Pure manila is quoted at 28½c; British manila at 24c, and sisal at 25½c per pound base.

Wax Down Half Cent; Gasoline, Oil Held

Montreal.

OILS, WAX, GASOLINE.—The price of coal oil is steady and held still at 19c for Royalite and at 22c per gallon for Palacine and Electroline. Motor gasoline is also the same and steady at 34c per gallon. Wax, in its various forms, is reduced ½c per pound.

Sales Iron, Steel Reported Light

Montreal.

IRON AND STEEL.—The basis is steady and unchanged, and the demand for bars, both steel and iron, is limited. Small lots are going out all the while and the jobbers' stocks are in fairly good shape to meet requirements.

Common bar iron, per 100 lbs.	$4 30
Refined iron, per 100 lbs.	5 30
Mild steel	4 30
Iron finish machinery steel	4 35
Norway iron	12 00
Single reeled machinery steel	6 00
Spring steel	6 00
Sleigh shoe steel	4 30
Tire steel	4 50
Toe calk steel, per 100 lbs.	5 20
Band steel	4 30
Harrow tooth steel	4 35
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Black Diamond cast steel, lb.	0 22

Lower Prices Likely For Steel Sheets

Montreal.

SHEETS.—There is more or less of a demoralized market, prices being decidedly nominal and the selling quite limited. Readjustments are under contemplation and lower prices may probably be in effect in the immediate future.

BLACK SHEETS—		Per 100 lbs.	
10 gauge	7 25	$7 35	$8 50
12 gauge	7 35	7 40	8 50
14 gauge	7 10	7 35	8 20
16 gauge	7 20	7 55	8 25
18-20 gauge	7 50	8 15	8 30
22-24 gauge	7 60	8 20	8 35
26 gauge	7 65	8 30	8 40
28 gauge	7 75	8 50	8 50
GALVANIZED SHEETS—			
10¾ oz.		$ 9 50	$10 75
28 gauge		10 90	10 25
26 gauge			10 00
22 and 24 gauge			9 85
20 gauge			9 65
18 gauge			9 65
16 gauge			9 50

NOTE—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

On Last Declines Lead Lines Hold

Montreal.

LEAD PRODUCTS.—While there have been no changes in solder, lead pipe, sheet lead, etc., the recent lowering of price for ingot lead may make for a change to lower levels within a short time. There is little new to report and trading is limited to immediate needs.

Lead pipe, lb.	$0 13
Lead pipe (cut lengths)	0 14
Lead waste pipe, lb.	0 14
Lead traps and bends	Net list.
Lead wool, lb.	0 14
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	0 12¾
Lead sheets, 1 to 8 lbs., s. ft.	0 11½
Cut sheets, ¾c lb. extra, and cut sheets to size. 1c. lb. extra.	
Solder, guaranteed, lb.	0 42
Solder, strictly, lb.	0 38½
Solder, commercial, lb.	0 35
Solder, wiping, lb.	0 36¾
Solder wire (8 gauge)—	
40-60	0 45½
45-55	0 49¼
50-50	0 53
Zinc sheets, casks	
Do., broken lots	

Weakness is Feature in Old Materials

Montreal.

OLD MATERIAL.—While the market is weak and very uninteresting, there are no changes of price. These are likely to come, however, and a lowering of quotations will not be unlikely in the near future. The amount of trading being effected is very limited.

Dealers' Buying Prices:		
Pipe scrap	15 00	16 00
Stove plate, per ton	17 00	18 00
No. 2 busheling	12 00	12 50
Old rubbers, boots and shoes	0 07	0 07½
Overshoes, lumbermen's rubber boots		0 05½
Bicycle tires		0 04
Automobile tires	0 04	0 04½
Yellow brass	0 10	0 11
Red brass	0 14	0 15
Light brass		0 08
Scrap zinc		0 05¾
Heavy copper	0 18	0 19
Wrought iron, No. 1, per gr. ton	18 00	19 00
No. 1 machinery cast		30 00
Heavy melting steel		15 00

Tin Quoted 65c; Spelter, Lead Down

Montreal.

INGOT METALS.—The market has developed a greater weakness and the outlook is very unsettled. Tin and spelter, lead and antimony are all lower in price.

COPPER.—Markets are decidedly quiet and the basis is without change at 24c per pound.

TIN.—Competitive selling has been responsible for a decline of this to 65c per pound. There is no trading excepting in small lots.

SPELTER.—This is very weak and the price has been further reduced, the quotation being around 9c per pound.

LEAD.—Further reduction of the Trust price in the United States is reflected here, the quotation being based at 8c per pound.

ANTIMONY.—In common with other ingots, the undertone is weak and selling limited. The price is 9c to 9½c per pound according to quantity.

ALUMINUM. — At the unchanged price of 40c per pound there is little trading.

BRIEFS FROM THE WEEK'S MARKETS

Fishing tackle prices show advances of from 5 to 25 per cent. in new figures just issued.

* * * *

Tennis balls show a sharp jump in new prices this week, the advance amounting to 33 1-3 per cent. over 1918 figures.

* * * *

Copper rivets and rivets with burrs have declined. Burrs alone remain unchanged.

* * * *

Sleigh bells have registered a decline of 10 per cent., and this is basis, it is understood, at which bookings for next fall are being solicited.

* * * *

Some lines of barn door hangers and track have reached lower levels this week.

* * * *

Bucksaws have gone to higher levels—one reason the small boy will advance as to why he should be freed from the nightmare of the woodpile.

* * * *

Galvanized wire, plain twist wire and barb wire are all lower. The decline amounts to about 40c per 100 pounds.

* * * *

Tin plate declined $5.00 per box this week. Terne plate is $3.00 lower.

* * * *

Prices on steel plate and heavier gauges of black sheets have undergone further revision downward in some quarters.

* * * *

Cow ties reveal an easier tendency this week but whether this will be reflected in any marked decline is still somewhat uncertain.

* * * *

Potts' irons have undergone a slight revision downward. Thumb latches are lower, too.

* * * *

Pump oilers advanced about 20 per cent. this week at Winnipeg.

* * * *

New prices have been issued this week on Stevens' rifles. Booking orders are being solicited for fall.

TORONTO MARKETS

TORONTO, Feb. 6—Lower prices have been named this week on copper rivets and burrs, tinned-roofing caps, barn door hangers and track, steel thumb latches and brass spring wire. Some revision of prices on plate and heavy black sheets is also reported. Sleigh bells show a decline of about 10 per cent. and cow ties are rather weak, though prices unchanged as yet. New prices are out on at least one line of rifles and booking orders are being solicited for fall. Tin plate has dropped $5.00 per box. Little change has been recorded in ingot metals this week.

Business, though not heavy, is considered very good. Some factors serving the building trade report increased volume for January of this year as against the same month 1918. Better inquiry is noted and the feeling is much improved during the past few days.

Copper Rivets Undergo Revision

Toronto.

COPPER RIVETS—New prices have been established on copper rivets and rivets with burrs which provide for declines from previous levels. Copper burrs are held at unchanged levels. The trade discounts on copper rivets and burrs, effective now, are:

Copper rivets with usual proportion of copper burrs, that is to say, weight of copper burrs not exceeding 1-3 of combined weight of copper rivets and copper burrs, list plus 25%.

Copper rivets with copper burrs where the burrs are more than 1-3 of the combined weight of the copper rivets and copper burrs: Copper rivets, list plus 25%; copper burrs up to 1-3 of combined weight of copper rivets and copper burrs, list plus 25%; copper burrs in excess of 1-3 of combined weight of copper rivets and copper burrs. list plus 50%.

Copper burrs only, list plus 50%.

Rifles Being Booked For Fall

Toronto.

RIFLES—Orders are being solicited for fall delivery on some lines of rifles. The basis of quotations prevailing on the Stevens line now being booked is given as follows: No. 14½, Little Scout, $5,25 each; No. 26, Crack Shot, $6.25; No. 12, Marksman, 22 cal., $7.75; No. 12, Marksman, 25 cal., $7.75; No. 17, Favorite, 22 cal., $9.25; No. 17, Favorite, 32 cal., $10.00; repeating, No. 70, LR, 22 cal., $15.75.

Barn Door Hangers, Track Easier

Toronto.

BARN DOOR HANGERS, TRACK—Quotations on barn door hangers and track have been revised in some instances to slightly lower levels. The New Milo barn door hanger is now being quoted at $10.65 per dozen and barn door track, ¼-inch at $8.50 per 100 feet.

Wrenches Revised; Chains Holding

Toronto.

WRENCHES, CHAINS—New prices have been issued this week on Carll wrenches and quotations being made to the trade are at the following levels: No. 60 x 6-inch, $13.00 per dozen; No. 100 x 10-inch, $19.50.

Booking business is being taken on various lines of chains, prices remaining at unchanged figures as shown by these discounts: Halter chains, 12½ per cent.; dog chains, 12½ per cent.; tie out chains, 37½ per cent.; cow ties, 10 per cent. The market on cow ties seems somewhat unsettled just at the moment and some revisions may be undertaken. Other lines of chains are steady. Stall fixtures, No. 1 heavy, are quoted at $2.00 per dozen and the light or Dominion fixtures at $1.40 per dozen.

Thumb Latches, Potts' Irons Down

Toronto.

THUMB LATCHES, SAD IRONS—Prices on japanned steel thumb latches have undergone a slight revision downward this week, quotations named to the trade being for the No. 2, $2.00 per dozen and No. 3, $2.70.

Mrs. Potts' irons, nickel plated, are easier, now being quoted at $2.10 per set.

Sleigh Bells Register Decline

Toronto.

SLEIGH BELLS—New prices have been issued on sleigh bells, including back bells, body bells, team bells and kindred lines which provide for a decline all around of about 10 per cent. It is understood orders are now being booked for fall delivery at this basis. The mild winter and absence of snow have curtailed sales to a large extent so whether bookings will be as large as usual is a question just at present.

Wire hat and coat hooks have advanced in price, the 3-inch coppered being quoted at $1.15 gross, and 3-inch brass plated at $1.50.

Roofing Caps Down; Spring Wire Too

Toronto.

ROOFING CAPS, SPRING WIRE—Declines are shown this week in tin roofing caps. The new price in bags being $9.00 per 100 pounds.

A similar step has been taken in brass spring wire, quotations being made on a list, plus 25 per cent. basis with the usual extras for spring.

Cotton Waste Registers Decline

Toronto.

COTTON WASTE—In line with information given out in HARDWARE AND METAL last week, prices on cotton waste have been revised downward in some quarters, the declines ranging from 1c to 2c according to grade and type. On the new basis of quoting these figures rule on white waste: XXX Extra, 19½c per pound; XX (replacing X Grand), 18¼c; XLCR, 17c; X Empire, 15½c; X Press, 14c. Colored Waste: Fancy, 15½c per pound; Lion, 14c; Standard, 12½c; Popular, 11c; Keen, 9½c; Cream polishing, 21½c per pound.

Cement Steady; Plaster of Paris Too

Toronto.

CEMENT, PLASTER OF PARIS.—No material change has been recorded in the situation on cement. Reports from dealers report a larger movement in January of this year than that recorded in the same period of 1918, and the inquiries coming to hand would indicate a fair business is in prospect. Prices have held at unchanged levels.

Plaster of Paris is in much the same position as cement. Business is small but even so, January figures are ahead of January, 1918, and the outlook is considered very satisfactory. Quotations hold without change.

Game Traps Revised Again

Toronto.

GAME TRAPS.—New prices issued last week on steel game traps have come in for further revision, the basis on which figures were arrived at being, it is indicated, the wrong one. This has resulted in a slight increase in the price of some sizes. Correct quotations are given as follows:—

Game Traps—Victor, with chain—No. 0, $1.90 per dozen; No. 1, $2.20; No. 1½, $3.30; No. 2, $4.65; No. 3, $6.50; No. 4, $7.80.

Jump, with chain.—No. 1, $2.95 per dozen; No. 1½, $4.40; No. 2, $6.45; No. 3, $8.55.

Hawley & Norton, with chain.—No. 0, $2.95 per dozen; No. 1, $3.45; No. 1½, $5.20; No. 2, $7.25; No. 3, $9.65; No. 4, $11.35.

Newhouse, with chain.—No. 0, $4.30 per dozen; No. 1, $5; No. 1½, $7.55; No. 2, $11.10; No. 3, $14.80; No. 4, $17.50; No. 81, $5.80; No. 91, $6.35.

Bear—No. 5, $10.85 each; No. 50, $7.85 each.

Tin Plates Reach Lower Levels

Toronto.

TIN PLATES.—Further declines have been recorded in tin plates this week and new prices which are being quoted to the trade are as follows: I.C., 20 x 28, $20.00 per box; IX, 20 x 28, $23.00; IXX, 20 x 28, $27.00; IXXX, 20 x 28, $31.00. The decline amounts to $5.00 per box.

Supplies are considered ample and demand only fair at the moment. Terne plates are also somewhat easier, I.C., 20 x 28, 112 sheets, being quoted at $22.00 per box, a decline of $3.00.

Nails Unchanged; Wire Inactive

Toronto.

NAILS, WIRE.—New developments are lacking this week in respect to nails. Price of cut nails holds at decline recorded last week, the base now being $5.35 per 100 pounds. Wire nails remain unchanged, too, the base of $5.50 per 100 pounds being the one generally prevailing.

Inactivity marks the position of wire with prices holding at unchanged levels. Smooth steel wire base is held at $6.25 per 100 pounds.

Wares Holding Stoves Steady

Toronto.

STOVES, WARE.—Wares remain in an unchanged position with a fair amount of business coming to hand and prices holding without any quotable change. Stove pipes and elbows are being booked for September delivery, prices being quoted at following figures: Pipe, 6-inch, $22.28 per 100 lengths; 7-inch, $23.87; elbows, 6-inch, $2.74 per dozen, 7-inch, $3.06.

Cordage Holds at Unchanged Levels

Toronto.

CORDAGE.—There have been no new developments in the market on cordage and prices rule at unchanged levels. The position of hemp is one of strength but whether this will influence prices to higher levels is still a question. Quotations named to the trade are at the following figures: Pure manila, 28½c per pound base; British manila 24c; New Zealand hemp, 24c; sisal, 25½c.

No new features have developed in respect to binder twine and prices hold at unchanged figures as shown in current market quotations.

Steady Tone to Oils, Gasoline

Toronto.

OILS, GASOLINE.—Prices on coal oil have undergone no change this week, quotations to the trade ranging from 18½c to 21½c per gallon according to grade. Lubricating oils are steady at unchanged figures.

Gasoline shows no difference either, 33c per gallon being price, which is steadily held.

Little New to Report in Bars

Toronto.

IRON AND STEEL.—There is little new or of particular interest to the trade this week as applied to bars. Business is within rather narrow channels and prices unchanged.

Common bar iron	$4 75	$5 00
Common bar steel	5 00	6 25
Refined iron	5 15	5 40
Angle base	5 25	6 50
Horseshoe iron	5 00	5 25
Tire steel	5 15	5 40
Mild steel	5 00	5 25
Norway iron	11 00	13 00
Toe caulk steel	5 90	6 15
Sleigh shoe steel	5 00	5 25
Band steel, No. 10	5 25	5 50
Do., No. 12	5 50	5 75
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 22	0 30

Corrugated Sheets Remain Steady

Toronto.

CORRUGATED SHEETS.—Steadiness marks the position of corrugated sheets and manufacturers report a fair inquiry and appear satisfied with business coming to hand. The mild weather has resulted in quite a repair business being conducted and eavetrough and conductor pipe have been somewhat more active than usual on this account. There has been no revision of prices.

Corrugated Sheets—	Per 100 sq. ft. Gal'zed	Painted
No. 28 gauge	$9 00	$7 50
No. 26 gauge	10 00	8 50
No. 24 gauge	15 00	11 25
No. 22 gauge	18 00	14 00
No. 20 gauge	21 00	17 50
No. 18 gauge	27 00	21 00

Discount, 7½ per cent.

Some Revisions in Plates; Fair Orders

Toronto.

SHEETS, PLATES.—There have been some slight revisions in the prices of plate to lower levels. Other lines of sheets remain unchanged at figures given below and jobbers report a fair amount of business coming to hand and quite an inquiry which is expected to develop into orders in due course. Stocks are very good and outlook considered satisfactory.

BLACK SHEETS -	Per 100 lbs.	
10 gauge	6 50	$6 90
12 gauge	$6 05-6 60	7 00
14 gauge	6 10	6 65
16 gauge	6 20	6 75
18-20 gauge	6 80	7 30
22-24 gauge	6 85	7 35
26 gauge	6 90	7 40
28 gauge	7 00	7 50
3-16 inch plate	6 25	6 75
¼-inch boiler plate	6 00	6 50

Prices shown are for full cases. An evtra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—		
10¾ oz.	$8 50	$9 00
U.S. 28	8 20	8 75
U.S. 26	7 90	8 45
22 and 24	7 75	8 30
18 and 20	7 60	8 30
16	7 45	8 00
12 and 14	7 35	7 90

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Wrought Pipe Holds; Tubes Steady

Toronto.

WROUGHT PIPE, BOILER TUBES.—There has been no change recorded in wrought pipe this week, prices to the trade being at figures shown in current market quotations. There is some business passing and outlook is improving for stock.

Boiler tubes are steady at quotations appearing herewith. Orders are coming along in fair volume and outlook healthy.

BOILER TUBES—	Per 100 feet Seamless	Lapweld
1 inch	$32 00	$.....
1¼ inch	36 00	.....
1½ inch	39 00	32 00
1¾ inch	39 00	32 00
2 inch	45 00	32 00
2¼ inch	48 00	34 00
2½ inch	50 00	40 50
3 inch	58 00	45 00
3¼ inch	.....	52 00
3½ inch	70 00	54 00
4 inch	80 00	67 00

Lead Products, Solder Unchanged

Toronto.

LEAD AND ZINC PRODUCTS.—An unchanged list is shown in lead products this week and solder is holding at figures named last week. Manufacturers report a surprising amount of business going through and are well satisfied with the outlook. The range of prices follows:

Lead pipe, lb.	....	$0 13
Lead waste pipe, lb.	....	0 14
Lead traps and bends	....	Net list
Lead wool, lb.	..	0 14
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb.	0 11	0 12½

Cut sheets ½ to ¾c lb. extra and cut sheets to size, 1c lb. extra.

Solder, guaranteed, lb.	$0 38	$0 40
Solder, strictly, lb.	0 34	0 37½
Solder, commercial, lb.	0 31	0 33¾
Solder, wiping, lb.	0 30	0 31
Solder, wire, lb.	....	0 45½
Zinc sheets, per lb	0 16	0 20

Scrap Metals Dull; Rubber May Advance

Toronto.

OLD MATERIALS.—The scrap metal market remains dull. In fact, "stagnant" is a better word. There are no deals put through, and the chances are that the claims made by the dealers that they are losing money on present operations are quite correct. Dealers are not anxious to buy even at the present battered down list. They fear further drops in prices, and do not care to get caught in a declining market, especially when there is no urgency in the situation to force them to buy.

A number of dealers in the country that have scrap rubber have inquired for a quotation. The same question is also of interest to garage men, where old tires very often accumulate. The present price for this material is 8¾ cents per pound. This is low, and the chances are that it will reach a higher level before so very long. In fact it would not cause any surprise to see this going to 8c. It would be much better for a person to hold this material for a while, as some of the mills are known to be short of raw stock, and the move toward a better price may be made almost any time now.

Toronto.

Dealers' Buying Prices	
Tea lead, lb.	0 08½
Heavy lead pipe	0 05
Yellow brass	0 08
Red brass	0 10
Light brass	0 06
Heavy zinc	0 05
Heavy copper	0 15
Stove plate, per ton	14 00
Old cast iron, per ton	18 00
Overshoes, trimmed Arctics	0 06

Auto tires	0 04	....
Bicycle tires	0 02½	....
	Per gross	ton.
No. 1 railroad wrought	.....	$15 00
No. 2 railroad wrought	.....	8 00
Pipes and flues	.....	8 00
No. 1 bushelling	.....	11 00
No. 2 bushelling	.....	7 50
Country mixed scrap	.....	10 50

Tin is Active; Prices Holding

Toronto.

INGOT METALS.—Somewhat more activity is noticeable in tin and stocks are considered light. Stocks of spelter are small, too, while lead is in plentiful supply. There seems to be a better feeling in the trade as a whole, though trading is still restricted.

COPPER.—The ample supplies of scrap available are retarding the sales of metal to a great extent with the result there is little moving in regular way. Prices range around 25c to 28c per pound.

TIN.—There is a very lively demand reported in tin with stocks considered pretty light. There has been little tin arriving, and hence no accumulation of supplies around. Prices range from 65c to 70c per pound.

SPELTER.—Stocks are considered light, but the trading is by no means heavy. Price held at unchanged figure of 9c per pound.

LEAD.—There is lots of lead, but not lots of business in the metal, although manufacturers using lead are reporting active operation of their plants. The price rules around 6¾c to 7c per pound.

ALUMINUM.—Activity is not yet reported in this metal, and quotations nominally range around 50c per pound.

ANTIMONY.—Unchanged is the sign hanging up on this metal this week. Price is 8½c per pound, with only limited trading in progress.

LONDON MARKETS

LONDON, Ont., Feb. 6.—Several important price changes have been noted this week, and many of these provide for advances over previous figures. Among the lines which have been revised to higher levels are buck saws, lunch kits, pine tar, and spring balances. New prices are now available on game traps and lamp burners, the decline in each of which was mentioned in last week's issue. Lower prices have been named on copper rivets, and the price of cross-cut saws has been advanced.

Business here is considered very good, although merchants generally are buying only for their immediate requirements. Delivery of spring goods is being made, such lines as paints, screen wire cloth, poultry netting, lawn mowers, oil stoves, harvest tools, screen doors and windows, which take forward dating, now being accepted. The outlook is considered very good.

New Prices on Lamp Burners; Lower

London, Ont.

LAMP BURNERS—Mention was made last week of the decline in the price of lamp burners, but at that time the new quotations were not available. These have now been issued to the trade, and the prices which are now being quoted are as follows: Banner No. 0, $1.40 per dozen; No. A, $1.40; No. B, $1.75; No. D, $3.45; Ontario No. A, 85c per dozen; No. B, $1.10; Lantern burners No. 2, $1.90 per dozen.

Lunch Kits Up; Spring Balances Too

London, Ont.

LUNCH KITS, SPRING BALANCE.—New prices issued this week on the Universal Lunch Kits provide for a higher basis of quoting than those formerly in effect. Figures which have been established are for the No. 310, Black Enamel, $3.75 each; No. 410 Gray Enamel, $4.00 each.

Sportsman spring balances have also been revised to higher levels and are now selling at the new price for the No. 002 of $6.40 per dozen.

Buck Saws Move Upward

London, Ont.

BUCK SAWS—A revised price has been issued this week on at least one line of buck saws and buck saw blades which show that these have reached higher levels. On the new basis the Prince Rupert buck saw is quoted at $15.30 per dozen, and the Prince Rupert buck saw blades at $9.35 per dozen.

Game Trap Prices Announced; Lower

London, Ont.

GAME TRAPS—Prices have been announced on game traps and these show a decline of about 15 per cent. as noted in last week's issue. The new scale of quotations which has been arranged is given as follows: Victor, with chains, No. 0, $1.90 per dozen; No. 1, $2.20; No. 1½, $3.30; No. 2, $4.65; No. 3, $6.50; No. 4, $7.80; Jump, with chain, No. 0, $2.50 per dozen; No. 1, $2.95; No. 1½, $4.40; No. 2, $6.45; No. 3, $8.55; Hawley and Norton, with chain, No. 0, $2.95 per dozen; No. 1, $3.45; No. 1½, $5.20; No. 2, $7.25; No. 3, $9.65; No. 4, $11.35; Newhouse, with chain, No. 0, $4.30 per dozen; No. 1, $5.00; No. 1½, $7.55; No. 2, $11.10; No. 3, $14.80; No. 4, $17.50.

Lower Levels on Copper Rivets

London, Ont.

COPPER RIVETS—Lower prices have been named on copper rivets during the week. The basis now established on the copper rivets being to add 25 per cent. to the list and assorted with the usual proportion of copper burrs, add 25 per cent. to list. Copper burrs are unchanged, the price being arrived at by adding 50 per cent. to list.

Saw Sets Move Upward; Nails Hold

London, Ont.

SAW SETS, NAILS—An advance has been made in the Lincoln Cross Cut Saw Sets, and the quotations which are now being named to the trade are at $10.00 per dozen.

There has been no new developments in regard to nails. Cut nails are selling at the new basis established last week of $5.35 per 100 pounds, and wire nails are unchanged at the basis of $5.50 per 100 pounds.

Coaster Wagons Moving Well

London, Ont.

WAGONS—There is still a remarkable sale for Coaster Wagons, and this has continued practically all winter due to the absence of any material quantity of snow. There has been no change in the prices which are named to the trade. The following figures are the ones still in effect on the Auto Wheel Coaster, No. 00, $22.80 per dozen; No. 01, $45.04; No. 1, $54.34; No. 2, $60.06; No. 3, $66.50; No. 4, $75.79.

Pine Tar Moves Higher; Coal Tar

London, Ont.

PINE TAR, COAL TAR—Higher prices have been named on pine tar this week in the small tins. The new quotations on half pint size are $1.20 per dozen and on the one pint size $1.75 per dozen.

Coal Tar in one quart cans is quoted at $1.80 per dozen.

White Lead in Oil, Putty, Glass Hold

London, Ont.

WHITE LEAD IN OIL, PUTTY, GLASS.—There have been no new developments recorded in regard to White Lead in Oil, the decline which took place a couple of weeks ago carrying the trade through the present week with quotations on the pure at $16.30 per 100 pounds in ton lots and $16.65 in less than ton lots.

Putty rules without material change. Business is dull and prices holding at

following prices: Standard, 100 lb. drum, $6.75 per 100 lbs.; 25 lb., $7.00; Pure, 100 lbs., $8.75; 25 lbs., $9.00.

The discount on window glass shows no revision, double and single diamond in full boxes being quoted at 25 per cent. from list and cut lights 10 per cent.

Linseed Oil Holds; Turpentine Down

London, Ont.

LINSEED OIL, TURPENTINE—The grain market seems to have steadied down to some extent, at least it does not seem to want to get below figures which ranged a week ago. In the interval there have been substantial advances and also declines. It is still a little uncertain to gauge just which way the market will finally turn, but in the meantime the price of linseed oil holds at figures established last week. Quotations on linseed oil appear below.

The price of turpentine has been revised. The present basis provides for a decline of 2c per gallon. The market in the South seems to have eased away slightly owing to the lack of buying on export account, but in the last day or two has shown a firmer trend. Quotations on turpentine locally appear below.

	Raw	Boiled
	Per gallon	
1 to 2 barrels	$1 52	$1 55
3 to 5 barrels	1 51	1 54
6 to 9 barrels	1 49	1 52

Less barrels add 10 cents gal.

—TURPENTINE

	Gallon
1 barrel lots	$1 10
2 to 4 barrels	1 09
5 gal. lots	1 20

WINNIPEG MARKETS

WINNIPEG, Feb. 6.—Price changes during the past week again record both advances and declines in the various lines. The following articles have been affected: chalk lines, masons' lines, pump oilers, fishing tackle and tennis balls, all showing advances, while gasoline faucets, packing tire tape, white lead in oil, and steel hoops register declines. Few lines of heavy goods show any fluctuations, markets in general holding quite steady.

Business is reported as very brisk, spring cars are beginning to move, and the usual spring rush is anticipated.

Chalk, Masons' Lines Go Higher

Winnipeg.

CHALK, MASONS' LINES.—Chalk and masons' lines undergo a further revision during the week, advancing from 5 to 7½ per cent., based on latest manufacturers' prices. To-day's selling prices are as follows: Chalk lines: No. 18, $4.30; No. 21, $4.80; No. 24, $5.40; No. 30, $6 per gross; masons' lines: 100 ft. white, $2; yellow, $2.25 per dozen.

Lock Faucets Down; Asbestos Packing Too

Winnipeg.

LOCK FAUCETS, ASBESTOS PACKING.—Gasoline lock faucets No. 1094 x ¾ inch, show a slight reduction in price, and are now selling at $15 per dozen. New prices have just been announced on asbestos wick packing and wire inserted packing, both lines showing a drop of 5c per pound, making to-day's resale $1.05 per pound.

Pump Oilers Up 15 to 20 Per Cent.

Winnipeg.

PUMP OILERS.—Prices on Howland oilers, which have remained firm for the past year, show a heavy advance on new stocks just purchased, advancing from 15 to 20 per cent. To-day's markets are given herewith: Howland oilers: No. 320, $8.10; No. 321, $9.75; No. 323, $12.80; No. 325, $14.60 per dozen.

Steel Hoops Show Decline

Winnipeg.

STEEL HOOPS.—New prices have been issued during the week covering steel hoops. These show a slight decline. Prices now in effect are given as follows: ½ inch, $8.35; ⅝ inch, $8; ¾ inch, $7.40; ⅞ inch, $7.10; 1 inch, $7; 1¼ inch, $6.90; 1½ inch, $6.80; 1¾ inch, $6.80; 2 inch, $6.60; 2½ inch, $6.60; 3 inch, $6.60 per 100 pounds.

Trolling Baits, Lines Up 5 to 25%

Winnipeg.

TROLLING BAITS, LINES.—New prices for this season have just been issued on fishing tackle. Prices in general move to higher levels varying from 5 to 25 per cent. according to items affected. Prices on a few of the items are given herewith:

Baits—Trolling, No. 110—1 to 4½, $1.50; 5 to 6, $2; 7 to 8, $2.50 dozen.

Black Bass—No. 116, 3, $2.50; 4, $2.50; 5, $3.20 dozen.

Hammered Oval, No. 228—2, $2; 3 to 4, $2.50; 5 to 6, $3; 7, $4.25 dozen.

Kidney, No. 619—1 to 4, $1.50; 5 to 6, $2 dozen.

Montreal, No. 636—2, $2; 3 to 4, $2.40; 5 to 6, $3; 7 to 8, $4.25 dozen.

Cobourg, No. 1376—2, $2; 3 to 4, $2.40; 5 to 6, $3; 7 to 8, $4.25 dozen.

Phantom Minnows—No. 1005, all sizes, $6 dozen.

Devon Minnows, No. 1581—0 to 1, $6.80; 2, $7.45; 3, $8; 4, $8.65; 5, $9.10 dozen.

Baits, Trolling on Cards—No. H, $1.30 card.

Lines, S.I.C., 84 ft.—4, $1.80; 3, $2.40; 2, $3; 1, $3.75; 1/0, $4.25; 2/0, $6 dozen.

Decline of 2c in Tire Tape

Winnipeg.

TIRE TAPE.—Prices on tire tape show a reduction during the week amounting to approximately 2c per pound below former quotations. To-day's resale prices are as follows: 1 oz. rolls, 70c per pound; 2 oz. rolls, 66c per pound; 8 oz. rolls, 61c per pound.

Tennis Balls in Sharp Advance

Winnipeg.

TENNIS BALLS.—New price for the coming season has also been issued on tennis balls and shows a heavy advance over last year's price. The figure last year was $5.40, while to-day's price is $7.20 per dozen on both Slazengers' and Ayres' balls.

White Lead in Oil Registers Decline

London, Ont.

WHITE LEAD IN OIL.—White lead in oil prices show a sharp decline during the week, after holding firm for the past six months. New prices are $1.50 per 100 pounds below former market prices. To-day's ruling quotations are given herewith: Decorators' pure, 5-ton lots, $16.40 per 100 pounds; 1-ton lots, $16.90; less, $17.25. Decorators' Special, 5-ton lots, $15.40; 1-ton lots, $15.90; less, $16.25.

Linseed Oil Holds; Turpentine Steady

Winnipeg.

LINSEED OIL, TURPENTINE.—Linseed oil prices show no change during the week holding firm at $1.80 for raw and $1.83 per gallon for boiled, in single barrel lots, with only a limited demand reported. The demand for turpentine is also reported to be light, while stocks are ample to meet all demands. Prices now ruling are as follows: Barrels, $1.30 gallon; ½ barrels, $1.33; 5-gal. lots, $1.35 gal.; 1 gal. lots, $1.35 gal., plus the usual extras for containers.

PITTSBURG MARKETS

PITTSBURGH, Pa., Feb. 6.—Only a slight improvement in current bookings is reported by the steel mills, and no substantial change in the rate of buying is now expected before early spring. Last December there were some predictions that conditions in the iron and steel industry would become more active after the turn of the year, but these predictions did not carry much weight with those who study the precedents in the industry, for it is noteworthy that when business in iron and steel improves it is almost invariably in the spring, not at the turn of the year. Accordingly not much disappointment

was caused by business failing to improve materially after what was called "the holiday dullness." That dullness usually occurs in an active market but if it is to be followed immediately by activity it must have been preceded by activity.

The rate of buying in finished steel products represents probably less than one-third the productive capacity. As the mills are actually operating at 60 to 70 per cent. of capacity, on an average, it is evident that the major portion of the shipments being made is against old orders. As a rule these old orders will not last much longer, and a decreasing rate of production during February, if not through March also, is expected even though buying from week to week may increase somewhat. It is more likely than not that steel production will drop below 50 per cent. of capacity. However, it must be remembered that even a 50 per cent. operation represents a very heavy tonnage as compared with outputs in the past, since capacity has increased by 40 per cent. during the war alone. A 50 per cent. operation would mean more tonnage produced than in 1906, when the industry was extremely active and the existing capacity was strained to the utmost to take care of demand, which was heavy from all quarters.

Prices Firm

Prices are firmly maintained for pig iron, unfinished steel and the regular finished steel products. This price maintenance is regarded as perfectly natural in the circumstances, and not as remarkable in any sense. There is no incentive to producers to cut prices as there is no business in sight that could be booked at a cut price and could not be booked at current quotations. Those who do buy are buying only to supply known requirements that cannot profitably be postponed, and price is hardly an object at all. The buyers pass the material along very promptly, either as jobbers to retail buyers or as manufacturers to distributors of their various wares. Purchases are only for very early delivery, generally in from two to four weeks.

Producers know quite well that when prices are so high any cutting would likely precipitate a decline, probably a very extensive one, and the game would not be worth the powder. There are certain commodities which normally fluctuate more than do the regular finished steel products, and their behaviour at this time furnishes a good illustration of the principle that when prices once start declining they go quite a distance. Iron bars are an excellent illustration. Under Government control they were set at 3.50c. Chicago and Pittsburgh adopted this price as f.o.b. their respective mills, while eastern Pennsylvania mills held that this meant 3.50c f.o.b. Pittsburgh, and added freight to destination, which made 3.745c, delivered Philadelphia.

When in December the steel mills made certain precise reductions in steel products, the iron mills did not reduce. Then the Chicago mills made a reduction in the curious form of taking 2.90c Pittsburgh, as their new quotation, which meant 3.17c delivered, Chicago. It would have been easy to adhere to this price if the Chicago mills had confined their sales to nearby territory, but when they sold towards the east they were shipping "against their freight," and thus received less f.o.b. mill than if they shipped locally or westward.

Some mills actually sold in Boston at 2.90c, Pittsburgh, making the delivered price 3.20c, but this was equal to only 2.66c mill, whereas at 2.90c Pittsburgh delivery to Chicago would be 3.17c, with just a little freight deducted to get the f.o.b. mill price. The next step was naturally to sell at 2.66c or thereabouts for local delivery, which resulted in 2.70c, delivered Chicago, being done, or far below the original cut price adopted, 3.17c. The Pittsburgh and eastern Pennsylvania mills refuse to cut prices and therefore are quoting, nominally, prices that are roughly $15 to $20 a ton above the Chicago mills. Should they undertake to meet the Chicago mill quotations there would be more widespread competition.

Scrap is another illustration. Heavy melting steel scrap was so scarce, that mills paid the full Government limit of $29, delivered, and in the case of Pittsbough mills paid also the 3½ per cent. commission allowed, making the cost about $30. Now scrap is going begging at $17, delivered Pittsburgh, having slumped and slumped, and still there is no demand.

Decline in Coke

Connellsville coke is the latest illustration. It was $6.00 for furnace, under Government control, but as soon as it was announced, about January 17, that Government control would cease at the end of the month, it began to decline. Some leading operators endeavored to hold the price at $5.50, but the decline hardly halted an instant at that figure, and there have been many offerings in the past few days of good grades of furnace coke at $5.00. A similar effort was made to hold foundry coke at $6.5[illegible], the Government limit having been $7.00, but there is foundry coke of at least fair grade available at $6.00.

These things are well understood, and the steel producers want it that when circumstances require a decline there will be a definite and precise one to some new level to which they can adhere. There is an idea quite prevalent that about April 1 some reductions along this line will occur, probably with the United States Steel Corporation taking the initiative.

Wages

The iron and steel industry has no intention of making any move whatever towards reducing its wage rates, at least for some time to come, say not before the middle of the year. The producers believe that wages in general should come down, but they feel that the cost of living should come down first. Moreover, they are not more concerned, if as much, in their own wage rates as in rates paid outside the industry. They would like to see their customers who fabricate or consume steel, not so much burdened with high wage rates, as that interferes with the consumption of iron and steel. Then, too, the industry buys materials which are high priced on account of high wage rates, and it pays much higher freight rates than formerly, the freight advances having been caused chiefly by advancing wages on the railroads. Thus while the cost of producing finished steel is high by reason of high wages it is not simply because the steel producers themselves are paying high wages.



Veneer Chair Seats

D. K. Clarke, 228 Ottawa St., Hamilton.—Where can we procure veneer chair seats?

Chair seats are made by the Canadian Veneering Co., Inc., Acton Vale, Que. This line being distributed by Richardson & Bureau, 55 St. Francois Xavier St., Montreal. J. E. Beauchamp & Co., Montreal, also deal in veneer chair seats.—Editor.

Motor Boat Engines

Barton & Fisher, Port Arthur, Ont.—We have an inquiry for an engine for a motor boat, Smillie engine preferred. Please give names of firms and any other information.

The list herewith of marine engine manufacturers includes the principal manufacturers and distributors throughout Canada and the United States. As far as we can learn, the Smillie engine is not being made at the present time: Canadian Fairbanks-Morse Co., Ltd., Toronto; Adams Engine Co., Penetanguisheine, Ont.; A. R. Williams Machinery Co., Toronto; Canadian Sirocco Co., Windsor, Ont.; Midland Engine Works Co., Midland, Ont.; Gilson Mfg. Co., Ltd., Guelph, Ont.; Hamilton Motor Works, Hamilton, Can.; St. Lawrence Engine Co., Brockville, Ont.; The Smart-Turner Machine Co., Ltd., Hamilton, Can.; Buffalo Gasoline Motor Co., Buffalo, N.Y.; Sterling Engine Co., Buffalo, N.Y.; Ferro Machinery & Foundry Co., Cleveland, Ohio; Gray Motor Co., Detroit, Mich.; Evinrude Motor Co., Milwaukee, Wis.; Loew-Victor Engine Co., Chicago, Ill.; Kermath Manufacturing Co., Detroit, Mich; Northwestern Motor Co., Eau Claire, Wisconsin; S. M. Jones Co., Toledo, Ohio; Palmer Bros., Coscold, Conn.; Winton Engine Works, Cleveland, Ohio; The Frisbie Motor Co., Middletown, Conn.; Peerless Marine Motor Co., Buffalo, N.Y.; The Standard Co., Torrington, Conn.; The Automatic Machine Co., Bridgeport, Conn.; S-R Manufacturing Co., Schnectady, N.Y.; Universal

Continued on page 70



Prepare Samples for Spring Business

Dealer Tells How He Discovered One of the Best Paint-Selling Stunts He Ever Used —Shiny Samples Do Not Always Carry Strongest Appeal to the Country Trade

IT was a farmer who put me on to one of the best paint selling stunts I have ever used.

I was out in the back of the store one day, trying out some barn paint when one of our farm customers strolled up. He watched me for a few minutes, and naturally directed a few questions and observations my way about paint.

He wandered off, but presently returned with a rough piece of hemlock.

"Let's handle that brush a minute or two," he requested. I handed over the brush, and he applied some of the paint on his board; he held it up for inspection critically.

"Now that's the kind of sample that gets me interested," he remarked. "It makes me see exactly how it's going to look on the boards my barn is made of. Besides," he added, "I've had a chance to get a feel of the stuff, and it don't look to me as though it would take an awful sight of work to do my barn."

Made a Good Sale

A few more questions about covering capacity and prices resulted in a good-sized sale of barn paint. The farmer, I know, had no intention of buying paint when he wandered up to where I was working. He had come to town to buy wire fencing and the family's weekly grocery supply.

The transaction set up a line of thought I couldn't get away from.

Had I been left to deal with him over the counter in the usual fashion, I was certain I never could have sold that paint with the shiny samples provided by the manufacturer. They would not appeal to him. When he saw the paint on a surface he knew, and which was exactly like the surface of his barn, it aroused an interest that any amount of fancy finished samples could not do.

Over Their Heads

It struck me that perhaps the highly finished samples of the manufacturer were shooting away over the heads of the common run of folks. Why not make up our own samples on plain every-day surfaces that would hit our trade around the breast pocket or in whatever pocket they carried their cash. I soon found that it was simplicity and not complexity that brought paint sales. Just as the kind of cooking that mother makes whets a keener appetite so I figured that the simple samples that we plain chaps in the store could make might arouse greater interest in paints.

The spring painting season was coming on, and I thought it was worth trying out.

My first idea was to arrange a window display of our paints on exactly the same kinds of surfaces that our trade had about them, and in which they would be more interested than the smooth specially prepared samples of the manufacturer.

I went to the local lumber yard, and obtained a number of different kinds of lumber and siding, such as were most commonly used in our locality.

At the back of the window we built up a small section of clapboard siding which was painted carefully with our best selling color in our first grade house paint. On this was hung a small white card, which read as follows: **"This is the way your home will look with our ——— brand of paint. We supplied it ourselves out of our regular stock."**

Showed Barn Paint

Taking a tip from our farmer friend, I placed a section of four rough hemlock boards, five feet high at one side of the window. This was painted with red barn paint. A card similar to that placed over the clapboard section was hung on this section, drawing attention to our barn paint.

At the other side of the window, a section of wall board, made to represent the wall of a room and decorated with flat wall paint, was erected. A similar card was hung on this section also.

On the floor of the window, we placed two sections of flooring, one of tongue and grooved pine, the other of hardwood. The first was finished with our floor paint, the other with our favorite floor varnish. On these also we placed cards, drawing attention to our own work with our own stock in trade.

Between the two sections of flooring was placed a larger display card, reading as follows:—

"THESE SAMPLES ALL FINISHED FROM OUR REGULAR STOCK BY OURSELVES

What we can do, you can do, with our Paints and Varnishes. Come in, and let us tell you how
We did it,
and
How you can do it too."

Continued on page 64.



When Asked for a Wall Finish—

are you sure that the one you sell will do credit to your store?

There should be no element of doubt in your mind if you have a reliable **Paint Agency** with a line of first-class Paints to back you up.

Moore's Muresco Wall Finish

is an ideal wall decorative medium. It's easy to apply—will retain its new appearance for an unusual length of time, and is absolutely sanitary. Your customers will be pleased with the soft, velvety tones so easily to be had with Muresco.

A wall finish that gives wonderful results both to the customer and to the dealer seeking additional profits. All that and more you will find in **Muresco.**

Write us to-day for particulars regarding our agency proposition. It's a good one, and well worthy a place upon your programme of future planning for the coming year.

BENJAMIN MOORE & CO., LIMITED

WEST TORONTO :-: ONTARIO

The results were, to say the least, more surprising than I had anticipated, and revealed valuable lessons in the way of interesting human nature with paint displays. In fact, I was led to look upon ways and means of selling paint from several new angles.

Appeals to Farmers

We kept our manufacturers' display cards and samples for use in selling over the counter in the usual way, but here was where the farmers' viewpoint and the point that appealed to them revealed itself as a common trait in every class of those who became interested in the display.

In the majority of cases we found our customers would wander away from the manufacturers' samples to the home-made samples in the window. They wanted to get their fingers in those samples, and their eyes close up to them. These held an interest that came closer home to the paint buyer because he could see more readily what our paint and varnish would look like on his own property. We found also that the samples brought out a greater volume of enquiries about paint. "Exactly how did you do it?" and other similar questions came to the surface, where the manufacturers' samples usually develop an attitude of "Yes, they look very nice, but, of course, it won't look like that when I put it on."

It was found that our own samples developed ten questions and enquiries to one that the stereotyped display rack of colors brought forward.

Extra Effort Paid

I soon found that our extra effort more than paid for itself in the paint sales. I also realized that I had found a solution to the getting at the human interest side of engaging attention in our paints and varnishes. By adopting a simple homely method which anyone could comprehend and visualizing as clearly as possible his own property surface I was able to get the attention and interest not only of the man who had thoughts of painting or the man whose property needed paint, but also of him whose attention had not been turned in that direction

The fact that we ourselves, men whom our customers actually knew in the flesh, had done the work, made a strong appeal to many. Our window cards, stating that "What we can do, you can do" had a human appeal that we had scarcely realized the value of when we arranged it.

The fact that we as individuals, on practically the same plane of life as our customers, could obtain such results put up no serious barriers in the mind of the prospective buyer about accomplishing the same for himself. The highly finished manufacturers' samples, consciously or unconsciously, raise in the mind of the paint buyer visions of highly trained experts who make such work a specialty. They lack the common everyday appeal for service to the average wielder of the brush.

Other Opportunities

This personal effort also raised us to the position of near experts in what the plain man wanted. Because it was our own work, it opened up opportunities for us to advise our customers how to use paints and varnishes, and to caution them on what not to do.

I never realized before how much power rests in the hands of the retailer in directing sales of paints and varnishes so that they could become of greater service to the purchaser. In fact, he has a distinct advantage, in his personal contact, over the manufacturer, with all his elaborate organizations for marketing his product.

Our home-made samples had opened up avenues of personal contact with our trade, which we actually realized on, in increased paint and varnish business.

It was such a good idea that I felt that it should be extended.

Clinches the Sale

Did you ever watch a dry goods clerk selling cloth to the women? The moment he gets a line on what is wanted he throws several bolts down on the counter and commences to unfold them. Immediately the customer's hand shoots out, takes hold of it, rubs it, smells it, stretches it out, and otherwise makes herself familiar with the goods. The clerk has begun to silently clinch his sale in this way. Mighty little selling would be done if he left those bolts on the shelves and attempted to close his sales with little two-by-four samples.

I found this same trait exhibited on our own samples. People seemed never satisfied until they got their hands on them, felt the surface, rubbed it up and down, and otherwise made themselves familiar with it. Somehow or other manufacturers' samples do not invite this familiarity, though I have often felt that if we could open up our cans of paint and let them stick a finger in it, they would be more pleased and satisfied with their purchase.

But it appeared we were playing as close as we could to this human trait and I sat down to figure out how we could make it a permanent feature in the paint department.

Were Kept Handy

The window samples were not thrown into the limbo of other displays. We made room for them in the department, and added to their number as rapidly as time would permit. Nor were they fastened against the wall. We kept them handy, so that we could trot them out on to the counter.

We found that in this way the customer was better able to get intimate with his intended purchase. The more intimacy we could promote not only led to quicker and easier sales, but to sales of larger volume as well. The intending purchaser was led to a greater interest in proper methods of use and application. The man or woman who held no previous thoughts of painting was more easily drawn to a sense of necessity of paint, and the home-made samples set his thoughts on the run to buying desire.

The manufacturers' samples were kept for display purposes, but they rapidly took second place as a selling help in our department.

"The Lord helps those who help themselves" was exemplified in this effort on our own behalf. The paint dealer who is genuinely interested in advancing his sales holds a majority of the trump cards over the manufacturer in his first-hand contact with the local trade.

Homely Touch Counts

It is not my intention to belittle the selling helps furnished by paint makers. Heaven knows they have attempted enough devices to assist the dealer, but the one thing they lack is the personal homely touch which only the individual dealer can put into his own store.

This suggestion will, perhaps, have no appeal or significance to the man who has no time to help himself.

But the man who wants to climb out of the rut, and give himself a boost will undoubtedly find in this suggestion a means of breaking into new selling channels.

As for myself, the idea paid and paid handsomely and I am going to develop it until I hit upon a better one; but the absolute simplicity of this method will be hard to replace, and I believe that simplicity has been the key-note of its success.

CONCRETE OIL TANKS

Storing oil in concrete tanks is a new departure in England, says the New York "Evening Post." A tank with a capacity of about ten gallons was recently made with a chemically treated concrete aggregate, and after being allowed to "weather" for seven days after moulding was filled with paraffin oil. Thus filled it was placed in a shed, where it remained for fifteen weeks; at the end of this period it was carefully examined. With the exception of evaporation, no loss had taken place; there was no sign of leakage, and the outside walls of the tank were free from the smell of its contents. Upon removal from the spot on which it had been standing no trace of paraffin could be detected, nor had the under side of the tank acquired any smell. This is probably the most severe test that could be applied to any container.

AMERICAN IRON AND STEEL INSTITUTE

Directors of the American Iron and Steel Institute have decided to hold the regular meeting of the Institute in New York City in May. Arrangements for the meeting will be in charge of a committee including James A. Farrell, Jas. A. Burden, E. A. S. Clarke, Charles M. Schwab and John A Topping.

SALES!

Have You Planned for Increased Sales

IN YOUR

Paint and Varnish Department?

Should your plans not be complete it will pay you well to investigate "The Elastica Line." This line comprises a paint or varnish product for every conceivable purpose, each one made up to the high standard of quality that has always been maintained on goods bearing the famous trade name

TRADE ELASTICA MARK.

Besides the assurance of superior quality maintained in all our "Elastica Products," our plans are most complete for a publicity campaign that will be far-reaching—one that will make Sales and increase the business of any merchant who stocks "Elastica Products." Let us talk the matter over with you. Our proposition is interesting.

The time to investigate is NOW.

Write us at once.

INTERNATIONAL VARNISH CO. LIMITED.

VANCOUVER MONTREAL TORONTO HALIFAX WINNIPEG

How to Check Up Net Earnings of Your Paint Department

DO you know the net earnings of your paint department? It is a simple matter to know where you stand and it is most important to promptly check anything that is eating holes in profits. It is handy to know also for your business returns in figuring out income tax and so on.

The very first thing to do is to subtract total expenses and cost of goods sold from total sales. The result will be the net profits from sales. You must add to this miscellaneous revenues and discounts realized. The result from this is the net earnings of your business.

Now the above is a very simple affair and can be concluded quickly and accurately *providing* proper records have been kept throughout the year. There are certain rules which must be followed, for instance, you must know exactly the cost of your goods every year, a careful inventory must be taken and an accurate record of all your purchases of every description must be maintained. To this add the cost price of your paint and varnish stock after inventory, we will say January 1, 1918, the purchase price of goods bought during the twelve months which followed and deduct the cost price of stock as you have it inventoried January 1, 1919. The result of this must be the cost of goods sold during that year.

Now, in order to reach a figure representing total sales for 1918, all you have to do is to consult the daily result of cash and charge slips. Next you want to find out your total expenses, and here are important items to include, wages, salaries —and do not forget to include in this the sum drawn by the proprietor or owner of the business. Include also rent, heat and light, supplies, delivery and express expenses, cost of your advertising, insurance, taxes, fixtures and equipment, interest paid, bad accounts actually charged off, depreciation on stock and general expenses.

Do not overlook this item of depreciation, for it represents a very vital part of your expenses. There is many a paint and varnish retailer who fools himself into the idea that his business is paying a much higher rate of profit than it actually does. Stock and fixtures and general equipment will depreciate, and it is very legitimate expense, quite as much so as salaries paid to your help. Do not forget to include this when you are figuring up your cost of doing business.

Bad accounts are another item which must be charged off on the books as soon as you have given up all reasonable hope of collection. List these bad accounts as items of expense.

You will see by the above that the problem of figuring the net earnings of your business is primarily a matter of keeping very simple records. You cannot steer safely without a rudder, and you cannot reach the harbor of sure profits unless your business is guided by accredited merchandising methods.

The practice of all of the above is distinctly to your advantage. There are many paint and varnish retailers who have kept good records recently because it was necessary to make out a tax statement, and they have been surprised at the leaks from their old systems which have been shown up by the installing of the new. Of course these records which have been kept during the last year were perhaps prompted by a duty to the Government, but, after all, you should have a selfish reason, we might say, because increased profits will result from managing your business on facts and not guesswork, and this is one thing which war tax legislation has done for many a business man. It has forced or inspired him to sound accounting principles, and he has reaped a great reward therefrom.

Says Demand For Glass Will Improve Every Day During 1919

Export Business, Added to the Home Needs, Will Take Whole Production, in Opinion of Pittsburgh Firm

Conditions in the window glass trade point to a big demand this year according to the following letter issued to the trade by the Johnston Brokerage Co. of Pittsburgh. The letter says:

To the Trade:—

After almost sixty days of negotiations the wage scale regulating pay of skilled workmen was concluded. Sensible working periods were adopted and the conservative production arranged last fall with the War Industries Board was allowed to remain in force.

Affairs relating to window glass have worked out admirably. This includes time of resumption, quantity to be produced and operating periods. To begin with, it is estimated the production of all plants, hand and machine, will be from 6,000,000 to 6,500,000 50-feet boxes. During the blast of 1917-1918 the season's total output was about 6,300,000 50-feet boxes while manufacturers' sales were about 700,000 boxes in excess of the production. Certainly a very strong and healthy condition.

Delayed 60 Days

This year the fixed and natural time for starting up was December 8th, 1918, but for good reasons the general start applying to hand plants and to many machine factories was delayed 60 days, or until February 8th, 1919. This idleness during a dull period was fortunate and helpful. It gave every interest time to analyze the situation and recover from the shock and surprise of the sudden termination of the war. Upon considering the problems of readjustment and reconstruction, glass was purchased in limited quantities. In many cases the suppression of buying was unnatural, but the placing of needed orders was held up waiting for something to happen. December was one of the most inactive months ever known in window glass circles, but since the new year there has been a marked improvement. There is scarcely a jobbing house or sash firm that is not buying one or more cars and they want the glass quickly.

Expect Improvement

In our opinion the demand will improve every day during 1919. There never was a chance of lower prices for the current year, for the reason that factories had completed their purchases of materials on the old basis and in two-thirds of the plants these materials were stored ready for use. Fuel is higher, transportation unchanged and as yet no relief in the way of increased labor or reduced wages. The skilled workers secured an increase of ten per cent., largely for the reason that they will be given only a half season's employment and will have to resort to changed methods which are inconvenient and expensive.

We consider the present market absolutely safe and believe at the end of the manufacturing year stocks will be lower than at present, which is a record. Therefore we will all be prepared to take whatever action is necessary at the proper time without fear of depreciation on large stocks.

Export Business

Remember also that the export business will be large and will greatly influence our home market. Under present plans about half the hand plants will operate from February 8th until May 24th and will then close for the year, when the remaining hand plants will make their quota beginning August 15th and ending December 8th. The machine production will also be distributed over the entire year, so there will be no danger of an accumulation of glass that could be considered a menace.

Under these plans manufacturers and dealers can conduct their business very much as usual.

GIVEN THREE MONTHS

Cecil Beam, a Woodstock youth, who was convicted of stealing a quantity of goods from Ingram & Davey's hardware store, where he was employed, in St. Thomas, was sentenced to three months and not more than two years in the Ontario Reformatory.

Theo. A. Anderson, hardware, Norquay, Sask., contemplates erecting a new brick store in the spring.



Varnish Selling

It is comparatively easy to make the first sale of any varnish, but there is only one real foundation for a permanent and growing demand—and that is quality. Even small and occasional buyers have learned by experience, when buying varnishes and their allied products, that it pays to discriminate.

A simple but effective selling argument for the varnish salesman is Berry Brothers' label, because of its wide recognition as a guarantee of the utmost in varnish value.

Partial list of distributors of Berry Brothers' products

Dartnell, Ltd. - - -	Montreal, Que.	Revillon, Ltd. - - -	Edmonton, Alta.
Hunter, Henderson Paint Co. -	Vancouver, B.C.	Hudson's Bay Co. - -	Calgary, Alta.
Wood, Vallance & Adams -	Calgary, Alta.	Wood, Vallance & Co., Ltd. -	Winnipeg, Man.
J. H. Ashdown Hdwe. Co. -	Calgary, Alta.	Lariviere, Inc. - - -	Montreal, Que.
Sanderson, Pearcy Co., Ltd. -	Toronto, Ont.	L. Levasseur Co., Ltd. - -	Montreal, Que.
Frank A. Gillis Co. - - -	Halifax, N.S.	L. H. Gaudry & Co. - -	Quebec, Que.
Marier & Tremblay - -	Quebec, Que.	Moose Jaw Hdwe., Ltd. -	Moose Jaw, Sask.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties
Walkerville, Ont.

(735)

If any advertisement interests you, tear it out now and place with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Feb. 6.—Linseed oil has been steadier this week and has indicated a firmness in one quarter. It is not improbable that the bottom has been reached and that there may be a slight reaction to higher levels. Turpentine is in larger and freer supply and the price has weakened in one quarter 5c per gallon. There may be a further decline. Paint orders have been coming along very well and the volume of business is looked upon as quite satisfactory. A big season is looked for with sorting orders predominating. Rosins have declined, and the average change is about 50c per 280-lb. barrel.

Linseed Oil Tends To Steadiness

Montreal.

LINSEED OIL.—The market is without a great deal of change, and it is freely stated that the present basis is a decidedly low one, costs considered. There is more oil about than the present limited demand can readily absorb, and this is partly responsible for the present basis. There is a slight increase in one quarter but the range is within the scope of last week.

LINSEED OIL

Raw, Imp. Gallon—			
1 to 4 bbls	$1.38	$1.40	$1.45
5 to 9 bbls.	1.37	1.39	1.45
10 to 25 bbls.	1.36	1.38	1.45
Boiled, Imp. Gallon—			
1 to 4 bbls.	1.40½	1.42½	1.48
5 to 9 bbls.	1.39½	1.41½	1.48
10 to 25 bbls.	1.38½	1.40½	1.48

Turpentine $1.05; Rosins Decline 50c

Montreal.

TURPENTINE.—Some are selling this week at $1.05 per gallon, a decline of 5c. There is a freer delivery of turpentine and stocks are much improved. Indeed, there would seem to be no real shortage at this time and some large importers are willing to make a concession on round lots. It is not improbable that even a little lower basis will be reached ere long. Rosins, too, are somewhat freer, and the price basis down about 50c per 280-lb. cask.

Turpentine—		Imp. gal.
1 to 4 barrels	$1 05	$1 10
Small lots	1 12	1 20

(Packages extra).

No Big Selling; Putty is Held

Montreal.

PUTTY.—There is no great demand for putty this week, and the seasonable sale of this line is of a reduced nature. Prices are maintained on a fairly steady basis and no decline is looked for, while many materials hold at present levels.

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases.	7 15	7 40	7 75

Pure linseed oil putty, $2 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

Some Bookings For White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—While there is naturally little present movement of white lead in oil the bookings have come along fairly well in the usual lots that dealers require for early selling. The market is unchanged with 5-ton lots selling at $15.50 per 100 pounds; ton lots at $16, and less at $16.35.

TORONTO

TORONTO, Feb. 6.—A narrowing of the range of linseed oil prices to higher levels is reported this week. Turpentine has declined 2c per gallon, and all sources are on the same basis now. Mixed paint holds unchanged and no further revision in white lead in oil is reported. Putty is quiet and the outlook for big business in window glass is encouraging. There seems to be an improvement in the movement of various paint products and the trade seems to be getting its feet and going out after business with very satisfactory results.

Linseed Oil Range Narrows; Higher

Toronto.

LINSEED OIL.—The range of prices has narrowed and an advance of 3c per gallon is shown from low level reached last week. The flax seed market seems to have steadied somewhat. There are wide fluctuations, but $3 seed seems to be about at low as it can get at the present time, and it may mean that the bottom has been reached for some time. The demand is better and some interests report a very good movement now in progress to the trade. The range of prices prevailing to-day follows:

Linseed Oil—	Raw Imp. gal.
1 to 2 barrels, gal.	$1 44
3 to 5 barrels, gal.	1 43
10 bbls. and over	1 41

	Boiled Imp. gal.
1 to 2 barrels, gal.	$1 46½
3 to 5 barrels, gal.	1 45½
10 barrels and over	1 43½

	Imp. gal.
1 to 2 barrels, gal.	$1 52
3 to 5 barrels, gal.	1 51
10 bbls. and over	1 49

	Boiled Imp. gal.
1 to 2 barrels, gal.	$1 55
3 to 5 barrels, gal.	1 54
10 barrels and over	1 52

Turpentine Down 2c Per Gallon

Toronto.

TURPENTINE.—Some sources report a decline of 2c per gallon in turpentine this week, and this brings prices in all quarters on the same basis. The market in the South shows a little recession from last week's figures but has strengthened the last day or two and seems on the way up again. There is some selling being done for export but little shipment yet in progress, and consequently activity is not very general. Locally there is some business passing and outlook is considered very satisfactory

Turpentine—	Per Imp. Gal.
1 barrel (barrel included)	$1 10
2 to 4 barrels (barrels included)	1 09
5 gallon lots	1 20

More Activity in Mixed Paints

Toronto.

MIXED PAINTS.—There is a little more activity in mixed paints. Retailers are buying carefully but taking delivery of a fair amount of goods. The manufacturers look for a big sorting business this year and are making preparations to take care of same. Prices are held without change.

No Change in White Lead in Oil

Toronto.

WHITE LEAD IN OIL.—There has been no change in the situation as it affects white lead in oil. A little more activity is noted and a fair amount of sorting business and booking business for a little later shipment is being handled. There have been no further revisions in quotations, the prices ruling to the trade on pure white lead in oil being $16 30 per 100 pounds in ton lots, and $16.65 per 100 pounds in less than ton lots. The various brands are shown in current market quotations.

Brushes Selling Freely; Firm

Toronto.

BRUSHES.—Manufacturers report a distinct improvement in point of sales



Saved

500 Pounds White Lead

JUST one trial convinced the Niagara, St. Catharines, Toronto Navigation Company that Brandram's Genuine B.B. White Lead rightly deserves the title "Best for over two hundred years."

Usually they bought one ton of ordinary White Lead for covering their boat "Dalhousie City." Last year they were persuaded to try Brandram's. They bought one ton and when the job was finished *had* 500 *pounds* left, while the job was pronounced better than former years.



This is one instance in hundreds that we could tell you about. Painters all over Canada who have used Brandram's Genuine B.B. will never "go back" to any other.

Our dealers are enthusiastic in their praise of Brandram's Genuine B.B. White Lead as a builder of business. They never have any complaints.

There is a sales proposition waiting for you—write for it. Better still, send in a trial order.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST JOHN TORONTO WINNIPEG CALGARY EDMONTON VANCOUVER

If any advertisement interests you, tear it out now and place with letters to be answered.

of brushes, and retailers seem to be placing quite well for requirements of next few months. In regard to fibre used in household brushes, quotations received from Old Country interests show figures there much higher than present values in Canada, and active buying of supplies by British interests may result in higher fibre, which would be reflected in prices to the trade here on the various lines of household brushes into which it enters. There seems no immediate prospect of any recession in prices.

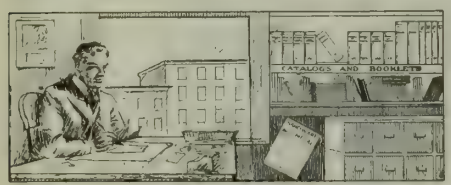
Glass Outlook Good; Putty Unchanged

Toronto.

GLASS, PUTTY.—The outlook for window glass is considered very good, Jobbers report a very fair inquiry and that these will develop into orders in many cases seems certain. It does not seem that smaller business can be expected than has affected the building trades the last two or three years, and in swinging the other way it is a case of getting behind and seeing how big each one can make the total. The prospects are considered very satisfactory. Discounts are held without change. Putty is unchanged this week; little activity is manifest and prices have held steadily at following figures:

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 30	$5 55	$5 90
Do., 100 lb. irons	6 15	6 40	6 75
Do., 25 lb. irons	6 40	6 65	7 00
Do., 12½ lb. irons	6 65	6 90	7 25
Bladder, in barrels	7 05	7 30	7 65

Pure putty advance $2 per 100 lbs. over above prices.



BOOKS, CATALOGUES AND CALENDARS

The Carborundum Company of Niagara Falls has issued an attractive calendar in which is featured a panoramic view of Queenston Heights, the lower Niagara River and Lewiston Heights. The view is in the natural colors and is splendidly done.

F. E. Myers & Bro., Ashland, Ohio, in their 1919 calendar show a large number of the pumps and hay unloading tools manufactured by the firm.

TALLMAN STOCK LIST

Tallman Brass & Metal, Limited, Hamilton, Ont., have issued a stock list of brass, copper rod, tobin bronze and phosphor bronze rod, brass and copper sheet and tubing, cast phosphor bronze, cored and solid bars. Copies will be sent to readers of HARDWARE AND METAL upon request.

Bicycle Week Will Be Observed May 3 to 10

At a conference of the Canadian Bicycle Dealers' Association, held in Toronto, it was decided to observe the eight days of May 3 to 10 as the Fourth Annual Bicycle Week in Canada. This selection will probably coincide with the date to be chosen by the United Cycle Trade Directorate for the U.S.A. Announcement was made that the Canadian industry had advised the association that considerably more attention, time and money would be devoted to Bicycle Week details than in any previous year.

The C. B. D. A. executive decided to give a dinner to the affiliated trade association of any city in Canada which makes the best showing during Bicycle Week with advertising, publicity, parades, window displays, races, stunts and other features. The competition will be restricted to members of the association.

The executive decided to have a standard form of lease agreement for bicycle time sales.

Committee chairmen were selected as follows: Grievance, N. S. Ferries, Hamilton; Racing, J. L. Isaac of Brantford (Western Ontario); Herb. Howe, Ottawa, (Eastern Ontario); Entertainment, J. R. Dixon, Hamilton; Legal, Percy A. McBride, Toronto; Membership, George A. Wenige, London; Publicity and Advertising, W. M. Gladish.

Trade Inquiries

65. **Small tools.**—A firm in Cardiff desires to purchase small tools suitable for engineers and carpenters, etc.

66. **Binder twine.**—A Bristol firm calling on farmers in this district wants to import binder twine from Canada.

67. **Hack-saw blades.**—Canadian manufacturers having hack-saw blades for export are asked to communicate with a Bristol concern.

68. **Spruce deals.**—A concern in Cardiff desires to get into communication with New Brunswick exporters of spruce deals.

69. **Pit props.**—A Midland importer of pit props and pitwood wants to get into touch with Canadian exporters of same.

119. **Shuttles and bobbins.**—Canadian manufacturers of shuttles and bobbins as used in cotton spinning are requested to communicate with a Bristol cotton works. Samples can be inspected on application to the Department of Trade and Commerce, Ottawa.

HARDWARE LETTER BOX

Continued from page 61

Motor Co., Oshkosh, Wis.; The H. C. Doman Co., Oshkosh, Wis.; Camden Anchor-Rockland Machine Co., Camden, Maine; Red Wing Motor Co., Red Wing, Minn.; Wisconsin Motor Mfg. Co., Milwaukee, Wis.; Murray & Tregentha Co., South Boston, Mass.; Campbell Motor Mfg. Co., Minneapolis, Minn.; Caille Perfection Motor Co., Detroit, Mich.; Fulton Mfg. Co., Erie, Pa.; B. F. Sturtevant Co., Boston, Mass.; Miller Gas and Vacuum Engine Co., Chicago, Ill.; Roberts Motor Mfg. Co., Sandusky, Ohio; Gas Engine & Power Co., Morris Heights, New York City; Scripps Motor Co., Detroit, Mich.; Van Blerck Motor Co., Monroe, Mich.; Standard Motor Construction Co., Jersey City, N.Y.—Editor.

Electric Coffee Grinders

Fred C. Bishop, Norwich, Ont.—Where can I procure electric copper grinders?

Another firm manufacturing electric coffee grinders not mentioned in previous list is Landers, Frary & Clark, New Britain, Conn., A. Macfarlane & Co., Montreal, being Canadian representatives.—Editor.

Predicts Big Expansion in the Automobile and Tractor Business

WITH an easier situation in the steel market, the Dominion Forge and Stamping Company of Ford City and Walkerville anticipates a wide trade expansion, and are making preparations for increased capacity in their three plants.

Discussing the industrial outlook with HARDWARE AND METAL, Pearson Wells, secretary-treasurer of the firm, said:

"While prices may not be so good as we have enjoyed for the past three years, I think the coming three years will see a tremendous expansion of the automobile and tractor business. I also think we will still be able to compete very favorably with American manufacturers and I look for an extension of our business in the United States as well as in Canada.

"There is bound to be a little period of business depression after such a period of prosperity as all North America has enjoyed during the past two years but I think it will be gradual and will not be badly felt because the cost of living will decrease along with other things, and although the wage rate is bound to lower, still, there will be no severe hardships facing the people as a whole.

"Through all the periods of prosperity and depression and prosperity, the natural trend of business has been slanting upward, and we are attaining the highest business plane the world has ever known."

.. NEW HARDWARE GOODS

West-Woods, Ltd., Winnipeg, are now introducing on the market their Westwo peevie and canthook handles. The big claim made by the manufacturers is that these are made in a factory where efficiency counts, which is reflected in the goods. They are made, it is stated, of hickory in all sizes.

RAMSAY'S

Tremendous Lesson in Paint

The German fleet was really unseaworthy because of the lack of Paint.

Is this not a lesson that every paint dealer can convey to his customers—what a valuable asset RAMSAY'S PAINT is?

Tell your customers that RAMSAY'S PAINTS and VARNISHES answer this lesson — they have the PROTECTIVE PROPERTIES for the HOME, BARN and OUTBUILDINGS wherever used.

A Few of Our Big Sellers



Next Spring will be a paint Spring.
Sell "The Right Paint to Paint Right."

A. Ramsay & Son Company

77 Years Making Paints and Varnishes

Toronto **Montreal** Vancouver

Revillon Wholesale Ltd., Distributors
Edmonton District

If any advertisement interests you, tear it out now and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps 25% B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Canuck" Shells, Smokeless, $41 per M, net; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 12½% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augurs, add 10%
Rockford Auger Bits, 50 and 10%.

Irwin Auger Bits, 15% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz	$13 25	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No 2, doz	12 50	13 20
No. 3, doz	13 50	14 20
No. 4, doz	14 50	15 25

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BARS, CLOTHES

No. 4, dozen	$ 9 00
No. 5, dozen	11 00
No. 6, dozen	13 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30%.
Standard Quality, 30, 10%.
Side Lace Leather, lb. $1.70-$1.90
Cut Lace Leather, lb. 1.90- 2.20
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb	$4 00
No. 2 x 50, lb	5 00
No. 3 x 60, lb	7 50
No. 4 x 100 lb	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, IRONING

No. 32, 5 x 12 in., doz	$11 00
No. 35, dozen	25 00
No. 36, dozen	29 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 20%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 25%.
Machine Bolts, ⅜ in. dia. and smaller, larger lengths, 15%.
Machine Bolts, 7-16 in. dia. and larger, 5%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 30%.
Square Head Blank Bolts, 5%.
Bolt Ends, 5%.
Plow Bolts, 15%.
Elevator Bolts, 10%.
Fancy Head Bolts, 10%.
Shaft Bolts ($3 list), 10%.
Step Bolts, large head ($3 list), 10%.
Whiffletree Bolts, 10%.
Nuts, square, blank, add to list, $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%. Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lumo Crystal Borax, lb. ...12-14c
F.O.B. Montreal, London, Toronto.

BRASS

Spring sheets, 24 gauge and heavier, base	$0 40
Rods, base ½ to 1 in., round	0 37
Tubing, seamless, base	0 48
Copper tubing, iron pipe size, base, ¾ in. up to 3 in.	0 52

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy	$14.50-$17
30-gal. Standard	14 00

BOARDS (Wash), Zinc List Doz.

Pony	$2 25
Improved Globe	4 90
Neptune	4 90
Standard Globe	4 90
Original Globe	5 40
Jubilee	5 50
Newmarket King	5 50
Western King (enamel)	7 00
Beaver (brass)	7 00

List plus 5%. F.O.B. Newmarket.
F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 80 4	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list + 5%.
Triplex Spring Hinges, 20-10%.
Chicago Mortise Floor (5,000), 20, 7½ and 5%.
Chicago Relax Floor (6,000), 25-10-10-2½%.
Chicago Premier (4000), 12½%.
Chicago Ajax (3,000), 12½%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20%.
Chicago Screen Door (2000), 40-2½%.
Chicago Screen Door (8000), 16 2-3 %.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN

	Fire Welded Proof Coil Mont'l	Fire Welded Proof Coil Tor'to	B.B.B. Welded Mont'l	B.B.B. Welded Tor'to
3-16 in.	$22.75	$17.00	$.....	$.....
¼ in.	16.75	14.50	21.75	23.70
5-16 in.	14.15	12.50	19.00	18.35
⅜ in.	13.00	11.50	15.90	14.00
7-16 in.	12.75	11.30	15.65	13.80
½ in.	12.50	11.15	15.50	13.65
⅝ in.	12.35	10.95	15.25	13.45
¾ in.	12.25	10.70	15.10	13.20
⅞ in.	12.05	10.60	15.00	13.10
1 in.	11.90	10.50	14.85	13.00

Electric Welded	B.B.	B.B.B.
3-16 in.	$18.00	$19.00
¼ in.	14.95	16.00
5-16 in.	12.55	13.50
⅜ in.	11.35	12.25
7-16 in.	11.10	12.00
½ in.	10.95	11.80
⅝ in.	10.70	11.55
¾ in.	10.40	11.25

	$.....	$.....
	16.20	.....
	13.80	.....
	12.60	.....
	12.35	.....
	12.20	.....
	11.95	.....
	11.65	.....

Montreal and Toronto American Proof Coil Chain

	B.B.	B.B.B.
3-16 in.	$17.25	$.....
5-16 in.	14.25	17.25
⅜ in.	13.00	16.00
7-16 in.	12.75	15.45
½ in.	12.55	15.25
⅝ in.	12.25	.....

Electric Welded B.B.B.—Chain, ¼ in., $13.75; 5-16 in., $12; F.o.b. Toronto.

Cow ties, 5 to 10%; trace chains net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl. $2.80-$2.95 in car lots: $3.40-$3.50 bbl. in small lots.

Paris plaster, five-barrel lots $4.00; single barrel, $4.50. F.O.B. Toronto.

CHURNS

$9; No. 1, $9; No. 2, $10; No. 3, List price hand churns—No. 0, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0 $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto Hamilton, Fergus, London, St. Wood Drills, 37½%.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD

Universal—Dozen—No. 0, $19.25; No. 1, $23.30; No. 2, $28.35; No. 3, $36.45.

Russwin—Dozen—No. 0, $19.20; No. 1, $23.40; No. 2, $28.20; No. 3, $36.60.

F. o. b. Montreal, Toronto.

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6.85
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 60
18—6-strand, 50 ft. lengths	5 65
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER .. ... Montreal Toronto

Casting ingot, see weekly report.		
Bars, ½ to 2 in.	$43 50	$43 00
Plain sheets, base, 16 oz. and heavier	42 00	46 00
Copper sheet, tinned, 14x60 in., 14 oz.	43 00	.....
Copper sheet, planished, base 16 oz. and heavier	50 00	46 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs: No. 111, $1.55; No. 121, $1.70; No. 122, $2.25; No. 127, $2.25; No. 100, $2.80 per dozen.
F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	77
No. 7, lb.	76
Nos. 8, 9, 10, 12	75

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal. Montreal Toronto

Ordinary,	52 sheets.	$ 9 00	$ 8 00
Do.,	60 sheets.	9 10	8 10

	Apollo	Crown	Gorbals
18x24x52	.....	....	....
60	.....	....	....

COKE, TIN PLATES

	Peb-box
IC, 20x28 base	$20 00
IX, 20x28 base	23 00
IXX, 20x28 base	27 00
IXXX, 20x28 base	31 00

F.O.B. Toronto

Raven and Murex Grades—
IC, 20x28 base, 112 sheets..
IX, 20x28 base, 112 sheets..
IXX, 20x28 base, 56 sheets..
IXXX, 20x28 base, 56 sheets
(Nominal) f.o.b. Montreal.

TERNE PLATES

I. C. 20x28, 112 sheets.... $22 00
F.O.B. Toronto.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$20 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50
Sleepmeter	1 65

F.O.B. Montreal, Toronto, London, Hamilton

CROWBARS, $10.50 per 100 lbs



He Hates HARRIS HEAVY PRESSURE BABBITT METAL

Because he loses his drag in Bearings lined with this popular Babbitt Metal. His aim to hold back, waste power and wear out is defeated by

THE GOOD QUALITIES OF HARRIS HEAVY PRESSURE

All good Hardware Stores sell this Babbitt Metal. They know our guarantee is back of every pound.

OUR SPECIAL LINES

BABBITT SOLDER

LEAD PIPE SHEET LEAD

PRICES RIGHT *SERVICE EXCELLENT*

THE CANADA METAL COMPANY, LIMITED

HAMILTON MONTREAL **TORONTO** WINNIPEG VANCOUVER

Lowe Brothers Paints

Are You Prepared for a big Paint Season?



ARE you in a position to take advantage of the big demand for paint that is coming this spring? Are you prepared to give your customers all the paint they want?

Are you anxious to show a big increase in profit in your paint department over last year? If you are we have a proposition for you.

Write us. We will tell you how we propose to bring new paint customers into your store and increase the purchases of the trade you already have. Link up with the big advertising campaign we are about to launch for the benefit of Lowe Brothers' dealers.

LOWE BROTHERS, LIMITED, TORONTO

CHICAGO KANSAS CITY MINNEAPOLIS ATLANTA

DRILLS—
Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank.

List each.			
1/8	$0.45	19/32	$1.20
5/32	.45	5/8	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
1/4	.60	23/32	1.60
9/32	.65	3/4	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
3/8	.80	27/32	2.00
13/32	.85	7/8	2.10
7/16	.90	29/32	2.20
15932	.95	15/16	2.30
1/2	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2.70	3/8	$8.50
1/8	3.00	7/16	10.50
5/32	3.50	1/2	13.00
3/16	4.00	9/16	15.50
7/32	4.50	5/8	18.00
1/4	5.00	11/16	21.00
9/32	6.00	3/4	24.00
5/16	7.00	7/8	30.00

Bit Stock Drills ..... 37½ to 40%
Blacksmiths', ½-in. shank.. 37½%
Straight Shank 37½%
Straight Shank, wire..... 37½%
Taper Shank 37½%

DOORS,
See Screen Doors.
F.O.B. Toronto.

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares.

FILES AND RASPS
Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade.....	50
J. Barton Smith, Eagle.....	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	25-27½%
Black Diamond	25-27½%
Delta Files	20
Firth Files	50

F.O.B. Toronto, Montreal, London and Hamilton.

FITTINGS
Cast iron fittings, 12½%; Malleable bushings, 28%; cast bushings, 28%; unions, 35%; plugs, 22% off list. Net prices Class B, black, 24c lb.; Class C, 16c lb.; galvanized, Class B, 33c lb.; Class C, 24c lb.
Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	3 00
Under 40 lbs.	3 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1".	$11.25-$12.75
Russet rope shank, 1¼ in...	13 85
Black rope shank, 1 in.....	13 75
Black rope shank, 1¼ in.	12-50-13 85
Hand sewn, no shank, 1 in..	17 40
Hand sewn, no shank, 1¼ in.	18 75

Halters (Sisal)
7-16 in. gross, $24; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt...	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under....	22 50
Napping, up to 2 lbs.....	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)
All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neckyokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.
F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.....	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Perfect, No. 1½.....	13 20-13 80
Storm King and safety hangers, doz	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP
Heavy, Net Prices.

Doz. pairs.	Strap	Tee
4-inch	$2 70	$2 30
5-inch	3 33	2 88
6-inch	3 60	3 24
8-inch	4 86	3 69
10-inch	8 64	6 57
12-inch	10 71	10 44
14-inch	12 24	10 62

Light, Net Prices, figured at discount 10%.

3-inch, doz. pairs..	$0 90	$0 90
4-inch	1 08	0 99
5-inch	1 26	1 17
6-inch	1 53	1 35
8-inch	2 25	1 60
10-inch	....	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6-in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.
Discount, 25%.
F.o.b. Toronto, London, Hamilton, and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOES, Grub $10 50 11 00

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz..	$4 15	$5 00-$5 50
No. 3, per doz...	4 25	5 50- 6 40
No. 4, per doz...	4 35	6 00- 7 40
Little Giant	6 00	....- ....
Barden Patent ..	6 00	....- ....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
		Less 20c	
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron ..	1-8	7 75	8 00
Heav yiron ...	6-8	7 75	....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Fetherweight "XL" steel ..	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight(front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS
Nos. 0, 1, 2, and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft..	$17 50
Corrugated, ⅝ in., 100 ft...	20 50
Corrugated, ¾ in.	$23 50
Corrugated, 1 in., 100 ft. ...	35 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS
Coppered wire, 3 in., $1.10 gross, F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL
See weekly report.

IRON, TINNED
Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots..	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished per set	2.20-2.30
Mrs. Potts, No. 50, nickel-plated, set	2 10
Mrs. Potts, handles, japanned, doz.	1 65
Sad irons, common, plain, 3, 4, and 5 lbs.....	9 20
Sad irons, plain, 6 lbs. up....	7 00
Sad irons, common, plated..	5 50
Princess Electric, each. $4 00	4 10
Canadian Beauty Electric Irons—	
Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each....	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

Step Ladders	Per ft.
Perfect, 6 to 10 ft. only....	$0 31
Hercules, 4 to 10 ft.....	0 33
Hercules, 12 to 14 ft.....	0 28
Faultless, 4 to 10 ft. only...	0 29
Ontario, 4 to 10 ft. only....	0 26
Shelf Lock, 4 to 8 ft. only....	21

Single and Fruit Picking

10 ft. to 16 ft.	20c ft.
18 ft. to 20 ft.....	23c ft.
Chair ladders, each.....	2 00

F.o.b. Toronto, Hamilton, London.

Extension Ladders	Per ft.
Up to 32 ft.	0 20
34 to 40 ft.	0 22

F.O.B. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain ...'....	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (round reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short .....$0 95-$1 10	
Cold blast .....,..... 1 00- 1 10	
3 doz. cases, 95c doz.z; 6 dozz. cases, 30c doz.	
Cold blast, genuine ruby $4.75	

F.o.b. Toronto, London, Hamilton, and Montreal.

LATCHES

	Per doz.
Steel Thumb, No. 2....$1 90-$2 00	
Steel Thumb, No. 3.... 2 50- 2 70	
Steel Thumb, No. 4.....	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	$10 00
Dowswell	10 00
Noiseless	15 50
Hamilton	12 00
Ottawa	10 50
Peerless	10 50
Snowball	15 00
Momentum	16 50
New Century, style A.....	16 50
New Century, style B.....	18 00
Playtime, engine drive.....	22 00
Ideal Power	28 00
Seafoam, electric ... .107 00	
Seafoam, engine drive	49 00
New Idea, electric	134 00
Sunshine	9 50
Popular, No. 1	10 50
Popular No. 2	10 00
Economic	12 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand....	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	50 50
Do., do., electric	108 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Perfection, engine drive....	55 50
Perfection, engine drive...	15 50
Gem	16 50
Winner, plain	13 50
Connor Improved	10 00
Jubilee	9 50
Canada First	19 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in..	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$12 50	$13 25
Pick, doz.	12 50	13 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—		
No. 4, dozen	$29 40	
No. 8, dozen	33 60	
Universal—		
No. 4, doz. $38 10	39 60	
No. 8, doz.	46 40	48 60

MOPS

O-Cedar, doz, net $12 00	
Sprustex, No. 2, doz...$8 00	8 40
S.W. Mops, complete, doz. 5 25	5 40
Mop Sticks, doz., No. 8....	2 00
Cast Head Mop, doz.	2 00
Crescent, doz., No. 10.. 2 50	3 35
Crank wringing, doz.	6 90

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London Hamilton.

NAILS
List adopted July 10, 1912.
Advance over base on common wire nails in kegs.

		2¾	inch.....15c
1	inch.....$1	3	inch.....10c
1⅛	inch..... 1	3¼	inch.....10c
1¼	inch.....65c	3½	inch.....10c
1½	inch.....40c	4	inch..... 5c
1¾	inch.....40c	4½	inch..... 5c
2	inch.....30c	5	inch base.
2¼	inch.....30c	5½	inch base.
2½	inch.....15c	6	inch base.

6½ to 12 inch-2 Ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.50 base.
Freight equalized on above points.
F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.55 base.
Freight equalized on above points. Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $5.62½.
Sault Ste. Marie, Port Arthur, Fort illiam, $5.55 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.
Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.
Cut Nails—Montreal, $5.35 base; Toronto, $5.35 base; London, $5.35; Hamilton, $5.35; no equalization of freights.
Roofing Nails—American, large head, keg, $10.
F.o.b. Montreal, Toronto, Hamilton.

NAILS (HORSE)
C Brand

Size	Per 100 lbs.
Capewell—	
No. 5	$23 00
No. 6	22 00
No. 7	21 00
No. 8	20 00
Nos. 9 to 12	19 00

Discount, 10%.



YOUR customer can save on those big jobs by Prepared Paints and Varnishes.

And on the small job, too. Jamieson's are pure and uniform in quality and color—most for the money.

R. C. Jamieson & Co., Limited
ESTABLISHED 1858
Calgary Montreal Vancouver
Owning and Operating P. D. Dodds & Co., Ltd.

JAMIESON'S
PURE PREPARED PAINTS

"M.R.M." BRAND

No.	Net Lengths	Price List Per box of 25 lbs.
4	1¾"	10 00
3	1⅝"	$20 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...$1 80 48 inch...$ 6 20
18 inch... 2 65 60 inch... 7 70
24 inch... 3 40 72 inch... 9 20
30 inch... 4 00 84 inch... 10 50
36 inch... 4 75 96 inch... 12 00
42 inch... 5 50

1½ inch mesh and 19 ga. wire.

12 inch...$3 50 42 inch...$10 50
18 inch... 5 00 48 inch... 12 00
24 inch... 6 30 60 inch... 15 00
30 inch... 7 75 72 inch... 18 00
36 inch... 9 90

1 inch mesh and 20 ga. wire.

12 inch...$4 00 42 inch...$12 00
18 inch... 5 50 48 inch... 14 00
24 inch... 7 00 60 inch... 17 00
30 inch... 8 50 72 inch... 20 00

¾ inch mesh and 20 ga. wire.

24 inch...10 50 36 inch...$15 00
30 inch... 12 75

½ inch mesh and 22 ga. wire.

24 inch...$16 50 36 inch...$24 00
30 inch... 20 10

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

OAKUM

Best (American) .... $21 00-$22 00
U.S. Navy (unspun) .....
Clipper (spun) 21 00
Clipper (unspun) 19 50
U.S. Navy (unspun).....
U.S. Navy (spun) 21 50
Plumbers (spun) $10 00- 10 50
F.o.b. Montreal. Toronto

OILS

	Montreal	Toronto
Royalite, gal.	0 19½	0 18½
Palacine, gal.	0 22½	021½
Gasoline, net, gal.	0 34	0 38
	List	Gallon
Black oil (Summer)	0 19½	0 18½
Black oil (Winter)	0 20½0	19½

Imperial Kerosene
Tractor 0 55
Capital cylinder 0 62 0 61
Machine oil, regular grades 33½-42½ 32½-41½
Standard gas engine oil 0 40½ 0 39½
Paraffine 0 29 0 28
List, less 15% on above.
Polarine Oil, list... .... 0 90
Polarine Oil, heavy, list,. 0 90
Gargoyle Mobiloil, list ... 1 33
List, less 25% on above.
Fuel oil, bbls. net..... 0 10¼
Fuel oil, tank cars, net.. 0 08¾

OLD MATERIALS

See weekly report.

PACKING Per lb.

Fine jute $0 20
Coarse jute 0 15
Hemp 0 34
Square braided hemp 0 38
No. 1 Italian 0 44
No. 2 Italian 0 36
F.o.b. Montreal and Toronto.

PAPER Per 400-ft. roll

Dry Fibre, No. 1 roll ..$1 10-$1 20
Dry Fibre, No. 2 roll ... 0 62- 0 65
Anchor Brand 1 20
Rosin Sized Sheeting, red.... 1 05
Do., blue 1 10
Tarred Fibre, No. 1 roll 1 25- 1 30
Tarred Fibre, No. 2 roll 0 77- 0 83
Surprise Fibre 0 67- 0 71
Tarred felt, per cwt. 4 10
Cyclone (dry) 1 20
Cyclone (tarred) 1 30
Joliet (dry fibre) 0 65
Monarch Sheathing (per 100 lbs.) 4 00
Asbestos sheeting (per 100 lbs. 13½ 0 15
Carpet Felt, 16 oz., per 10 lbs. $5 50
F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—
5 to 6 lbs., doz. $12 00
6 to 7 lbs., doz. 12 75
7 to 8 lbs., doz. 13 50
Rock—
7 to 8 lbs., doz. 12 50
F.o.b. Montreal and Toronto.

PINS, CLOTHES

Per case

5 gross, 4-in. (loose) 1 45
4 gross (cartons), 4½ in. .. 1 45
F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 38.

Standard Buttweld

Per 100 feet.

	Steel Blk.	Gal.	Gen. Wrot. Iron Blk.	Gal.
⅛ in.	$ 6 00	$ 8 00	$.....	$.....
¼ in.	4 68	6 81	5 28	7 41
⅜ in.	4 68	6 81	5 28	7 41
½ in.	6 21	7 78	7 06	8 63
¾ in.	7 82	9 95	8 97	11 10
1 in.	11 56	14 71	13 26	16 41
1¼ in.	15 64	19 90	17 94	22 20
1½ in.	18 70	23 76	21 45	26 54
2 in.	25 16	32 01	28 86	35 20
2½ in.	40 37	51 19	.....	.....
3 in.	52 79	66 94	.....	.....
3½ in.	67 16	84 18	.....	.....
4 in.	79 57	99 74	.....	.....

Standard Lapweld

	Steel Blk.	Gal.	Gen. Wrot. Iron Blk.	Gal.
2 in.	$28 86	$35 34	$32 56	$39 03
2½ in.	42 12	52 36	47 97	58 21
3 in.	55 08	68 47	62 73	76 12
3½ in.	69 00	86 94	78 20	96 14
4 in.	81 75	193 00	92 65	113 90
4½ in.	93 00	118 00	112 00	137 00
5 in.	108 00	137 00	130 00	159 00
6 in.	140 00	178 00	169 00	206 00
7 in.	283 00	292 00	219 00	268 00
8 L in.	193 00	244 00	230 00	281 00
8 in.	222 00	281 00	265 00	324 00
9 in.	266 00	336 00	.....	.....
10L in.	246 00	312 00	294 00	360 00
10 in.	317 00	402 00	379 00	464 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 45%.
4½" and larger, 40%.
4" and under, running thread 25%.
Standard couplings, 4" and under, 35%.
4½" and larger, 15%.
Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list		$8 00
3 in., in 10-ft. lengths, list		9 70
4 in., in 10-ft. lengths, list		12 80
5 in., in 10-ft. lengths, list		17 50
6 in., in 10-ft. lengths, list		21 30

Net list.
F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

Medium and extra heavy pipe, 2 to 6 inch 15%
Medium and extra heavy fittings, 2 to 6 inch 25%
8 inch pipe and fittings....Net list
F.O.B. Toronto, Montreal

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl. 8 50
Navy pitch, per bbl. 6 50
F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz bottles, doz., list..... 3 00
12-oz. bottles, doz., list..... 6 00
1-qt. can, doz., list..... 15 00
½-gal. cans, doz., list..... 24 00
1-gal. cans, doz., list 36 00
Discount, 33 1-3 per cent.

Liquid Veneer—

4 oz., doz. $2 00
12 oz., doz. 4 00
32 oz., doz. 8 40
64 oz., each 1 20
128 oz., each 2 10
F.o.b. Toronto, London.

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 25%; Iron Burrs, 25%.
Copper rivets, usual proportion of burrs, add 25%; burrs, add 50%.
Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.
F.o.b. Montreal, Toronto, London.

ROOFING Per square

Samson, 1-ply, roll $2 30
Samson, 2-ply, roll 2 75
Samson, 3-ply, roll 3 30
R. S. Special, 1 ply 1 75
R. S. Special, 2 ply 2 00
R. S. Special, 3 ply..... 2 25
Amazon, 1-ply 2 05
Amazon, 2-ply 2 35
Amazon, 3-ply 2 65
Everlastic, 1-ply 1 80
Everlastic, 2-ply 2 10
Everlastic, 3-ply 2 40
Good Luck, 1-ply 1 80
Good Luck, 2-ply 2 10
Good Luck, 3-ply 2 40
McCombe Sp., 1-ply 1 75
McCombe Sp., 2-ply 2 00
McCombe Sp., 3-ply 2 25
Black Cat, 1-ply 2 05
Black Cat, 2-ply 2 85
Black Cat, 3-ply 2 65
Black Diamond Ready Roofing, 2 ply 1 12
Black Diamond Ready Roofing, 3 ply 1 38
Liquid roofing cement, per gal. in barrels 0 31
5 and 10 gal. lots, per gal.... 0 44
Coal Tar (refined), bbl. 8 50
Roofing Pitch, per cwt. 1 20
F.o.b. Toronto, London, Montreal.

ROPE T.b.

Pure Manila basis 28½
British Manila basis 24
New Zealand hemp basis.... 24
Sisal basis 25½

Above quotations are basis prices ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., 1¼c: 9-16 to 7-16 in. inclusive 1c: ⅜ in., 1¼c: ¼ and 5-16 in., 2c: 8-16 in., 2½c extra.

Single lath yarn basis..... 25½
Double lath yarn..... 26
Yacht marline, tarred 54
Halyards 47
Hemp, deep sea line basis ... 47
Hemp, tarred ratline basis ... 40
Hemp, tarred bolt rope basis 42
Marline and Houseline 42
Italian rope basis..On application
Cotton, ⅛ in. 0 81¾
5-32 in. 0 80¾
3-16 in. 75 77¼
¼-in. and up 74 76¼
F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER

B. & A. sandpaper, 12½% off list.
Star Sandpaper, 12½% off list.
B & A. emery cloth, 30% on list.
F.o.b. Toronto, Montreal.

SCALES

	Scale List	Stamping extra
Champion—		
4 lb.	$ 5 50	$0 20
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10 lb. Household	5 00	0 10
25 lb. Household	6 00	0 30

Champion list prices subject to a discount of 5%. Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal Hamilton.

SCYTHES Doz.

Cast Steel $15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 15 50
F.o.b. Toronto, London.

SCREEN DOORS

Kasement, No. 1, 2 ft. 8 in., $28.80; 2 ft. 10 in., $30.00; 3 ft., $31.20; Nos. 2, 3 and 4, 2 ft. 8 in., $31.20; 2 ft. 10 in., $32.40; 3 ft., $34.20 dozen.

SNATHS Doz.

00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	20
Hexagon cap	20

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Beach Screws

Dozen $7 00

SHEETS, BLACK

See Montreal and Toronto report

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

10¾ oz.	$8 50
U.S. 28	8 10
U.S. 26	7 80
22 and 24	7 65
18 and 20	7 50
16	7 35
14	7 20

F.o.b. Hamilton and Toronto

Colborne Crown - 16-20 gauge, $12.55; 22-24 gauge, $12.75, 26-gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

	Apollo Brand. Montreal	Toronto
14 gauge	....	....
16 gauge	....	....
18-20 gauge	....	....
22-24 gauge	....	....
26 gauge	....	....
28 gauge	....	....
10¾ ozs.	....	....

Add 25c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbam "best-best"
16			
18-20			
22-24			
26			
28			

Less 25c in case lots.
F.o.b. Montreal.

SHINGLES Per sq.

Standard galvanized $11 00
Shipping weight, 90 lbs.
Standard painted 8 50
Shipping weight, 80 lbs.
Discount 7½%.
F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL

Standard galvanized $9 25
Standard painted 7 50
Discount 7½%.
F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS

Basc, ⅜ lbs., 58-lb., F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner..	18 75
Perfection No. 33, 3-burner..	24 25
Perfection No. 34, 4-burner..	30 75
No. 22G oven for above stoves	7 25

Discount 25% off list.
Freight allowed on shipments of 12 stoves.

McClary Glass Front Oven No. 70, each, net 4 25
Detroit Glass Front Oven No. 85, each, net 4 50
F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters.	List
No. 525, each	7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list.
Freight allowed on shipments of 24 heaters.
F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.

Alex. McArthur & Co., Ltd.

TRADE MARK

82 McGill Street Montreal, Canada

BLACK DIAMOND

TARRED FELTS

and SHEATHINGS

Made at our own Paper Mills.

SAVE COAL

BY USING

BUILDING PAPER

Show Your "Figure"

Models of

Automobile SKATES

For Pleasure Skaters

The Automobile "Figure" and "Waltz" models are so designed that they are equally suitable for pleasure skating.

In fact, many customers who like a decided curve to the blade will prefer these models for ordinary skating.

Canada Cycle & Motor Co.

LIMITED

Montreal, Toronto WESTON Winnipeg, Vancouver

What Varnish Do You Sell?

There is just as big a difference in varnishes as in paints. Cheap varnishes will not stand the test and cause dissatisfaction and disappointment to the user.

Dougall Varnish

is the line of entire satisfaction. Every user is a pleased customer. There is a Dougall Varnish for every purpose and our reputation and guarantee stand behind every gallon sold.

Our Proposition to the dealer is a good one. Write for it.

The Dougall Varnish Co., Ltd., Montreal

QUALITY DOUGALL VARNISHES FIRST

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	25 and 25	25 and 25	25 and 25
Draining Tools	25 and 25	25 and 25	....
Hollow Back Scoops	25 and 25	....	25 and 25
Sand Shovels	25 and 25	....	25 and 25
Hollow Back Shovels	25 and 25	....	25 and 25
Hollow Back Coal Shovels	25 and 25	....	25 and 25
Riveted Back Scoops	25 and 25	25 and 25	25 and 25
Miners' Spring Point Shovels	25 and 25	....	....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	....
Hollow Back Scoops, No. 2, black	34.50	....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	....	30.00
Sand Shovels, No. 2, black	27.50	....	24.00
Hollow Back Shovels, No. 2, black	27.50	....	24.00
Riveted Back Scoops, No. 2 black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	....	....

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

	Bissell's Doz.
American Queen, Nickeled Fittings, Cyco Ball Bearing	$48 00
Club, Jap. Cyco Bearing	102 00
Champion, Nickeled Fittings	40 00
Champion, Japan'd Fittings	34 00
Grand, Nic., Cyco B.B.	61 00
Grand, Jap., Cyco B.B.	55 00
Grand Rapids, Nic., Cyco B.B.	45 00
Grand Rapids, Jp., Cyco B.B.	39 00
Parlor Queen, Nic., Cyco, B.B.	51 00
Princess, Nic., Cyco B.B.	46 00
Standard, Nickeled Fittings	42 00
Standard, Jap'd. Fittings	36 00
Universal, Nic., Cyco Bearing	43 00
Universal, Jap., Cyco Bearing	37 00

SWEEPERS, VACUUM

	Bissell's Doz.
Grand Rapids. Nic.	$98 00
Household, Jap.	88 00
Superba, Nic.	114 00

F.o.b. factory Niagara Falls, Ont.,

Prices guaranteed by manufacturers against their own decline to June 30, 1919. Also stocked by jobbers.

SWEEPERS (ELECTRIC)

Steel frame	36 40
Aluminum frame	43 90
Attachments, set	8 25

F.o.b Toronto, Hamilton, London.

TACKS

	Discount
Wire Tacks	60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 10%

Shoe findings list adopted July 5, 1917—Net list.

List of Capped Goods adopted Jan. 1, 1916 | 60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOASTERS, ELECTRIC

Canadian Beauty	$4 50
Upright, with rack	$6 40

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount.

F.o.b. Montreal, Toronto, Hamilton. London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10		Net List

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME)

	Doz. with chain
Victor, No. 1	$2 20
Jumo, No. 1	2 95
Hawley & Norton, No. 1	3 45
Newhouse, No. 1	5 00

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER)

	Per lb.
500 ft.	$0 22
550 ft.	0 23¾
600 ft.	0 25
650 ft.	0 26½

In 5-ton lots ¼c discount from above; 10 tons and upwards, ½c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb. 75-77-80¾

4-ply, wrapping, lb. 79-81¼-85

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.o.b. Newmarket

VALVES

	%
Ground work	40
Compression work, standard	45
High grade	41
Cushion work	40
Fuller work, standard	43
High grade	36
Basin cocks, No. 0 Standard	38
High grade	38
Bath cocks	48
Flatway stop and waste cocks, standard	47
High grade	45
Roundway stop and waste cocks, standard	45
High grade	45
Brass steam cocks, standard.	10% advance on list
Radiator valves, standard	10
D., removable seat	Net list
Patent quick opening valves.	30
Globe, angle and check valves, standard	Net
Do., Jenkins Disc, 5% advance	on list

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 40-10%.

Colonial, 27½%.

Imperial Ware, 27½%.

Pearl, 27½%.

Premier, net list.

Canada Ware, net list.

Diamond, net list. White Ware, 45%

Japanned Ware, list plus 30%.

Japanned Ware, White, list, plus 40%.

Plain and Jap Sprinklers, list plus 30%.

Barb $6.75

Stamped Ware, plain, 45%.

Stamped Ware, retinned, 40%.

Copper Bottoms, list, plus 10%.

Tinners' Trimmings, plain, 45%.

Tinners' Trimmings, retinned, 40%.

Tinners' Trimmings, general, list plus 20%.

Factory Milk Cans, list plus 50%.

Milk Can Trimmings, list, plus 60%.

Cream Cans, list ,plus 25%.

Railroad Cans, list, plus 20%.

Pieced Tinware, C.B., list, plus 70%.

Sheet Iron Ware, list, plus 20%.

Pieced Ware, ordinary, list, plus 50%. Fry Pans, 40%.

Spiders, steel, net list; cast iron, 10%.

Fire Shovels, Japanned, list, plus 20%.

Steel Sinks, painted, list plus 25%.

Steel Sinks, galvanized, list plus 25%.

Light Galv. Pails and Tubs, list plus 30%.

Heavy Galv. Pails and Tubs, list, plus 20%.

Garbage Pails, list, plus 20%.

Jap. Coal Hods, list, plus 40%.

Galv. Coal Hods, list, plus 50%.

Paper Lined Boards, 30 and 10%.

Wood Lined Boards, 30%.

Stove Pipe, patent, per 100, 6 in., $22.28; 7 in., $23.87.

Common, made-up, per 100, 5 and 6 in., $24.67; 7 in., $26.07.

Polished, made-up, per 100, 5 and 6 in., ...; 7 in., ...

Stove Pipe Thimbles, 45%.

Copper Boilers, list, plus 10%.

Copper Tea Kettles, list, plus 10%.

Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.

Copper Tea and Coffee Pots, list, plus 10%.

Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

Nickel-plated Ware, 50%.

F.o.b. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS

Round plain. Sizes given are size of hole. In boxes of 50 lbs., list prices, per 100 lbs.—¼-in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.20; ⅞ in., $18.20; 15-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 33 1-3 per cent. Net extras, 26 to 49 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb. per 100 lbs.	$5.50-$5.85	$5.50	$5.35
Section, ½ lb. per 100 lbs.	$5.50-$5.85	$5.50	$5.50
Solid, 3 to 30 lbs., per cwt.	4.25	4.25	3.75

WHEELBARROWS

Navvy, steel wheel, doz.	$58 20
Garden, steel wheel, doz.	67 20
Light garden, doz.	64.20

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton. Montreal

Cut Hay Baling Wire Per 100 lbs.

No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	9 00
No. 19	9 50

Hay Wire in Coils

No. 13	6 85
No. 14	7 00
No. 15	7 20
No. 16	7 45

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 25

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

List of extras in 100-lb. lots, net.

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

Oiled and Annealed Wire

No. 10	$6 45
No. 11	6 47
No. 12	6 55

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire.	Toronto
No. 9 pl. galv.	5.30- 6 75
No. 12 pl. galv.	5.55- 6.15
No. 13 pl. galv.	5.65- 6.25
No. 9 coil sp.	5.45- 6.00
No. 12 coil sp.	5.60- 6.25

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright $5 75

Fence staples, galvanized 6 50

In 25-lb. boxes add 50c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00

Less discount of 12½%.

Bright poultry netting staples $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus 10%

Brass wire, 3 to 24 gauge, add 40%

25 to 36 gauge, add 25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls ..$3 25

In 50-ft .rolls 3 30

Galvanized, per 100 sq. ft. in 100 ft. rolls 4 75 5 50

Bronze, sq. ft. 0 14

F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 80
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 80
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 40
Eclipse	97 70

Discount off above list, 30% and 5%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal Toronto, Kingston, Hamilton, London, St. Mary's.

For zinc products and zinc sheets See weekly report.

WRENCHES

Trimo—	Doz. net		Doz. net
8 in.	$15 60	18 in.	$35 00
10 in.	17 40	24 in.	50 60
14 in.	24 45		
Coes—	**Doz. net**		**Doz. net**
6 in.	$14 60	15 in.	$35 00
8 in.	17 50	18 in.	46 60
10 in.	20 40	21 in.	56 80
12 in.	26 20		

Stillson—	Each	Doz. net
6 in.	$1 20	$14 00
8in.	1 35	15 60
10 in.	1 50	17 40
14 in.	2 10	24 45
18 in.	3 00	35 00
24 in.	4 35	50 60
36 in.	....	94 20
48 in.	....	139 20

The Value of the Business Press to Business Men

"Business men do not realize the value which trade journals and technical magazines may have for them in increasing the efficiency of their factories and in giving them a broad and comprehensive view of their business.

"Our foreign competitors read almost every article published upon their business with great care and thoroughness. Many of them have duplicate copies of their favorite trade paper sent to their homes so that they may read them away from the business without being disturbed. Many foreign manufacturers contribute articles to these journals on phases of the business with which they are most familiar. Such articles are bound to be helpful and have a constructive effect.

"Our trade journals and technical papers are the best in the world, and they should be supported and encouraged by our business men.

"Copies should be placed where employees can see them and they should be urged to read and study them.

"These papers are preaching the gospel of sound business on practical lines and are helpful not only to business but to the country as a whole.

"If the suggestions made by them in the past had been followed by our business men it would not be necessary at this time to point out some of the fundamental weaknesses in American business."

—Edward N. Hurley, formerly Chairman of the Federal Trade Commission, in "The Awakening of Business."

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Hardware and Metal	Canadian Grocer	Dry Goods Review
Men's Wear Review	Bookseller and Stationer	Sanitary Engineer

TECHNICAL PAPERS

Canadian Machinery	Canadian Foundryman	Marine Engineering
Power House	Printer and Publisher	

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WITH STEEL HANDLES

A Handle that doesn't break.
A Blade that keeps its temper.

15 Different Styles.

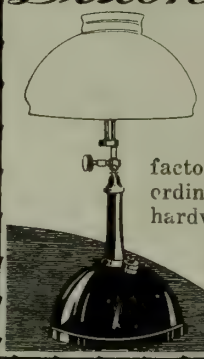
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BURGESS-NORTON MFG. CO.

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Dixon Safetee Lamp



rivals the world's lighting—a boon to rural Canada.

The "Safetee" is a guaranteed safe, self-operating gasoline lamp, satisfactory under all conditions. Light with ordinary match. A good profit for hardwaremen.

Write for full particulars.

The Hamilton Gas Mantle Co., Ltd.

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Invite correspondence direct from Canadian Manufacturers of Builder's Hardware, Woodenware, Handles, Shelf and Heavy Hardware for immediate purchase and shipment to the British Market.

Address all correspondence to

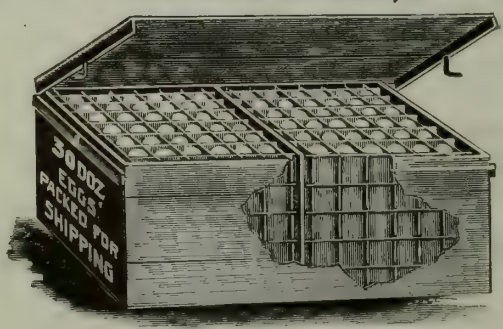
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Our large stock of **Carriage and Machine Bolts and Coach Screws, Rivets, Nuts and Washers,** assures quickly filled orders and prompt shipment. **Our quality and price please everybody.**

LONDON BOLT & HINGE WORKS
LONDON, CANADA

THE MILLER BROS. CO., LIMITED



Manufacturers of
White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.

20-38 DOWD STREET, - MONTREAL, CANADA

Standard Tube & Fence Co., Ltd.

Manufacturers of

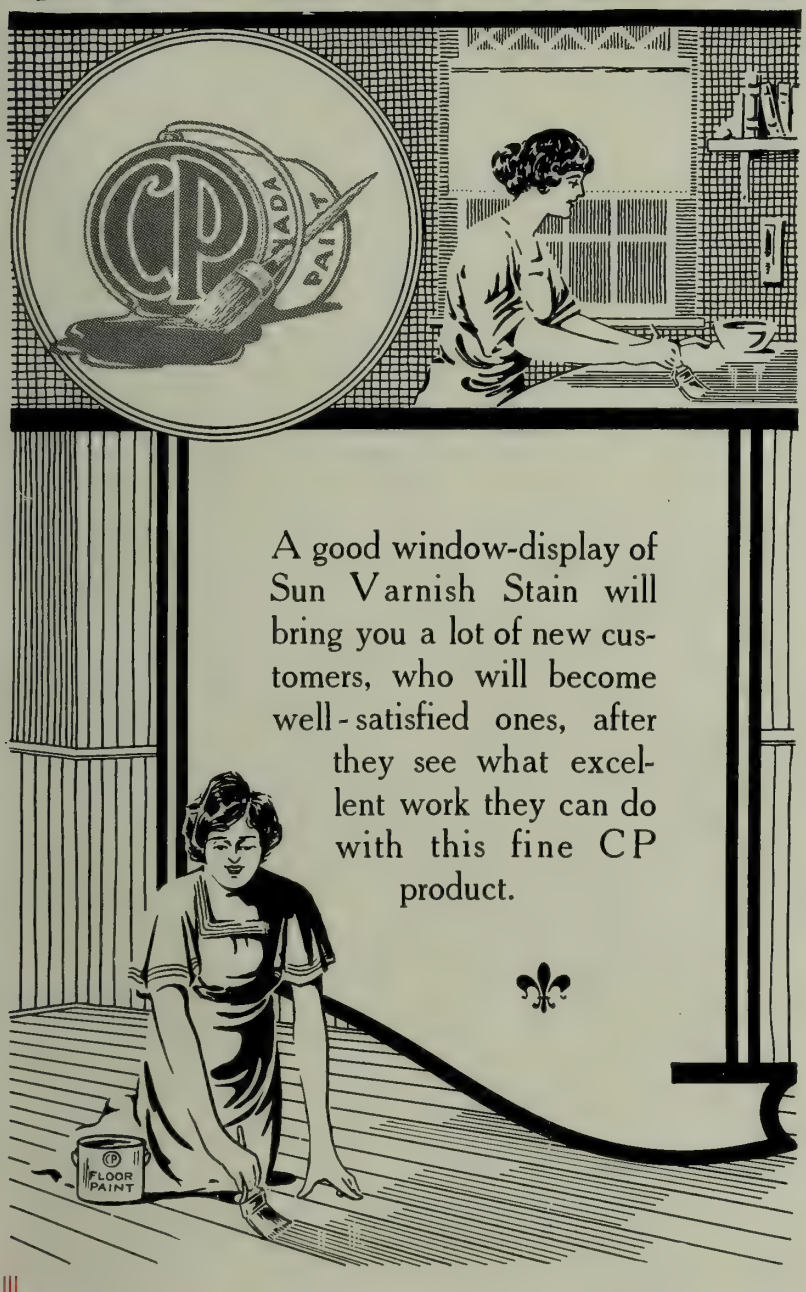
STEEL TUBING—

Butted and Welded, for structural work and all kinds of manufacturing purposes. Sizes ⅜" to 2", 14 to 20 Gauge.

Galvanized Wire and Woven Wire Fencing.
Steel Tube Fence Posts, Farm Gates, etc.

WOODSTOCK ONTARIO

CANADA PAINT



A good window-display of Sun Varnish Stain will bring you a lot of new customers, who will become well-satisfied ones, after they see what excellent work they can do with this fine CP product.

CP Sun Varnish Stains

Make Your Women-Customers Happy

It is a wise plan to stock up well with Canada Paint Sun Varnish Stains.

They are just what your women-customers want in housecleaning time, for doing over the floors, woodwork, and renewing the furniture.

They combine a permanent Stain with a durable varnish---the materials are of the very highest quality---and the result is most successful. They give a splendid finish to all sorts of woodwork, and have exceptionally long wearing qualities. The used hardwood effects are perfectly simulated.

We have a number of well-tried selling-helps for you. Ask about them. Our advertising is behind every can of Sun Varnish Stain that you stock.

Send your order in at once and insure early delivery.

Ask us about our Agency Proposition.

The Canada Paint Co., Limited

Makers of the Celebrated ELEPHANT BRAND White Lead

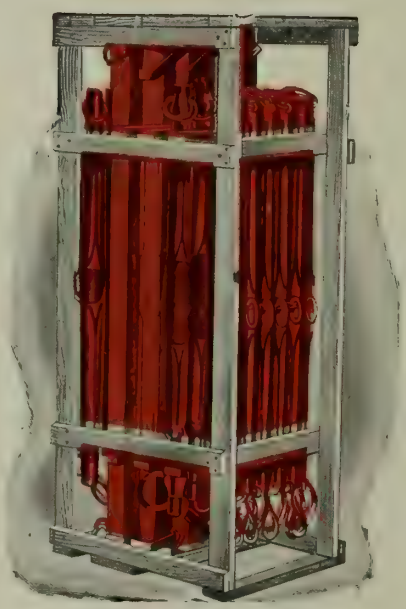
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It Pays The Dealer To Buy Wagon Sets In Crates

The price per set is very slightly more than where shipped loose — while the crated sets reach the customer in as good shape as when they leave the factory.

No Bruised Woods
No Marred Finish



Westwo products are made from the best selected hickory and oak. Irons used are the best manufactured in Canada. Painted and striped — they look better and last longer.

All Sets Guaranteed
Defective Parts Replaced

Goods Represent The Highest Quality

Westwo goods represent the highest quality. Every piece backed by the manufacturer's guarantee. You will have requests for these goods. Write your dealer to-day for illustrated folder and catalogue. If he does not handle, write us direct.

West-Woods Limited

Winnipeg

London Bar Iron

Has a reputation in the Canadian market, thoroughly established for the last eighteen years.

Compares in quality with the best imported brands, but is considerably lower in price.

Copy of tests made by Strength of Materials Laboratory (University of Toronto) March 27th, 1918, prove our claims as to quality.

	9-16 Sq.	⅞ Rd.	1 Sq.	1½x⅜
Elastic Limit, per sq. in...	39.000	33.300	33.000	35.300
Ultimate Strength	54.600	54.300	52.000	50.000
Elongation in 8 in.	25%	27%	29%	26%
Reduction	47%	49%	50%	50%

Sales Agents: Manitoba, Bissett & Webb, Ltd., Winnipeg; British Columbia, McPherson & Teetzell, Vancouver.

All wholesale hardware dealers carry **London Bar Iron**

Drop us a line for full particulars and prices

Manufactured in Canada by

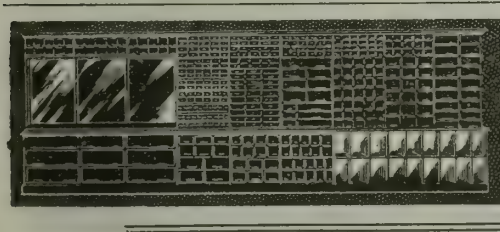
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There's a good amount of business in your town in Babbitt Metals that you could capture by stocking Owl Babbitts.
Owl Traction Babbitt for Tractors
Owl Babbitt Metal for Thrashers



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality is our leader—top-notch Prices right

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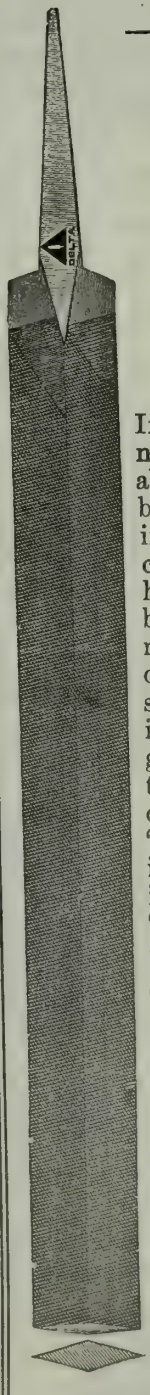
"WOLSELEY"

Sheep-Shearing and Horse-Clipping Machines, Cream Separators, Petrol and Paraffin Engines.

Give full details to

THE **Wolseley** Sheep Shearing Machine Co., Ltd. Birmingham

"Delta" Files



—we'll help you sell them

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DELTA

If the "Delta" Dealer never said a word about these good files but just kept handing them across his counter day by day he would gradually build up an enviable reputation for the quality of files he sells. But we believe in hurrying up that good reputation by telling our agents' customers facts about "Delta"—facts which interest file users and induce them to buy "Delta."

If you want to take on the "Delta" File Agency in your district we will help you make it the most profitable line in your stock. We'll help you interest all the big users of files and show you how to close them up.

This is a genuine plan we want you to try, so write and get full particulars.

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H. S. Howland, Sons & Co., Toronto;
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ALL LEADING JOBBERS.

If any advertisement interests you, tear it out now and place with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8.90 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID

Bronzing liquid, No. 1 $1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE	Montreal	Toronto
Per lb.	13-14	14-16

COLORS (DRY)	Per lb.
Raw Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Raw Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Imp. green, 100 lb. kegs	0 25
Chrome green, pure	0 35
Chrome yellow	17-31
Brunswick green, 100 lb. k.	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100 lb. k.	0 06
Venetian red, best bright	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry	0 15
Golden ochre, 100 lb. kegs	0 06½
White ochre, 100 lb. kegs	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	3½-5
French ochre, barrels	0 06
Spruce ochre, 100-lb. kegs	7-8c
Canadian red oxide, bbls	2 -2¼
Super magnetic red	2¼-2½c
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

1 lb. tins—

Venetian red	0 21
Indian red	0 35
Chrome yellow, pure	0 53
Golden ochre, pure	30-32
French spruce ochre, pure	25-28
Greens, pure	28-35
Siennas	0 32
Umbers	0 32
Ultramarine blue	0 52
Prussian blue	1 50
Chinese blue	1 50
Drop black	0 30
Ivory black	0 31
Signwriters' black, pure	0 40
Lampblack	0 40
Marine black, 5 lb. irons	0 20

F.o.b. Montreal, Toronto.

ENAMELS (white)	Gal.
Duralite	$6 50
Albagloss	3 50

GLUE	Per lb.
Brantford All Round Glue—	
Case No. 7—50-lb. pkgs	$28 00
Case No. 8—100 ½-lb. pkgs.	31 00
Case No. 9—200 ¼-lb. pkgs.	38 00

Discount.

French medal (prices withdrawn)	
English common sheet	32-34
English prima	35-38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	28-30
Ground glue, No. 2, 112-lb. bags	22-24
Do., No. 2, less than bags	24

GLASS	Single Thick	Double Thick
Per 100 ft.		
Under 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 95
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	78 10

Discount box glass, 20 to 25%.

Sheet glass, 5 to 10%. Cash 2%. F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE	
Plates up to 1 foot, each	$0 80
Plates from 1 to 2 feet, each	0 90
" 2 to 3 "	0 95
" 3 to 4 "	1 15
" 4 to 5 "	1 35
" 5 to 7 "	1 50
" 7 to 10 "	1 70
" 10 to 12 "	1 75
" 12 to 15 "	1 85
" 15 to 25 "	1 95
" 25 to 50 "	2 15
" 50 to 75 "	2 20
" 75 to 90 "	2 25
" 90 to 100 "	2 30
" 100 to 120 "	2 60
" 120 to 140 "	2 90
Plates 101 to 110 wide containing not over 100 ft. each	3 00
Plates 111 to 120 wide containing not over 100 ft., each	3 40
Plates 101 to 110 wide containing over 100 ft., each	3 40
Plates 111 to 120 wide containing over 100 ft., each	3 75

Trade Discount, 25%.
City deliveries, 33 1/3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS

Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 20c advance per 100 lbs. F.o.b. London and Windsor, 40c per 10 0lbs. F.o.b. Toronto and Hamilton, 30c per 100 lbs. F.o.b. Fort William and Port Arthur, ... per 100 lbs.
Maritime differential 35c per 100 lbs over Montreal.

	Montreal	Toronto
Anchor, Pure	$16 00	$16 30
Crown Diamond	16 00	16 30
Crown, Pure	16 00	16 30
Green Seal	16 00	16 30
Ramsay's Pure	16 00	16 30
Moore's Pure	16 00	16 30
Tiger, Pure	16 00	16 30
O.P.W. Dec. Pure	16 00	16 30
Red Seal	16 00	16 30
Decorators' Pure	16 00	16 30
O.P.W. English	16 20	16 50
Elephant Genuine	16 50	16 80

B.B. Genuine Lead, less than tons, $17.45, Toronto; $16.90, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)	
Genuine, 560-pound casks, per cwt.	$14 00 $14 50
Genuine, 100-pound kegs, per cwt.	14 75 15 50
Less quantity	16 00 17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE

	Per pound Dry	Paste
Barrels, 600 lbs.	$....	$0 21
200s	0 32½	....
100s	0 33	0 22
50s	0 33	0 23
25s	0 34½	0 23
10s	0 35	....
5s	0 36	0 25
2s	....	0 26½
1s	0 39½	0 29
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton and London.

MURESCO

Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $9.00.
F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon, 1 gallon can basis

Elephant, white	$4 20
Elephant, colors	3 80
B.H. English, white	4 30
B.H. English, colors	4 05
B.H. Floor	3 50
B.H. Porch Floor	4 05
Minerva, white	4 15
Minerva, colors	3 90
Crown Diamond, white	3 80
Crown Diamond, colors	3 55
Crown Diamond, floor	3 50
B.H. Fresconette, white	3 35
B.H. Fresconette, colors	3 25
Moore's House Colors, white	4 05
Moore's House Colors, colors	3 90
Moore's Egyptian Paint, all colors	3 25
Moore's Floor Paint	3 50
Moore's Sani-Flat	3 00
Moore's Mooramel	6 50
Jamieson's Crown Anchor	3 55
C.P.C. Pure, white	4 30
C.P.C. Pure, colors	4 05
O.P.W. Canada Brand, white	4 05
O.P.W. Canada Brand, colors	3 75
O.P.W. Canada Brand, floor	3 50
O.P.W. Flat Wall, white	3 35
O.P.W. Flat Wall, colors	3 25
Ramsay's Pure, white	4 15
Ramsay's Pure, colors	3 85
Martin-Senour, 100%, white	4 30
Martin-Senour, 100%, colors	4 05
Martin-Senour, Porch Paint	4 05
Martin-Senour, Neutone, white	3 35
Martin-Senour, Neutone, colors	3 25
Senour's Floor Paint	3 50
Sherwin-Williams, white	4 30
Sherwin-Williams, colors	4 05
Sherwin-Williams Floor	3 50
Flat Tone, white	3 35
Flat Tone, colors	3 25
Lowe Bros., H.S., white	4 30
Lowe Bros. H.S., colors	4 05
Lowe Bros. Hard Drying Floor	3 50
Mellotone, white	3 50
Mellotone, colors	3 35
Sanitone, white	3 35
Maple Leaf, white	4 30
Maple Leaf, colors	4 05
Maple Leaf, floor	3 50
Pearcy's Prepared, colors	3 50
Pearcy's Prepared, white	3 75

F.o.b. Montreal, Toronto.

PARIS GREEN	C.P. Berger's and Munro's Per lb.
In barrels, about 600 lbs.	0 60¼ 0 61
In arsenic wegs, 250	
In 50 lb. and 100 lb. drums	0 61¼ 0 62
In 25 lb. drums	0 62¼ 0 63
In 1 lb. packets, 100 lbs. in case	0 64¼ 0 65
In ½ lb. packets, 100 lbs. in case	0 66¼ 0 67
In 1 lb. tins, 100 lbs. in case	0 66¼ 0 67

Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PUTTY	Montreal Standard	Toronto Less than tons
Bulk, in casks	$5 60	$5 90
Bulk, 100-lb. drums	6 45	6 75
Bulk, 25-lb. drums	6 70	7 00
Bulk, 12½-lb. irons	6 95	7 25
Bladder, in bbls.	7 35	7 65

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2 cwt. advance.
Ottawa prices are 20c, Hamilton 30c. London and Windsor 40c per 100 lbs. over Montreal quotations.

ROSIN	
Barrels, 100 lbs.	$6 90
Less, per lb.	0 08

SHELLAC	
Pure White, gal.	5 15
Pure Orange, gal.	4 75

Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$3 30
B.H. Vanisher	3 00
Cumoff	3 30
Takof	3 25
O.P.W. Presto	2 75
Lingerwett	2 80-3 25
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins	$1.32-$1.44
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz.	1 40
Depend-on, list	3 50
B.H. Maritime Spar, list	7 00
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.	
Elastilite	3 50
Granitine Floor Finish	3 50
Hydrox Spar	3 65
Sun Varnish	2 60
Sun Spar	4 63
Sun Waterproof Floor	3 40
Jasperite Interior and Exterior	2 65
Jasperite Pale Hard Oil	1 90
Jasperite Indestructo Floor Finish	2 85
Jamieson's Copaline	3 62
M-S Marble-Ite Floor	3 29
M-S Wood-Var	3 29
M-S Double Spar	4 97
M-S Finest Interior	3 86
Elastic Interior	2 64
Mar-not	3 40
Quick Action House	2 47
Rexspar	4 62
Sear-Not	3 34
Kyanize Spar	4 95
Kyanize Cabinet Rubbing	3 85
Kyanize Interior	3 85
Luxeberry light	3 36
Luxeberry granite	3 62
Luxeberry spar	4 95
Ramsay's Universal	2 92
Crown Diamond Floor	2 60

F.o.b. Montreal, Toronto.

WATER PAINTS	
Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 07
Coralite, 5-lb. pkgs., colors	0 07½
B.H. Frescota, 5-lb. pkge., white	7 80
B.H. Frescota, 5-lb. pkge., colors	8 40

F.o.b. Montreal, Toronto

WASTE	
Cream, Polishing	$0 21½

WHITE	
XXX	0 20
XX	0 19
X	0 17½
XC	0 16
Japanese	0 15
XXX Extra	0 19½
XX	0 18¼
XLCR	0 17
X Empire	0 15½
X Press	0 14

COLORED	
No. 5	15
No. 1	14
No. 7	13
No. 1A	11½
No. 1B	10½
Fancy	16½
Lion	15
Standard	13½
Popular	12
Keen	10½

Above lines subject to trade discount for quantity.

WAX	Per lb.
WAX	Per lb.
C. & B. Floor Wax	$0 40
B.H. Wax	0 40
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 45
Old English	0 58 0 62
Johnsons	0 57 0 62
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Edwards, lb.	0 40
Ramsay's	0 45
S. & W.	0 54
Crown Diamond	0 45

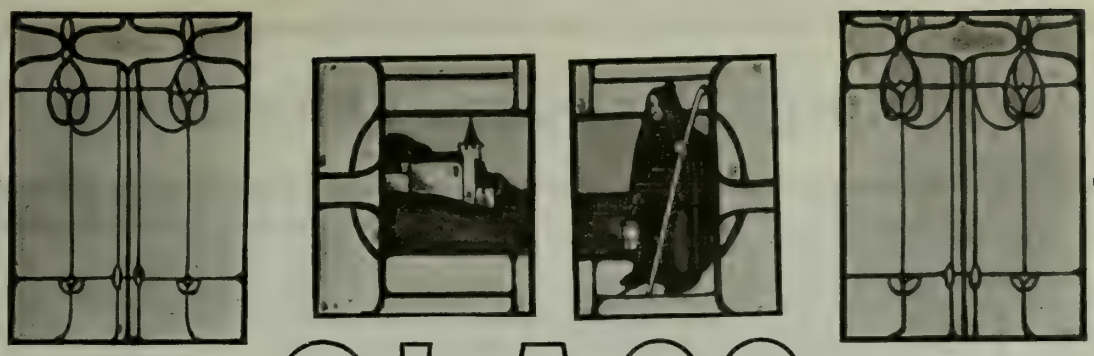
F.o.b. Montreal and Toronto.

WHITING	
Plain, in bbls	$2 50

F.o.b. Montreal, Toronto, London.

Gilders, bolted, in bbls.	$3 00
WOOD ALCOHOL .	per gal.
In five gallons	$1.80-$1.90
In barrels	1.70

$4 extra for barrels
F.o.b Montreal, Toronto, London.



GLASS

Now is the Time to Sort up on

WINDOW GLASS

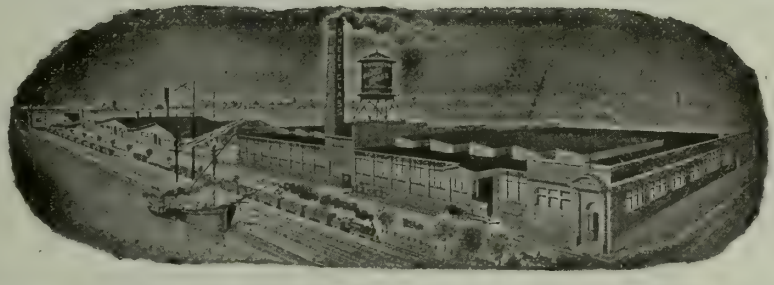
ALL WEIGHTS

16-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce and 39-ounce.
WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS.
WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE, MIRRORS, FIGURED, WIRED, LEADED AND WINDOW GLASS.
CATALOGUES AND PRICE LISTS FREE ON APPLICATION. WRITE, PHONE OR WIRE YOUR WANTS.

HOBBS MANUFACTURING COMPANY, LIMITED

MONTREAL TORONTO LONDON WINNIPEG

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke. $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regale Smokeless. 12 ga., $38; Nitro Club Smokeless. 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 26c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Dougle Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $11.25 per 100 lbs.

BAR IRON

Bar Iron—$5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 15-2½%.

Agricultural or No. 1 leather belting, 30-10-7½% off list.

Standard, 27-10% off list. Extra 27%.

"The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.60 per lb.; cut, $1.80 per lb.; rawhide, sides, $1.55; cut, $1.75.

Blue Stone (Vitriol), 11¾c.

BOLTS

Carriage, ⅜ and smaller, up to 6 inch, 20%; over 6 inch, 10%; 7-16 inch and larger, net list; machine, ⅜ and under, up to 6 inch, 25%; over 6 inch, 15%; 7-16 and over, 5%; machine set screws, 20%; plough bolts, 10%; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $19.20; ¼, $16.25; 5-16 in., $13.75; ⅜, $12.75; 7-16, $12.35; ½, $12.25; 9-16, $12.25; ⅝, $12.00; ¾, $11.65; 1 in., $11.40; Logging, 5-16 in., $15.55; ⅜, $14.55; ½, $14.05; tie-out, 47½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 35
Lookout	1 75
Sleepmeter	1 85

COPPER

Sheet and planished copper, 75c per lb. Tinned, 65c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 76 lb.

DRILLS

Bit stock, 37½%; Blacksmith, ½ in. round shank, 25%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.85; 10 in., $7.60; 12 in., $8.95.

Conductor pipe, 2 in., per 100 ft., $8; 3 in., $9.65; 4 in., $12.75.

ENAMELWARE

See Wares.

FILES

Globe	Discount 40-5%
Nicholson Gen.	Discount 30%

FITTINGS—Malleable.

Class A	60%
Class B and C, off new list	60-10%
Bushings	10%
Unions	25%
Nipples 4" and under	40%

FORMALDEHYDE

400-lb. bbls., 51c lb.; 200-lb. bbls., 52c lb.; 100-lb. bbls., 53c lb.; 10-lb. jugs, $5.50 each; 5-lb. jugs, $2.90 each; 2-lb. jugs, $1.25 each.

GALVANIZED WARE

See Wares

GLASS, WINDOW

	Single	Double
Up to 25 in.	$15 50	19 50
26 to 40	16 50	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	21 50	27 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 05
Cold Blast, regular	1 05

GRINDSTONES

Per 100 lbs., $3.50.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 15% off.

Corrugated Strap Hinges — 4, $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherweight, $9.95.

IRON, GALVANIZED

	Apollo and Premier	"Fleur de Lis"
10¾ oz. or 28 Eng.		$10 50
28 Am or 26 Eng.		10 10
26 Am. or 26 Eng.		9 80
24		9 65
22		9 65
18 and 20		9 50
16		9 35

IRONS, SAD

Common Sad Irons, 8 lbs., 11c uer lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$2 00
Mrs. Pott's No. 50, set	2 15

Mrs. Pott's common and iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$13 00
No. 25. Dash-board	17 50
Short Globe. doz.	13 00

LEAD PIPE, $14.40.

LEAD WASTE, $15.40.

LATCHES—THUMB, STEEL

	Doz.
2	$1 90
3	2 50
4	5 25

Barn Door

5	2 95
8	3 20
9	5 50

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$6 35
New Century B	11 65
New Idea	13 00
Snowball	9 75

MATTOCKS

Pick, $13.85; cutter, $13.85.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 8	12 00
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$8 50	$9 00
Empress	11 00	11 50
Daisy	6 60	.....
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $5.35 base; Winnipeg, $5.85 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	$6 30
30 in.	7 65
36 in.	9 00
2 in. mesh x 24 in.	3 05
30 in.	3 60
36 in.	4 20
48 in.	5 60
60 in.	6 95
72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.75; 36 in., $6.10; 48 in., $7.25; 60 in., $8.50; 72 in., $9.75.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 25c; Ideal Thresher, 50c; "B" Caster machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

PAINTS

Stephens' Out White, $4.45; Stephens' House, $4.20; Stephens' Floor, $3.40; Silkstone, $3.40; Stephens' Barn Paint, $1.85.

POLISH

O'Cedar —

	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	$2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page)

A Paint that Satisfies!



When you hand a can of paint over your counter, what are you selling your customer?

Is it just paint—a fluid which colors a surface? If that is all you can honestly give him for his money, it's high time you were linking up with a *Stephens' Agency.*

Every *Stephens' Agency* sells with every *Stephens' can of Paint or Varnish* a product that he is proud to recommend to his customer.

He knows — that the Stephens' organization is back of every sale. An organization that has a reputation for good paint.

He knows — that the high standard set for Stephens' Paints and Varnishes is there in every can.

He knows—that his customer will be thoroughly satisfied.

STOP THAT

GUESSWORK

There is only one way whereby you can be sure —take a Stephens' Agency.

Write to-day for our proposition

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg :-: Calgary

If any advertisement interests you, tear it out now and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 ft.	Black	Galv.
¼ inch	$ 5 40	$ 7 74
⅜ inch	5 50	7 88
½ inch	7 38	9 10
¾ inch	9 32	11 60
1 inch	13 77	17 20
1¼ inch	18 63	23 22
1½ inch	22 28	27 77
2 inch	30 00	37 40
2½ inch	48 10	59 80
3 inch	63 87	78 20
3½ inch	81 80	.....
4 inch	96 90	.....
4½ inch	113 00	.....
5 inch	131 40	.....
6 inch	171 00	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $9.25; full polished, ...; 18 x 24, half polished, $9.25; full polished, ... 20 x 28, half polished, $9.50; full polished, ...

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 15%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 26¼c base; pure Manila, 30c base; British Manila, 28¼c base; lath yarn, 26¼c base; African hemp, 28¼c base; cotton rope, ¼ and over, 71c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0	$0 38	$6 75
½	0 40	7 20
1	0 45	10 00
1½	0 50	9 15
2	0 57	10 35
2½	0 64	11 70
3	0 72	13 20

B. & A.—

00, 0	$ 42	7 50
½	0 44	7 95
1	050	9 00
1½	0 58	10 50
2	0 66	12 15
2½	0 77	13 95
3	0 88	15 90

SASH BALANCES (Caldwell).

10% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 25%. Set Screws, 20%.

SCYTHES—

	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—

No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—

	Doz.
Grand Rapids, Nic.	$101 00
Household, Jap.	91 00
Superba, Nic.	117 00

F.o.b. Jobbers' Warehouse, Winnipeg. Prices guaranteed by manufacturers against their own decline to June 30, 1919.

STEEL SHEETS, BLACK

10 gauge	$7 65
12 gauge	7 65
14 gauge	7 70
16 gauge	7 75
18-20 gauge	8 30
22-24 gauge	8 35
26 gauge	8 40
28 gauge	8 50

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., $15.05 per doz.; D.H. Rd. Pt., $15.05 per doz.; L.H. Sqr. Pt., $15.05; L.H. Rd. Pt., $15.05; Bulldog & Jones, D.H., Rd. Pt., $16.30; D.H. Sqr. Pt., $16.30; L.H. Rd. Pt., $16.30; L.H., Sqr. Pt., $16.30; L.H., Rd. Pt., $16.30; Black Cat and Crescent Scoops—No. 4, $19.00 doz.; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50; Moose & Jones Scoops, No. 4, $19.90; No. 6, $20.90; No. 8, $21.40.

SOLDER. Per pound, 50 to 51.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $6.05 at Fort William, $6.45 Winnipeg; galvanized staples, $6.85 Fort William, $7.25 Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes $5.50 base. Band steel, $5.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

15% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 10%.

TIN AND TERNE PLATE—

20 x 28 I.C. box	$23 50
20 x 28 I.X. box	27 00
20 x 33 I.C. box	28 50
20 x 33 I.X. box	32 50
Terne plates	24 00

TRAPS, GAME—

	Victor	H.& N.	Jump
	Doz.		
No. 0	$2 30	....	....
No. 1	2 69	$4 23	$3 60
No. 1½	4 06	6 33	5 37
No. 2	5 55	8 87	7 89
No. 3	7 53	11 82	....

TUBS—

	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply, cones	$0 72
Cotton, 3-ply, balls	0 76
Cotton, 4-ply, cones	0 75
Cotton, 4-ply, balls	0 79

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40% discount.

Colonial, Imperial, Pearl, 0% discount.

Premier, Canada, Diamond, plus 12½%.

Whiteware, 40% discount.

Japanned Ware, list, plus 40%.

Japanned Ware, white, list, plus 50%.

Japanned Sprinklers, list, plus 40%.

Stamped Ware, plain, 40% discount.

Stamped Ware, ret'd, 33 1/3% discount.

Pieced Tinware, ordinary, list, plus 65%.

Pieced Tinware, copper bottoms, list, plus 85%.

Sheet Iron Ware, list, plus 30%.

Light Galv'd Pails and Tubs, list, plus 40%.

Heavy Galv'd Pails and Tubs, plus 30%.

Jap. Coal Hods, list, plus 50%.

Galv'd Coal Hods, list, plus 60%.

WASHERS—

Iron, small lots, 33% off list plus $1.50; full boxes, iron, 33 1/3% off list plus $1.00.

WHITE LEAD—

Decorators' pure, ton lots, $16.90; less than ton lots, $17.25.

WIRE, BARB—

Lyman, 4-point, $5.05 Winnipeg; Glidden Cattle, 2-pt., $5.10 Winnipeg; Baker, 2-pt., $4.80 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; plain galvanized; Winnipeg, No. 9, $6.00; No. 12, $6.15; coil spring, Winnipeg, No. 9, $6.05; No. 12, $6.20.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN—

Bale ties, 14 gauge, single loop $7.65 Winnipeg; $7.25 Ft. William. Brass snare wire, per lb., 80c.

WIRE, ANNEALED—

No. 9, $6.75; 10, $6.80; 12, $6.95; 14, $7.15; 15, $7.25; 16, $7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 6 70
8 in.	8 00
10 in.	9 40
12 in.	12 00
15 in.	16 80

Perfect Handle—	
6 in.	15 00
8 in.	18 00
10 in.	21 00
12 in.	27 00
15 in.	36 00
18 in.	48 00

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$ 1 05
8 in.	1 20
10 in.	1 30
14 in.	1 85
18 in.	2 60
24 in.	3 80
36 in.	7 05

Trimo—	
10 in.	$1 50
14 in.	2 10
18 in.	3 00
24 in.	4 35

	Dozen	
Always Ready—	Black	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS—

Eze, $62.55 per doz.; Reliance, $78.70 per doz.; Emperor, $105.90.

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS, MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON, FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER—THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED

"NORCROSS" Cultivators





THE MARK OF QUALITY

The greatest of all time and labor-saving implements for cultivating and weeding.
Made in (3) sizes—not expensive—even the smallest garden invites a sale.
The Jobber and Dealer who link up with the NORCROSS Line, are assured of the very best in Quality, Construction and Finish.
DEALERS—Insist upon the Genuine—NORCROSS.
The Name is a Guarantee of Satisfaction.

Factory Representatives:
Western Canada: A. H. Fraser, Vancouver.
Eastern Canada: Richardson & Bureau, Montreal.

G. S. Norcross & Sons, Bushnell, Illinois, U.S.A.

Canada Wire and Iron Goods Co.

Manufacturers of Wire Cloth, Perforated Sheet Metals, Metal Lockers and Wire Work. Fireplace Screens.

Hamilton - - Canada

Every Hardware Dealer Should Use This Display

The illustration below shows the new self-selling counter display for Marble's Waterproof Matchboxes. Each case holds one dozen matchboxes, individually packed in a neat two-color carton. The lid of the case is attractively printed in colors, and is cleverly arranged to tilt up the box at back for better display of goods.

Marble's Waterproof Matchbox is famous the world over—used by soldiers, hunters and campers in every country and is a staple, year 'round seller. Made of seamless brass and heavily nickeled. List price, each 55c.





Trade supplied by jobbers. Any Canadian jobber will fill your order promptly. Liberal discounts to dealers. Write for complete catalog of Marble's Sixty Specialties.

Marble Arms & Mfg. Co., 5350 Delta Ave. Gladstone Michigan

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Aluminum
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.

Aluminum Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Ammunition
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Asbestos
Canadian Asbestos Co., Montreal, Que.

Asbestos Pipe Specialties
Canadian Asbestos Co., Montreal, Que.

Asbestos Pipe Coverings
Canadian Asbestos Co., Montreal, Que.

Ash Sifters
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

Ankle Supports
Owen Sound Steel Press Works, Owen Sound, Ont.

Auto Accessories, Equipment and Supplies (Jobbers)
Auto Accessories Ltd., Winnipeg, Man.
J. E. Beauchamp & Co., Montreal, Que.
Canada Sales Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
North American Hardware Co., Ltd., Montreal.
Prairie Motor Sales Co., Moose Jaw, Sask.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Toronto.

Auto Accessories, Equipment and Supplies (Manufacturers)
Air-Tite Mfg. Co., St. Thomas, Ont.
W. H. Banfield & Sons, Ltd., Toronto.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
Barcalo Mfg. Co., Buffalo, N.Y.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
The Lockwood-Ash Motor Co., Jackson, Mich.
Line, Kimball Co., Moose Jaw, Sask.
Metal Specialties Mfg. Co., Chicago, Ill.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
Will B. Lane, Chicago, Ill.
Perfection Sanitary Brush Co., Toronto.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
Kinsinger, Bruce & Co., Niagara Falls, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties Co., Hamilton, Ont.

Automobiles
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Automobile Parts
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McKinnon Industries, Ltd., St. Catharines, Ont.

Awnings
J. J. Turner & Co., Peterboro, Ont.

Axes
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Foundries & Forgings, Brockville.
Can. Warren Axe & Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Babbitt Metal
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

Bars and Racks, Clothes
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Liners
J. N. Warminton & Co., Montreal, Que.

Batteries, Dry
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.

Batteries, Flashlight
Dominion Battery Co., Toronto, Ont.
Usona Mfg. Co., Inc., Toledo, Ohio.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
Kinzinger, Bruce & Co., Ltd., Niagara Falls.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
Wentworth Mfg. Co., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.

Brake Lining
Thermoid Rubber Co., Trenton, N.J.
Haddow Brokerage Co., Montreal, Que.

Brass Goods
Haddow Brokerage Co., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Williams Bros. & Piggott, Ltd., Birmingham.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Conveyor
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
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Plewes, Ltd., Winnipeg, Man.

Belting, Cotton
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Plewes, Ltd., Winnipeg, Man.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.
Samuel Trees & Co., Toronto, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
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Lewis Bros., Ltd., Montreal.
Northern Bolt & Screw Co., Owen Sound.
London Bolt & Hinge Works, London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Wilkinson & Kompass, Hamilton.

Bolts, Eye
Williams & Co., J. H., Brooklyn, N.Y.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boxes, Tin
A. R. Whittal Can. Co., Ltd., Montreal, Que.

Boxes, Wood
Canadian Wood Products Co., Toronto, Can.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal, Que.

Butchers' Tools
Haddow Brokerage Co., Montreal, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

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Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.



Talk No. One Hundred and Eighty-Four

There'll be big doings this year in the repairing, rebuilding and new construction lines. Keep a good stock of "PREMIER" GALVANIZED STEEL SHEETS on hand and get your full share of the prosperity. Order from your jobber now.

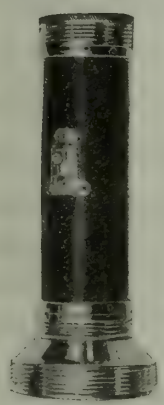
TINKER TOM

Look for Talk No. 185 next week

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HAMILTON, CANADA

Kwiklites MEHASCO

ANOTHER MEHASCO MESSAGE 25



Here is another well-advertised line, Metal Kwiklites. They are the latest and highest type of Flashlights, and made from the very best of materials. The cases are strong, drawn from solid sheet brass. They are non-short-circuiting; the battery will not run down by being left on metal objects. The Reflectors are scientifically designed and show up well on the darkest night, or in fog or smoke. They are also beautiful in appearance, and are of standard sizes, and their batteries are interchangeable with all other well-known makes. We feature strongly the Miners' regular two-cell and the three-cell, as well as the vest pocket. We also carry a stock of batteries and bulbs. If interested we will be pleased to hear from you.

MERCHANTS HARDWARE SPECIALTIES
LIMITED
CALGARY





CANADA WITCH COMPANY, LIMITED.
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Distributors for Eastern Canada:
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Build Up Your Business—

by handling the BEST.

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Sold All Over the World



ARROW HEAD SAWS

Write for Catalogue
T. F. SHURLY CO., LTD.
St. Catharines, Ont.

THE BUYERS' GUIDE

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Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

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Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Perfection Sanitary Brush Co., Toronto.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Blowers, Blacksmiths'
Can. Blower & Forge Co., Ltd., The, Kitchener.

Brooms
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

Buckles, Harness and Trunks
McKinnon Industries, Ltd., St. Catharines, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
Peterboro Lock Mfg. Co., Ltd., Peterboro, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Canoes and Boats
Canadian Canoe Co., Peterborough, Ont.
Peterborough Canoe Co., Peterborough, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
Cannon Oiler Co., Keithsburg, Ill.

Caps for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville
The Toronto Lock Mfg. Co., Toronto, Ont.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpenters' Tools
Haddow Brokerage Co., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Casseroles
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cement, Rubber

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Folding
J. E. Beauchamp & Co., Montreal, Que.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
McKinnon Industries, Ltd., St. Catharines, Ont.

Choppers, Ice
The Haddow Brokerage Co., Montreal, Que.
L. & I. J. White Co., Buffalo, N.Y.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont
Williams & Co., J. H., Brooklyn, N.Y.

Clippers
Chicago Flexible Shaft Co., Chicago, Ill.

Closets
Wakyte Mfg. Co., Ltd., Winnipeg, Man.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clothes Dryers
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Lines
Coleman Fare Box Co., Toronto.

Clothes Wars
Stratford Mfg. Co., Ltd., Stratford, Ont.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
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Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.

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Williams & Co., J. H., Brooklyn, N.Y.

Coopers' Tools
Haddow Brokerage Co., Montreal, Que.

Coping Saws
Thos. Birkett & Son Co., Ltd., Ottawa.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Cooking Ware
Corning Glass Works, Corning, N.Y.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Crocks, Butter
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Crucibles
Canadian Asbestos Co., Montreal, Que.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

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The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers' Sons & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.

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Trimont Mfg. Co., Roxbury (Boston, Mass.)

Curry Combs
The Burrow, Stewart & Milne, Ltd., Hamilton, Ont.

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Soren Bros., Toronto, Ont.

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Canada Foundries & Forgings, Brockville.

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McKinnon Industries, Ltd., St. Catharines, Ont.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Diaphragms Rubber

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Canadian Fairbanks-Morse Co., Montreal.
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National Mfg. Co., Sterling, Ill.

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Wm. Newman & Sons, Birmingham, Eng.
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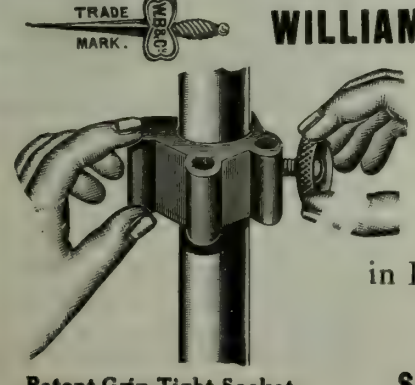
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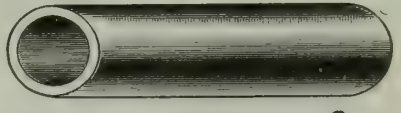
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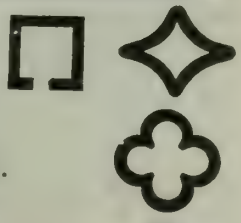
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Egg Case Fillers
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Jas. Morrison Brass Mfg. Co., Toronto.

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Tallman Brass & Metal Co., Hamilton.

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Electric Plates
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Canadian National Carbon Co., Toronto.
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McGregor-Banwell Fence Co., Ltd., Walkerville
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Steel Co. of Canada, Ltd., Hamilton.

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Delta File Works, Philadelphia.
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Port Hope File Mfg. Co., Port Hope, Ont.
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Fillers
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Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson Iver Arms & Cycle Works, Fitchburg Mass.

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Taylor-Forbes Co., Guelph, Ont.

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Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
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Northern Electric Co., Montreal.
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Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont.

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Saunders & Co., Montreal, Que.

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Walter Woods & Co., Hamilton.

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Canada Paint Co., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.

Fuses, Electric
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Fuses, Electric, Refillable
The Clemens Electrical Corporation, Hamilton.

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Galvanized Pipe
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Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

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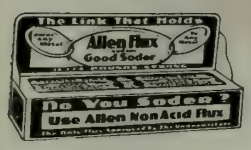
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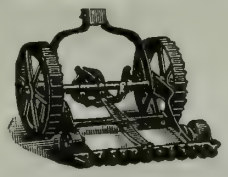
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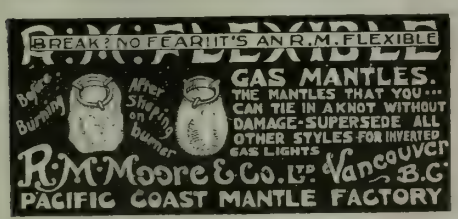
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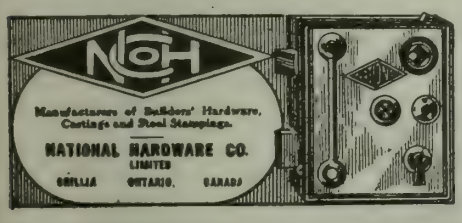
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The Red Star is crated to take up very little space in your store room.



The Dolly on the Red Star by which the clothes are agitated.

The Red Star Washer.

Beatty Bros., Limited

Dept. P362

Fergus, Ont., London, Ont., Winnipeg, Man., Montreal, Que., Edmonton, Alta., St. John, N.B.

The Red Star



There is no heavy work with the Red Star. The lightest push will start it.



The lid is easy to lift because the Dolly can be lifted first to free it from the clothes.

A Better Washer

This is the machine your customers have been waiting for. It works easily; runs noiselessly; washes thoroughly; lasts well.

Put one on your floor, and let your customers try it for themselves. It won't stay on the floor long! The first person who tries it will soon find that it is, indeed, "A Better Washer."

The Red Star runs easily because the mechanism runs on **two sets** of ball bearings; because all gears have spiral machine cut teeth and fit to a hair's breadth; because the fly wheel is extra large.

There is no racket when the Red Star is running. The ball bearings and carefully cut gears cut out friction, and besides doing away with the noise make the washer easy to operate.

Week in and week out the Red Star can be used, and still it will run as easily as a new machine and be as serviceable as when it left your store. There is a solid, one-piece bed plate bolted to the tub serving as a foundation for all mechanical parts—and it keeps them running in harmony always. The mechanism is very compact and simple, with no complicated parts to get out of order.

Another point your customers will appreciate—**The Dolly can be raised before the lid is lifted.** This frees the dolly of clothes and makes the lid easy to lift. The dolly can be dropped after the lid is down so that the clothes are not scooped over to one side of the tub.

Try one of these washers. It will make lots of friends for your store and for itself. They are selling like wild fire from Coast to Coast. If our salesman has not called on you about the Red Star, he soon will. In the meantime, write us for circular in color illustrating and describing "The Better Washer."

Beatty Bros., Limited

Dept. P362

Fergus, Ont., London, Ont. Winnipeg, Man. Montreal, Que.
Edmonton, Alta., St. John, N.B.

The Red Star

THE BUYERS' GUIDE

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
J. H. Williams & Co., Brooklyn, N.Y.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glasses, High Pressure
The Strong Machinery & Supply Co., New York, N.Y.

Gauges, Water (Standard Extra Heavy Automatic
The Penberthy Injector Co., Ltd., Windsor, Ont.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
The Johnston Brokerage Co., Pittsburgh, Pa.
A. Ramsay, Son & Co., Montreal.
Sanderson-Pearcy Co., Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.

Glue Pots, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Glue, Sheet and Ground
Canada Glue Co., Brantford, Ont.
DesRochers Ltd., Montreal, Que.
Dominion Glue & Emery Co., Montreal, Que.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves
American Pad & Textile Co., Ltd., Chatham, Ont.
Hamilton-Carhartt Co., Toronto.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Poison
Kill-em-Quick Co., Regina, Sask.
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

Granaries, Portable, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg.

Graphites
Canadian Asbestos Co., Montreal, Que.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Guns
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd., Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.

Hames, Steel and Iron
McKinnon Industries, Ltd., St. Catharines, Ont.

Hammocks
Galt Robe Co., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles, Canthooks and Peevies
West-Woods, Ltd., Winnipeg, Man.

Handles, Chest and Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hangers, Door
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Hangers, Barn Door
Allith Mfg. Co., Ltd., Hamilton, Ont.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Can.
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling Ill.
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Harness
Samuel Trees & Co., Toronto.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
Belleville Hardware Mfg. Co., Belleville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Coleman Fare Box Co., Toronto.
Lyons & Marks, Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling Ill.
North American Hardware Co., Ltd., Montreal, Que.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
McKinnon Industries, Ltd., St. Catharines, Ont.

Hatchets
Canada Foundries & Forgings, Ltd., Brockville
Haddow Brokerage Co., Montreal, Que.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Electric
Chicago Flexible Shaft Co., Chicago, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Stover Mfg. & Engine Co., Freeport, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont
National Mfg. Co., Sterling, Ill.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., Ltd., St. Marys, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Plewes Ltd., Winnipeg, Man.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.

Hooks for Logging Chains
McKinnon Industries, Ltd., St. Catharines, Ont.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hubs for Ford Cars
McKinnon Industries, Ltd., St. Catharines, Ont.

Hub Caps
McKinnon Industries, Ltd., St. Catharines, Ont.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Ingersoll Watches
R. H. Ingersoll & Bro., Montreal, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto
The Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Insecticides
The McDougall Bros., Ltd., Manchester, Eng.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Ironing Boards and Tables
J. E. Beauchamp & Co., Montreal.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Iron, Corrugated
Canada Metal Co., Toronto.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont

Iron and Steel Bars
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

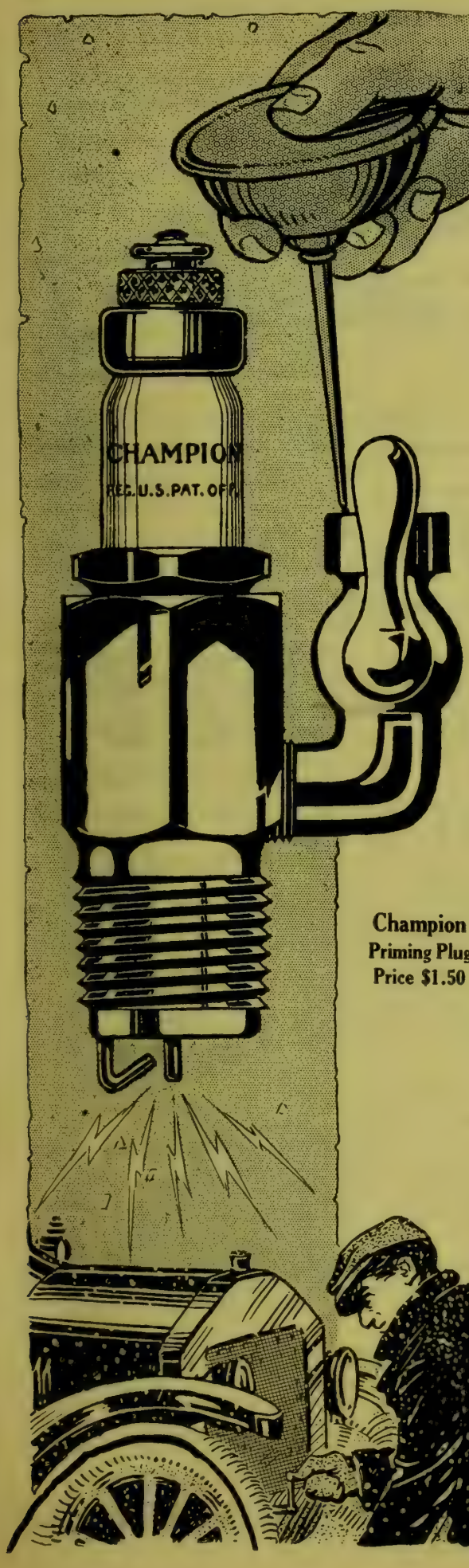
Jardinieres
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Jugs
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Kalsomine
British America Paint Co., Ltd., Victoria, B.C.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.



Champion
Priming Plug
Price $1.50

Putting the Spark in a Cold Motor

Making a motor hum with the first turn-over is important to all motorists from now till next April. Getting a quick answer from the crank or the starter eliminates most of the hardships of cold-weather motoring.

Champion Priming Plugs

Will not only help your customers to run their cars in comfort all winter, but they save gasoline and starter batteries.

They take the worry and work out of driving a car, and it means more sales and profits to you. Show your customers how "a Prime Saves Time."

Champion Priming Plugs place the gasoline right into the heart of the motor, at the sparking point, where it catches the first spark. This is the plug that every man who drives his own car—whether passenger car or truck—needs right now.

A stock of Champion Priming Plugs will help you to give a service that your customers will appreciate, and increase sales in an otherwise dull accessory season.

Every Champion is guaranteed to give "complete satisfaction to the user or free repair or replacement will be made."

Any jobber in motor equipment can supply you.

Champion Spark Plug Co. of Canada, Limited
Windsor, Ontario

THE BUYERS' GUIDE

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extention, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calender Mfg. Co., St. Paul, Minn.
Otterville Mfg. Co., Ltd., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.

Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes' Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.
North American Hardware Co., Ltd., Montreal

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.
North American Hardware Co., Ltd., Montreal, Q.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago,
North American Hardware Co., Ltd., Montreal.
Powerlight Co., Winnipeg, Man.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.
Schultz Mfg. Co., Hamilton, Can.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lawn Swings
J. E. Beauchamp & Co., Montreal.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Taylor-Forbes Co., Guelph, Ont.

Lawn Sprinklers
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

Leather Belting and Soles
Plewes Ltd., Winnipeg, Man.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Leather Dashes and Fenders
McKinnon Industries, Ltd., St. Catharines, Ont.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lighting Systems, Store
Benjamin Electric Co., Toronto.

Lighting Fixtures, Store
Benjamin Electric Co., Toronto.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Canada Linseed Oil Co., Ltd., Montreal and Toronto.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
Peterboro Lock Mfg. Co., Peterboro, Ont.
Toronto Lock Mfg Co., Toronto, Ont.

Logging Chain Hooks
McKinnon Industries, Ltd., St. Catharines, Ont.

Lugs for Silos
McKinnon Industries, Ltd., St. Catharines, Ont.

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machinists' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

Malleable Iron Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Malleable for Carriages
McKinnon Industries, Ltd., St. Catharines, Ont.

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Marine Supplies
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

Metallic, Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Menders, Utensils
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
North American Hardware Co., Ltd., Montreal.
Vol-Peck Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters
Pratt & Whitney Co. of Canada, Ltd., Dundas

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Mirrors
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Neckyokes
McKinnon Industries, Ltd., St. Catharines, Ont.
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Oarlocks
McKinnon Industries, Ltd., St. Catharines, Ont.

Nipples for Radiators
McKinnon Industries, Ltd., St. Catharines, Ont.

Oakum
Canadian Asbestos Co., Toronto, Ont.
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

Oil, Coal
Imperial Oil Co., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Gilbert & Barker Mfg. Co., Springfield, Mass.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Stains
British America Paint Co., Ltd., Victoria, B.C.

Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Orange Derinders
J. E. Beauchamp & Co., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
McGregor, Banwell Fence Co., Ltd., Walkerville



"Good Trade Follows Good Goods"

"——and They Came Back for More"

How One Hardware Dealer Satisfied His Customers



Throwing out the unbranded, unknown and unreliable lines has enabled one hardware dealer to make every customer come back for "more." How often hardware dealers are induced to stock up on lines that can be bought cheap, but send the customer off to some other dealer for his next supply. "Good Trade Follows Good Goods."

MALTESE CROSS Accessories

MALTESE CROSS ACCESSORIES are known all over Canada. They have the **quality** and they are exactly adapted for the purpose intended. No mistakes or misfits in Maltese Cross Accessories.







Order a Sample Line Direct from Head Office, or from our salesman when he calls.

GUTTA PERCHA & RUBBER, LIMITED

HEAD OFFICE: TORONTO, CANADA

Branches: Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg, Regina, Lethbridge, Saskatoon, Calgary, Edmonton, Vancouver, Victoria

If any advertisement interests you, tear it out now and place with letters to be answered.

THE BUYERS' GUIDE

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.
British America Paint Co., Ltd., Victoria, B.C.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., St. John, N.B.

Paint, Copper
British America Paint Co., Ltd., Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
Walter Woods & Co., Hamilton.

Paper, Wrapping
Walter Woods & Co., Hamilton.

Packing Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Piston Rings
The Ever Tight Piston Ring Co., St. Louis, Mo.

Piston Rod Packing
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestos Co., Montreal, Que.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Ivo Johnson's Arms & Cycle Works, Fitchburg, Mass.

Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.

Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal

Pipe, Galvanized, Conductor
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto

Planters, Corn
Otterville Mfg. Co., Otterville, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Barcalo Mfg. Co., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Plumbers' Tools
Barcalo Mfg. Co., Buffalo, N.Y.
J. H. Williams & Co., Brooklyn, N.Y.

Planes
Caverhill, Learmont & Co., Montreal
Stanley Rule & Level Co., New Britain, Conn.

Polishes, Auto and Furniture
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo, N.Y.
Channel Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa

Pony Kars
J. E. Beauchamp & Co., Montreal, Que.

Post Hole Diggers
Otterville Mfg. Co., Otterville, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Thos. Birkett & Son Co., Ltd., Ottawa.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.

Powder, Gun
Hercules Powder Co., Delaware.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal

Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
Canada Foundries & Forgings, Brockville
Stover Mfg. & Engine Co., Freeport, Ill.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
Rapid Radiators, Limited, Toronto, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal

Radiolite Watches
R. H. Ingersoll & Bro., Montreal, Que.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto
The Toronto Lock Mfg. Co., Toronto, Ont.

Rakes
Coleman Fare Box Co., Toronto.
Ward & Payne, Sheffield, Eng.

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Sheffield, Eng.

Reamers
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Rivets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter Bulloch Co., Gananoque, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Roofing Cement and Paint
The Alpine Chemical Co., Ltd., Toronto.

Roofing, Ready
Bird & Son, Hamilton, Can.
Rishopric Wall Board Co., Ltd., Ottawa, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.

Rope Grips
Coleman Fare Box Co., Toronto.

Rope
Plymouth Cordage Co., North Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont
Fred Smith, Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
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Rules, Steel, Straight and Folding Rules, Folding Boxwood
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Spring Joint
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
The Lufkin Rule Co. of Canada, Ltd., Windsor Ont.

Saddlery Hardware
McKinnon Industries, Ltd., St. Catharines.

Saws, Crosscut and Band
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Sawset
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Eyre's (London), Limited, London, Eng.
T. F. Shurly Co., Ltd., St. Catharines, Ont
Simonds Canada Saw Co., Montreal.
Victor Saw Works, Hamilton, Ont.

Scales
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canadian Fairbanks-Morse Co., Ltd., Montreal
Renfrew Machinery Co., Ltd., Renfrew, Ont

Scales, Machinists'
The Lufkin Rule Co. of Canada Ltd., Windsor, Ont.



1,000,000 Motorists Use It 4,000,000 More Need It

The limited supply and high cost of inner tubes makes it necessary for motorists to repair punctures, cuts, tears and cracks—to keep their tubes in good repair.

The present conditions make it imperative for motorists to stop the easy-going, wasteful habit of carrying $5 to $15 worth of spare tubes—that deteriorate quickly—and scrapping perfectly good inner tubes that merely have a puncture, cut or tear—which can be repaired *permanently* with a Shaler 5-Minute Vulcanizer, quicker than a new tube can be inserted.

Saves Tubes—Saves Repair Bills

Easy to Use

Repairs tubes—as good as new. It's easy and inexpensive. *The Shaler works automatically*—and without fail. Just touch a match to the non-flaming chemical fuel. In five minutes you have a firm, flat, "feather-edge," permanent repair—stronger than any "stuck on patch"—stronger than the tube itself. No gasoline, cement or flame, and no danger of injuring the tube. Carry it in your tool box for emergency use. It works in the wind, in any weather, anywhere. The heat is applied directly to the pure gum patch and does not extend to the tube itself.

Easy to Sell

A five-minute demonstration sells the Shaler Vulcanizer easily. Every sale gives you a good profit. The large resale of Patch and Heat Units is profitable and brings new customers into your store, who will also buy other accessories.

Over 1,000,000 Motorists now use the Shaler 5-Minute Vulcanizer for repairing tube punctures, cuts, etc.; 4,000,000 more need it. Every motorist is a prospect for this handy tube vulcanizer—it should be in every car owner's tool box, for emergency use on the road or repairing tubes at home.

Complete Outfit Only $2.00

The outfit includes, the Vulcanizer—12 Patch & Heat Units (6 round for punctures, and 6 oblong for cuts)—complete $2.00. Extra Patch and Heat Units $1.00 per dozen.

Sold By All Accessory Dealers and Jobbers

TO DEALERS—To insure shipments—it is advisable to order from your jobber now. The great demand has exceeded our factory capacity, and shipments will be made according to priority in receipt of orders.

Catalog of the Complete Shaler Line of Vulcanizers for Motorists, Repair Shops and Garages mailed on request.

C. A. Shaler Company

1501 Fourth Street **Waupun, Wisconsin**

Oldest and Largest Manufacturers of Vulcanizers



Mends Tubes in 5 Minutes

If any advertisement interests you, tear it out now and place with letters to be answered.

THE BUYERS' GUIDE

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.

Saws, Crosscut and Band
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Windows
The Kasement Skrene Dore Co., Toronto.
Sandersen-Harold Co., Ltd., Paris, Ont.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.
J. E. Beauchamp & Co., Montreal, Que.

Gorden Seats
J. E. Beauchamp & Co., Montreal, Que.

Seats, Fibre
J. E. Beauchamp & Co., Montreal, Que.

Separators
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
B. & S. H. Thompson, Montreal, Que.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can

Shovels, Snow
J. E. Beauchamp & Co., Montreal, Que.
Thos. Birkett & Son Co., Ltd., Ottawa, Ont.
Coleman Fare Box Co., Toronto.

Shingle Stains
The Alpine Chemical Co., Ltd., Toronto.
British America Paint Co., Ltd., Victoria, B.C.
Sturgeons, Ltd., Toronto.

Sifters, Ash
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

Silo Luge
Otterville Mfg. Co., Otterville, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont

Silver Plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Solder
J. E. Beauchamp & Co., Montreal, Que.
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Sleighs
J. E. Beauchamp & Co., Montreal, Que.

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.
Soren Bros., Toronto, Ont.

Soldering Paste
Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Anglo-Canadian Leather Co., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

Soot, Destroyer
Canada Witch Co., Ltd.
Moncrieff & Endress, Ltd., Winnipeg, Man.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.

Spark Plugs
Canadian Carbon Co., Ltd., Toronto
Canada Cycle & Motor Co., Ltd., Weston, Ont
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1684 St. Urbain St., Montreal
Hyslop Bros., Toronto
The Lockwood-Ash Motor Co., Jackson, Mich.
Northern Electric Co., Ltd., Toronto
The Royal Canadian Specialties, Hamilton.
Sharo Spark Plug Co., Cleveland, Ohio.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sporting Goods
J. E. Beauchamp & Co., Montreal, Que.

Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Sturgeons, Ltd., Toronto.

Stampings
Coleman Fare Box Co., Toronto.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Stoneware
Medalta Stoneware, Ltd., Medicine Hat, Alta

Store Fixtures
Cameron & Campbell, Toronto.

Stoves
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Gurney Foundry Co., Toronto
Merchants Hardware Specialties, Ltd., Calgary.
Record Foundry & Machine Co., Moncton, N.B
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.
Royal Fireless Cooker Co., Ottawa, Ont.

Stoves, Gas and Coal
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd. Montreal
Safety Stove Pipe Co., Ltd., Toronto, Ont.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Cold Rolled Band
J. E. Beauchamp & Co., Montreal, Que
J. N. Warminton & Co., Montreal, Que.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Hamilton

Steel Wagon Hardware
McKinnon Industries, Ltd., St. [illegible] Ont

STUCCO BOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sweat Pads
American Pad & Textile Co., Chatham
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Tacks
Steel Co. of Canada, Ltd., Hamilton, Ont.

Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings Ltd., Brockville, Ont
R. McDougall Co., Ltd., Galt, Ont.

Tanks, Galvanized Steel
Winnipeg Ceiling & Roofing Co., Winnipeg

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co. of Canada, Ltd., Dundas
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Pratt & Whitney Co. of Canada, Ltd., Dundas
Wells Bros. of Canada, Galt

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tapes, Measuring, Steel and Woven
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Tents
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
Soren Bros., Toronto, Ont.

Tin Plate
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.
North American Hardware Co., Ltd., Montreal, Q

Tires and Tubes, Automobile and Motor Truck
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.

Automobile, Aeroplane, Bicycle, Carriage, Motorcycle, and Motor Trucks

Tires and Tubes.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Kribs, Wm. A., Hespeler, Ont.



It is Cheaper to Prevent Trouble than to Cure it

The BOYCE MOTOMETER installed on a car insures safety in operation. No driver, not even an expert, can absolutely guess at motor temperatures. And a Boyce Motometer installed on a car absolutely demonstrates this fact the first day it is installed.

It immediately detects motor troubles, such as overheated engines, lack of oil, radiator leaks, any defects in the circulating systems, improper carburetor adjustment, and like troubles, and gives warning in ample time to avoid serious injury, with its consequent expensive repairs.

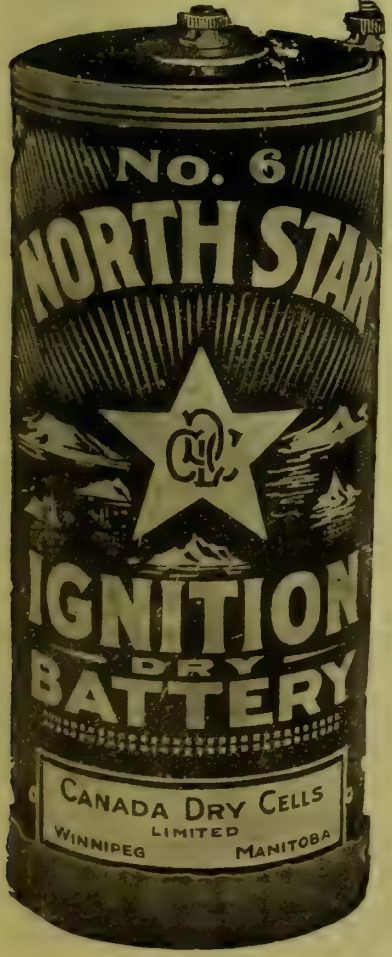
WHEN THERE IS TROUBLE THE MOTOMETER SAYS—STOP!

Send for descriptive booklet, "What Every Car Owner Should Know," and complete information.

GREAT WEST ELECTRIC CO., LIMITED

WINNIPEG

Distributors of Laco Tungsten and Nitro Lamps



In North Star Dry Cells Your Customer Gets What He Pays For: ---Service!



The element required in an ignition battery is length of life—service—it must do the work required or it must be cast aside to be replaced by a satisfactory — an **efficient** battery.

In North Star Dry Cells your customer gets a thoroughly efficient battery in every sense of the word.

He will always come back to you, because in selling North Stars, your customer always gets what he pays for—**service.**

The Western Battery for Western Need.

Order through your Jobber.

Canada Dry Cells Limited

WINNIPEG, MANITOBA

THE BUYERS' GUIDE

Truck Supplies
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Toboggans
J. E. Beauchamp & Co., Montreal, Que.
Peterborough Canoe Co., Peterborough, Ont.

Tools
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
R. J. Coghlin Co., Ltd., Montreal, Que.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tool Cabinets
Eagle Mfg. Co., Hamilton, Ont.

Tools, Garden
Coleman Fare Box Co., Toronto, Ont.
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Tools, Logging and Lumbering
Canadian Warren Axe & Tool Co., St. Catharines.
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders
Williams & Co., J. H., Brooklyn, N.Y.

Toys
J. E. Beauchamp & Co., Montreal, Que.
Coleman Fare Box Co., Toronto.

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Tools, Small
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Towel Bars
Kinzinger Bruce & Co., Niagara Falls, Ont.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Warehouse
Canadian Pneumatic Tool Co., Ltd., Montreal.
Canada Foundries & Forgings, Brockville
Wm. Kribs, Hespeler, Ont.
John Watson Mfg. Co., Ltd., Winnipeg, Man.

Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.

Truing Devices
Cleveland Stone Co., Cleveland, Ohio

Tube Rubber
K. and S. Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps
Canadian Tungsten Lamp Co., Hamilton, Ont.
Canadian Laco-Phillips Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.
Vivid Electric Lamp Co., Toronto.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Tub Stands, Folding
Otterville Mfg. Co., Otterville, Ont.

Tube Rubber
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tumbler Holders
Kinsinger Bruce & Co., Niagara Falls, Ont.

Tubing, Brass
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto.

Tubing, Steel
Standard Tube & Fence Co., Woodstock

Turpentine
Brown Corporation, Portland, Maine.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Fred Smith, Toronto.

Twines
Consumers Cordage Co., Montreal
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton

Vaccuum Cleaners and Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
National Brass Co., London, Ont.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Standard, Globe, Angle and Check
Canadian Fairbanks-Morse Co., Montreal.
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Canadian Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Varnishes—Auto, Caoch, House, Marine
Berry Bros., Walkerville
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
Glidden Varnish Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal, Que.
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son, Montreal
R. C. Jamieson & Co., Montreal
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton

Vehicles, Business
Canadian Pneumatic Tool Co., Ltd., Montreal, Q

Veneer Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Ventillators, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg

Vises
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn
Stover Mfg. & Engine Co., Freeport, Ill.

Vises, Chain Pipe
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
Adamson Mfg. Co., Hamilton
Northern Electric Co., Montreal
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Wagon Woodwork
West-Woods, Ltd., Winnipeg, Man.

WALLBOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Wall Finish
British America Paint Co., Ltd., Victoria, B.C.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
Beauchamp & Co., J. E., Montreal, Que.
DesRochers, Ltd., Montreal, P.Q.
C. Kloepfer, Ltd., Toronto
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
Otterville Mfg. Co., Otterville, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa
Dowswell, Lees & Co., Hamilton.
Great West Electric Co., Ltd., Winnipeg, Man
The Hurley Machine Co., Ltd., Toronto.
Kribs, Wm., Hespeler, Ont.
Martag Co., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Nineteen Hundred Washer Co., Toronto, Ont.
Northern Electric Co., Montreal

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
E. Pullan Waste & Wipers Co., Toronto.
Scythes & Co., Ltd., Toronto
Wilkinson & Kompass, Hamilton

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Wash Tubs
E. B. Eddy & Co., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Watches
R. H. Ingersoll & Bro., Montreal, Que.

Watch Specialties
R. H. Ingersoll & Bro., Montreal, Que.

Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canadian Warren Axe & Tool Co., St. Catharines, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto
Spramotor Co., London, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheelbarrows
Erie Iron Works, Ltd., St. Thomas, Ont.

Wheels, Well
J. E. Beauchamp & Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whips
J. E. Beauchamp & Co., Montreal, Que.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Wholesale Hardware
Thos. Birkett & Co., Ottawa, Ont.
Caverhill, Learmont & Co., Montreal
J. E. Beauchamp & Co., Montreal.
Frothingham & Workman, Montreal
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal
Merrick Anderson Co., Winnipeg, Man.
Miller-Morse Co., Winnipeg, Man.
Morrison Blackwood Hardware Ltd., Moose Jaw, Sask.
Rice, Lewis & Sons, Ltd., Toronto
White's, Ltd., Collingwood, Ont.

Windshield Cleaner
The Outlook Co., Cleveland, Ohio.

White Lead
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
McArthur Irwin, Montreal

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Wipers
Scythes & Co., Ltd., Toronto, Ont.
E. Pullan Waste & Wipers Co., Toronto.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton

Wire
Canadian Tube & Iron Co., Ltd., Montreal
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal
B. Greening Wire Cloth Co., Ltd., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Montreal
Northern Bolt Screw & Wire Co., Owen Sound
Steel Co. of Canada, Hamilton
Western Wire & Nail Co., London

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wrapping Paper
Alex. McArthur & Co., Montreal, Que.

Wrenches and Accessories
Barcalo Mfg. Co., Buffalo, N.Y.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill.
Plewes Ltd., Winnipeg, Man.
J. H. Williams Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Wrench Sets
Williams & Co., J. H., Brooklyn, N.Y.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn

Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
Spielman Agencies, Montreal

Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal

Wrought Washers
The Union Iron & Metal Co., Ltd., Toronto.

Wringers, Hand and Power
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal
Connor & Son, Ltd., J. H., Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
Kribs, Wm. A., Hespeler, Ont.
Nineteen Hundred Washer Co., Inc., Toronto, Ont.
Lewis Bros., Ltd., Montreal
Merchants Hardware Specialties, Ltd., Calgary, Alta.
White Mop Wringer Co., Fultonville, N.Y.

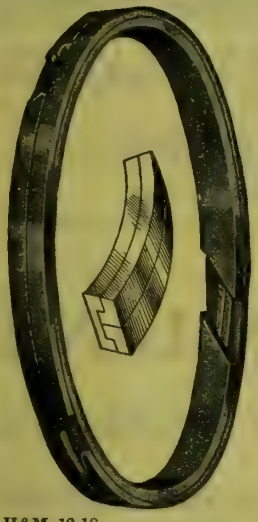
Zinc, Bar
Canada Metal Co., Ltd., Toronto

Zinc, Sheet
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Ever-Tyte PISTON RINGS

B79

READ THIS GUARANTEE:—



We guarantee *EVER-TYTE* Piston Rings to produce higher compression, develop more power, and use less fuel and lubricating oil than any other piston ring; and we will return the full purchase price to any purchaser upon the return of rings, if they fail to meet the conditions of this guarantee after six months actual service—provided the cylinders are not scored, nor badly warped and the motor is fully equipped with *EVER-TYTE Piston Rings.*

FOR SALE IN CANADA BY

MICHAEL ERT, Ltd., Winnipeg, Manitoba
GREAT WEST ELECTRIC CO., Ltd., Winnipeg, Manitoba
MERRICK-ANDERSON, Ltd., Winnipeg, Manitoba
MILLER-MORSE HARDWARE CO., Ltd., Winnipeg, Manitoba
PRAIRIE MOTOR SALES CO., Ltd., Moose Jaw, Sask.
REVILLON WHOLESALE, Ltd., Calgary, Alberta
WALKER-VALLANCE, Ltd., Hamilton, Ont.
WOOD, VALLANCE & ADAMS, Ltd., Calgary, Alberta

F. G. MAXWELL & CO., Canadian Representatives
WINNIPEG, MANITOBA

MADE BY
THE EVER TIGHT PISTON RING CO.
ST. LOUIS, MO., U. S. A.

The right-angle interlock is your safeguard



H&M. 12-18

ANNOUNCING THE

H & R Self-Loading (Automatic) Pistol

Caliber .32 (765 M/M)



A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

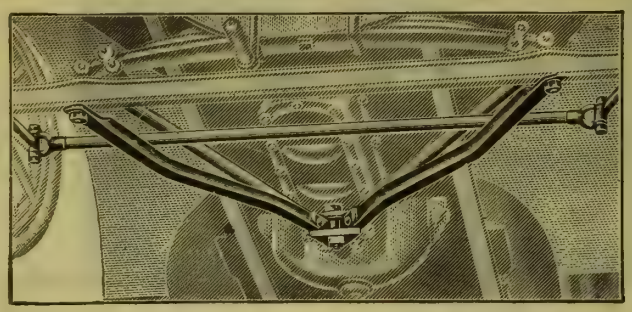
A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

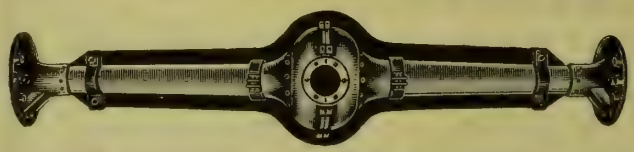
LEADING HARDWARE AND SPORTING GOODS JOBBERS CAN SUPPLY.

HARRINGTON & RICHARDSON ARMS COMPANY

715 PARK AVENUE, WORCESTER, MASS., U.S.A.

If any advertisement interests you, tear it out now and place with letters to be answered.





Big Opportunity To Sell To Owners of Small Cars

SUB-RADIUS ROD.—A boon to small car owners. Prevents rods from breaking or bending and eliminates chance of accidents. Stops vibration. Simple, dependable, durable.

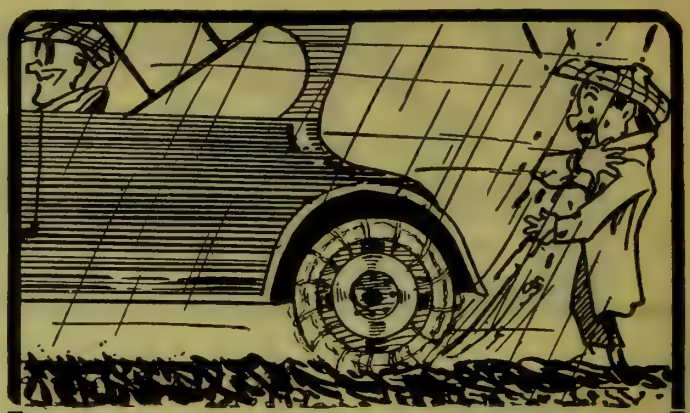
Rear Axle Truss.—Prevents rear axle housing from sagging or being thrown out of line. No extra fittings, no holes to drill, all ready to easily adjust.

These accessories are money makers. Write direct or see your jobber.

LINE & KIMBALL CO.

Manufacturers of Auto Accessories

Moose Jaw **Saskatchewan**



MUDDY, SLIPPERY WEATHER

MAKES

TIRE CHAINS

VERY MUCH IN DEMAND

as well as a hundred other seasonable automotive supplies, parts and accessories.

THE WILSON LINE

gives you the best and largest assortment.

Send for your copy of our Fall and Winter Bulletin. It contains a very complete line, including practically everything worth while on the market.

WILSON AUTO SPECIALTIES COMPANY

HAMILTON, CANADA

Insist on Getting A Tallman Double Action Pump

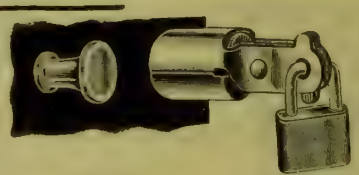


Easy on Your Back

Saves Your Tires

Tallman Brass & Metal Limited

HAMILTON, ONT.



Sell this Vest Pocket Lock for Chevrolet Cars

Every Chevrolet owner will want this lock. Easy and simple to operate. Inexpensive.

Dealers, write us.

Manufactured by

HOMER & WILSON

1-5 Lancaster Street, HAMILTON





The Real Ankle Support That Makes Others Look Like Imitations

Sell Perfection Ankle Supports—the only sure and comfortable ankle support on the market.

Made from the best quality of steel, and is so devised that by means of a hinge and sliding attachment the ankles may bend forward or backward, but simply can not bend sideways.

You'll sell more skates this winter as well as supports if you handle this line.

Write us for prices.

Owen Sound Steel Press Works, Owen Sound, Ont.

If any advertisement interests you, tear it out now and place with letters to be answered.

CLASCO

This Trade-Mark is a guarantee of Highest Quality and Workmanship

We specialize in, and our Plant is fully equipped to produce

STEEL and BRASS STAMPINGS of all kinds

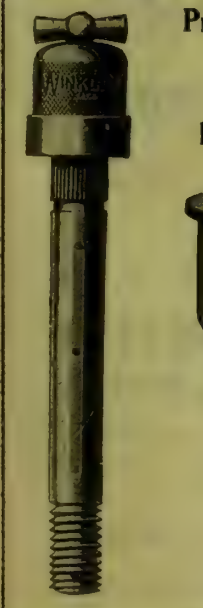
Write us for quotations

CANADIAN LAMP & STAMPING CO., LIMITED

Makers of the celebrated CLASCO Lamps for Motor Cars

FORD CITY, ONTARIO

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins

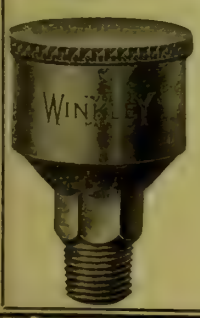




"Oil Cup"



"Ratchet"





"D"





"M"

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR, ONT.





OFF
Marquette Tire Tool

OFF WITH THE OLD

BE ON YOUR TOES

FOR SPRING TRADE

Our stock of **Automobile Accessories** is a new stock.

COMPLETE, CLEAN, VARIED

Selected with Quality as the first consideration.

DEALERS! SEE OUR SALESMEN

Our salesmen are now covering the Prairie Provinces with a full line of Automobile Supplies: Springs, Wheels, Tire Accessories, Radiator and Engine Supplies, Tire Chains, Shock Absorbers, Bumpers, Car Equipment Specialties, and Garage Appliances.

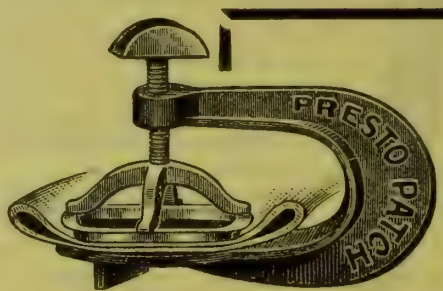
Write us for Prices.

D. ACKLAND & SON, LIMITED

WINNIPEG

Our Specialties Carry the Punch that Sells

ONLY $1.50



No Gasoline—No Cement

INDISPENSABLE TO MOTORISTS

The 5 Minute Vulcanizer

EVERY MACHINE GUARANTEED

Just put a match to the chemically treated fuel and in a few minutes you have a neat, perfect, permanent patch.

PATCHES MADE IN THREE SIZES

Size	List Price
No. 1—1 in. Circular for Nail Holes	$ .60 doz.
No. 2—1 x 2 in. for Small Cuts	1.00 doz.
No. 3—1 x 3 in. Extra Heavy for Blow-outs	1.35 doz.

COMPLETE OUTFIT

Clamp and 1 doz. Patches, Sizes Nos. 1 and 2, assorted $1.50

SPLENDID PROFITS FOR GOOD DEALERS

Write for Terms.

PRESTO PATCH COMPANY

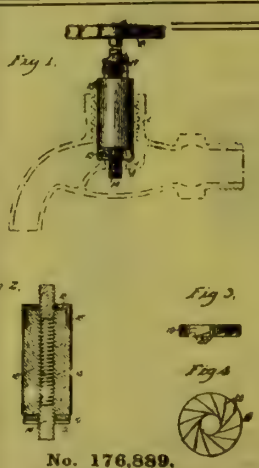
122 VICTORIA STREET TORONTO

EXCELSIOR
Wood Packing

Manufacturers and Jobbers Using EXCELSIOR
Write Us for Prices.

RANKIN & CO., LIMITED

1535 Dundas St. W., Toronto, Ontario



No. 176,889.
Valve Seat Grinder.

Wanted — A reliable firm to undertake the manufacture and sale of my patented Seat Grinder, as per cut shown herewith. A. C. Waltz & Co., Port Arthur, Ont.

If any advertisement interests you, tear it out now and place with letters to be answered.

Wanted

POSITIONS WANTED

TORONTO MANUFACTURERS' AGENT wants to add one or two good builders' supply lines for Ontario. Excellent wholesale and retail connection in hardware and lumber, also architects. Covering territory four times yearly. Box 177, Hardware and Metal.

RETURNED OFFICER DESIRES POSITION. Executive and selling experience. Also the manufacturing of builders' and general hardware. Box 195, Hardware and Metal.

HARDWARE SALESMAN, TEN YEARS' RETAIL experience, desires change of position this spring. Ontario preferred. First-class salesman, window dresser. Fair knowledge advertising. Best of references. Box 179, Hardware and Metal.

EXPERIENCED HARDWARE AND FURNITURE man is open for engagement as Retail Manager or Travelling Salesman. Good references. Box 99, Hardware and Metal, Toronto.

HARDWARE SALESMAN—SIX YEARS' EXPERIENCE, age 23, single, desires change of position March first. Good window dresser. At present employed in northern Ontario. Excellent references. Box 196, Hardware and Metal.

PLUMBING AND HARDWARE MANAGER IS open for engagement as travelling salesman. Seven years' experience. Best of references. Box 199, Hardware and Metal.

MISCELLANEOUS

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

STOVE REPAIRS FOR ADMIRALS, CLIMAX, Pen Esthers, Acmes, Crown Hurons, Garlands, Colonials, Marvels, Silver Kings, Souvenirs, Imperial Oxfords, Jewels, Peninsulars, Sterlings, Oak Laurels, Sunlights, Pandoras. Write for full list of stoves and prices. Grundy Bros., Strathroy, Ont.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITER WRITE. ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensome hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor Costs only $70. Write for catalogue "B." Otis Fensome Elevator Co., Toronto.

WANTED

WANTED—HARDWARE BUSINESS IN A good, live town. Give particulars and price. Box 184, Hardware and Metal.

WANTED—FIXTURES FOR SHELF HARDware. Must be in first-class condition and a bargain. Send full particulars and a cut if possible. J. A. Mulligan, Wardsville, Ont.

FOR SALE

FOR SALE—ONE OF THE LARGEST HARDware businesses in the County of Ontario. Annual turnover around $60,000. Tinshop and plumbing in connection, only one in town. All machinery and tools and store fixtures included in rent of store. Purchaser required to buy stock only. Take stock in February. Grand opportunity to get into a going concern at once. Stock at invoice prices, in first-class condition, around $18.000. Have auditor's annual financial reports for eight years, which will show large profits. Good reasons for selling. Box 180, Hardware and Metal.

HARDWARE BUSINESS IN GOOD DISTRICT. 75 miles from Calgary. No opposition. Clean, staple stock. Easy terms. Good reasons for selling. Apply Box 173, Hardware and Metal.

FOR SALE—UP-TO-DATE HARDWARE BUSIness in village situated in splendid farming district of Western Ontario. Stock and fixtures about $11,000, including a quantity of builders' hardware bought at old time prices. Good chance for reliable man; best reasons for selling. Box 193, Hardware and Metal.

FOR SALE — WELL-ASSORTED STOCK Martin-Senour paints, at a good discount. Apply to Box No. 185, Hardware and Metal.

HARDWARE BUSINESS IN GOOD DISTRICT, 75 miles from Calgary. No opposition. Clean, staple stock. Easy terms. Good reasons for selling. Apply Box 173, Hardware and Metal.

FOR SALE—A BATTERY OF SIX BOWSER pumps and tanks, together or separately. Also set Cameron & Campbell's drawers, nail bins and tool cabinet. Box 201, Hardware and Metal.

AGENCIES WANTED

ENGLAND—A LIVE HARDWAREMAN, SIXteen years' selling experience, about to establish showrooms, is anxious to represent Canadian manufacturers of hardware and kindred trades. Arrangements to carry moderate stocks can be made. Well connected with Birmingham and London houses. Advertiser spent several years in Canada and knows the Canadian trade. Box: "English Agencys," Hardware and Metal, 88, Fleet Street, E.C. 4, London, Eng.

AGENCIES WANTED—BY A GOOD LIVE man to work Quebec City and district. Can produce references. Apply 167 Grande Allee, Quebec, P.Q.

An Exceptional Opportunity

SPORTING GOODS BUSIness or senior partner's interest for sale. Doing largest business in Middle West and capable of any desired expansion. Stock carried about $25,000. Now is the time to get in. Particulars from Box 171, Hardware and Metal.

HELP WANTED

SALESMAN FOR RETAIL HARDWARE STORE in Medicine Hat. Must be first-class man. State experience, age, nationality, married or single, salary expected and names of recent employers. McPherson Bros., Medicine Hat.

SALESMAN FOR RETAIL HARDWARE STORE in Medicine Hat. Must be first-class man. State experience, age, nationality, married or single, salary expected and names of recent employers. McPherson Bros., Medicine Hat.

LIVE SALESMAN WANTED FOR MONTREAL Island, Quebec City, balance of Quebec Province, Nova Scotia and New Brunswick. Reply stating experience, lines sold, territory now covered and how often. Also furnish names of two or more reliable references. Remuneration by commission only with extra bonus according to sales. Exclusive territory if sales warrant. Apply Box 172, Hardware and Metal.

WANTED—HARDWARE AND FURNITURE travellers to carry side lines of washing machines.

Wanted—Hardware and furniture dealers to handle water power, electric or hand machines. One Minute Washer Co., 74 Logan Ave., Toronto.

WANTED—CLERK CAPABLE OF TAKING complete charge of sporting goods department and also handling window dressing for all departments. State experience and salary required. Name references. Apply Peart Bros. Hardware Co., Regina, Sask.

WANTED—GOOD RETAIL HARDWARE MAN. Must be good window dresser, card writer, advertiser and salesman. State age, experience, salary. George Taylor Hardware, Limited, Cobalt, Ont.

LIVE SALESMAN REQUIRED—ALL PARTS of the Dominion, to sell hardware specialties on commission basis. Give experience, territory covered, references. Exclusive territory if sales warrant same. Reply Box 198, Hardware and Metal.

TRANSLATIONS

ENGLISH INTO FRENCH. COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

Paint and Varnish Salesman

WE have an excellent opening in Alberta for a salesman capable of securing paint and varnish business from hardware merchants. Applications to be made in writing. State experience, references, age and renumeration expected.

Brandram-Henderson, Ltd.
Montreal, Quebec

MANUFACTURERS SUPPLIES

Firms advertising in this department are particularly interested in supplying requirements of manufacturers, and solicit their inquiries.

WHY have our sales increased 200% over last year?

BECAUSE our prices, quality equal, are 10% lower than others

OUR GRADES

Colored---1B, 1A, 7, 1, 5

White---Jap, XC, X, XX, XXX

ACME WASTE MFG. CO.
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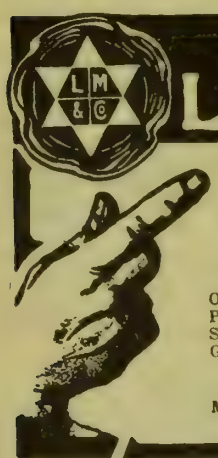
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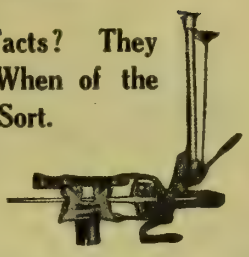
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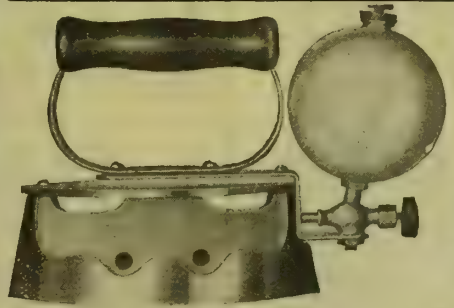
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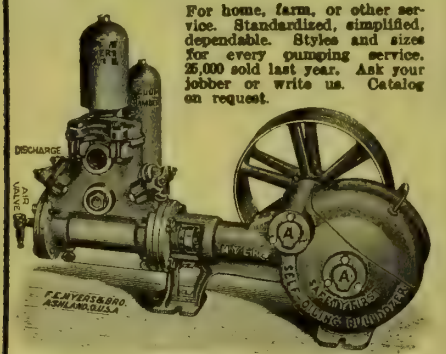
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For home, farm, or other service. Standardized, simplified, dependable. Styles and sizes for every pumping service. 25,000 sold last year. Ask your jobber or write us. Catalog on request.

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will pay for themselves in a short time by enabling you to wait on more trade, save the wear and tear on your fixtures and goods, as well as bring the appearance of your store up to date.

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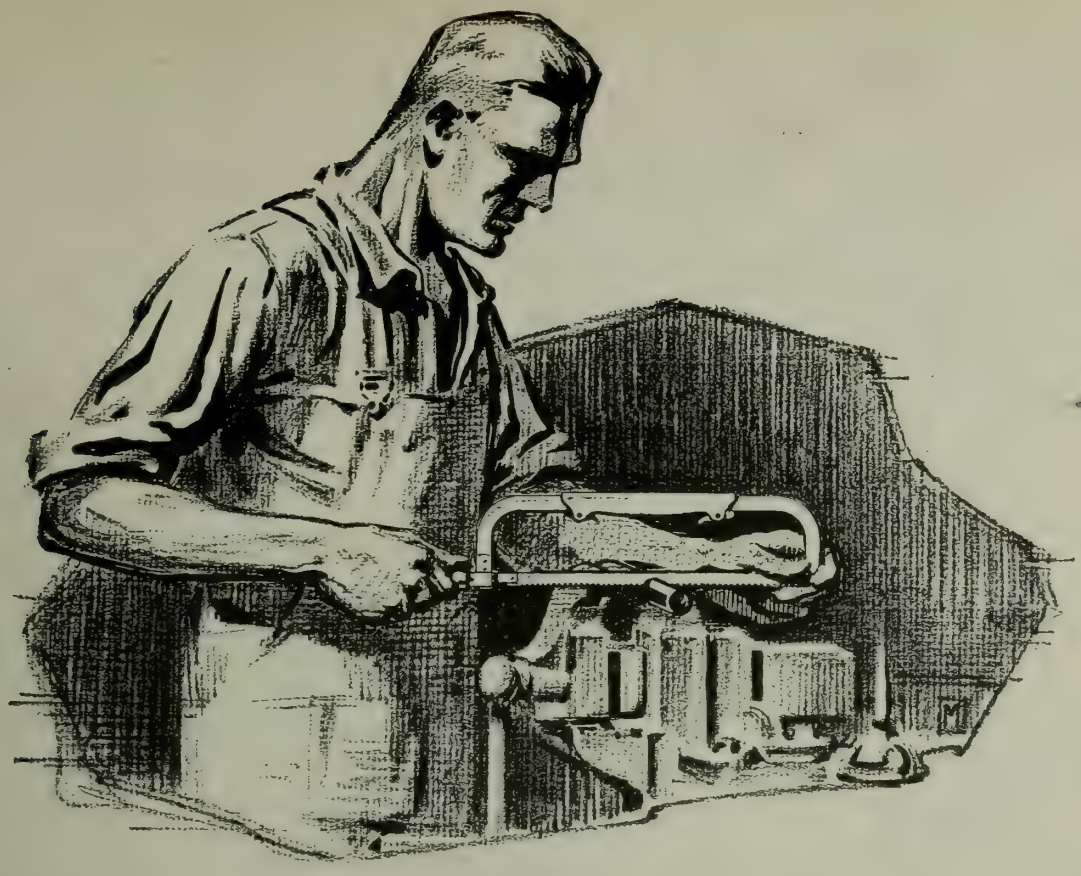
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Sell the Starrett Hack Saws instead of "just" hack saws. These saws will not only save time for your customers, but will also help increase your hack saw business.

Starrett Hack Saws

satisfy the most discriminating hack saw buyer because they give the maximum of service at the minimum of cutting cost.

Write for our catalog No. 21MA. It shows Starrett Hack Saws, Frames and many sizes and styles of high-quality precision tools.

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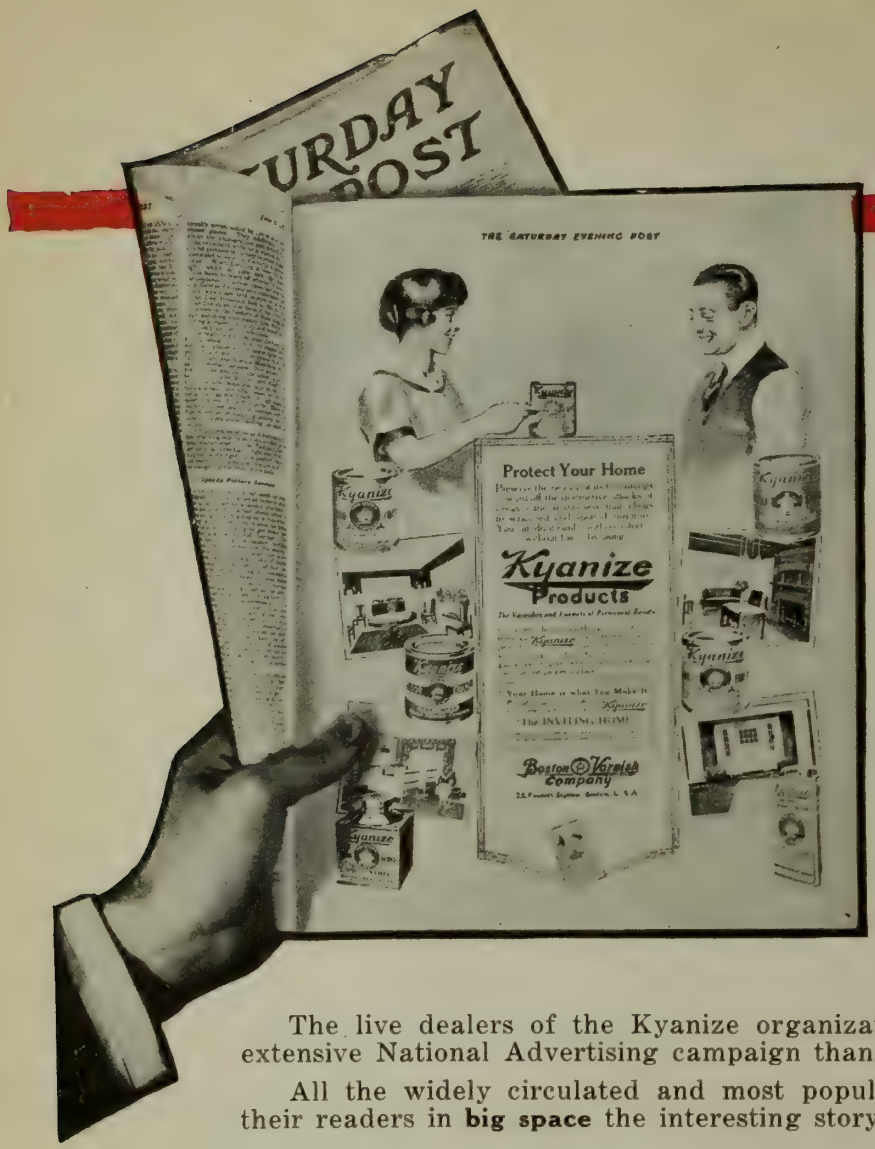
The World's Greatest Toolmakers
Mfrs. of Hack Saws Unexcelled

Athol, Mass.

NEW YORK LONDON CHICAGO

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STARRETT HACK SAWS CUT QUICKER LAST LONGER



Here's one of the full page

Kyanize KY-AN-IZE

MESSAGES

To Saturday Evening Post Readers 2,000,000 Strong

National Advertising On a Big Scale To Back the Exclusive Kyanize Dealer

The live dealers of the Kyanize organization will this year find a more extensive National Advertising campaign than ever before.

All the widely circulated and most popular magazines will this year tell their readers in **big space** the interesting story of

Kyanize KY-AN-IZE Products

The Varnishes and Enamels of Permanent Beauty

Cash in on this campaign of publicity, if you are now a Kyanize Exclusive Agent; if you're not and there is none in your town, write for particulars of the Kyanize sales plan to-day.

LIVE DEALERS

Let us furnish details of our way of doing business, then you'll know why many Kyanize Agents have doubled and tripled their varnish and enamel sales. Write to-day—if there's no Agent in your town.

Boston Varnish Company

KY-AN-IZE

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Toronto

Western Canada:
J. H. Ashdown Hardware Co., Ltd., Calgary, Winnipeg, Saskatoon

Everett Station, Boston, U.S.A.

British Columbia: Bogardus, Wickens, Limited, Vancouver

HARDWARE AND METAL

Vol. XXXI
No. 7

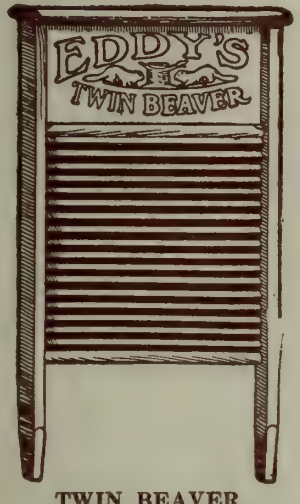
PUBLISHED EVERY SATURDAY SINCE 1888

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

February 15
1919



STAR PAIL



TWIN BEAVER
WASHBOARD

LIGHT AND DURABLE

Eddy's Indurated Fibreware

In the home and on the farm, Eddy's Indurated Ware is becoming more popular every day. It is much lighter than metal, and wears far longer.

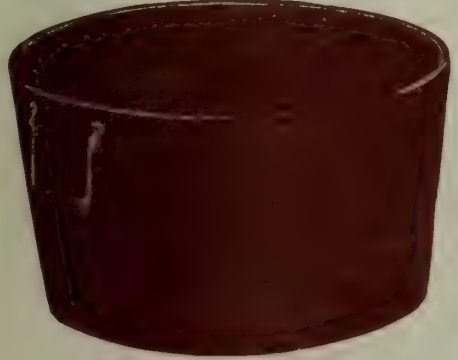
Being moulded in one piece, Eddy's pails, butter tubs, etc., are sanitary and practically unbreakable—will not absorb odors and cannot split, warp, rust, or come apart.

Eddy's Twin Beaver Washboard is an especially popular line. It has a double rubbing surface of indurated fibreware which, beside being unbreakable, will outwear either metal or wood.

You can do a bigger and more profitable business by recommending these goods to your customers with the assurance of giving entire satisfaction with every sale.

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Get in a stock now and display it prominently. Our advertising now appearing in newspapers, magazines and farm journals throughout Canada will assist you to make profitable sales.



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The E. B. Eddy Co.
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HULL - CANADA

Makers of Canada's Famous Matches



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Canadian Tube & Iron Co., Limited

Works: Lachine Canal, Montreal

Manufacturers of

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Colonial Wire Mfg. Co., Limited

Manufacturers of

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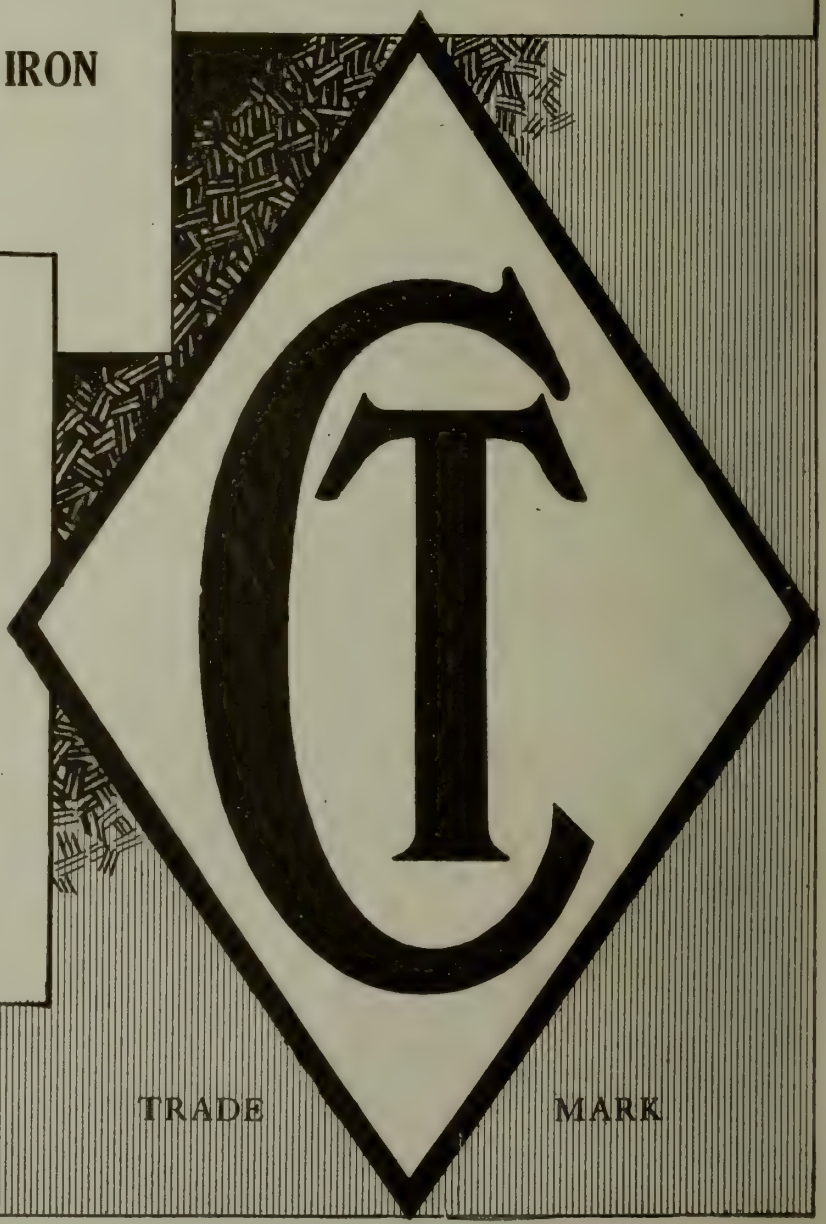
TINNED MATTRESS WIRE, BROOM WIRE, FINE WIRE (plain and galvanized).

FENCE STAPLES — WIRE NAILS — WOOD SCREWS.

PUMP RODS (plain and galvanized.

CANADIAN TUBE & IRON CO., LIMITED

MONTREAL



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Williams' "Agrippa" Cutting-Off and Slide Tool Holder. A Tool performing both kinds of work by the mere substitution of cutters, tells its own story of economy.

Williams' "AGRIPPA" Tool Holders

"THE HOLDERS THAT HOLD"

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Boring	**Cutting-Off**	**Knurling**
	Side Work	

Booklet of *Superior* Drop-Forged Machinists' Tools describing these and other *Standard* lines-free on request.

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"P. & W. Co." Reamers have a reputation for —greater accuracy and finish than is met with elsewhere.

Reamers are one of our largest lines of Small Tools, numbering from the individual Reamer, for all uses, to Reamers in complete sets.

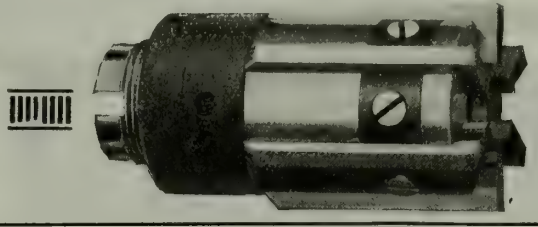
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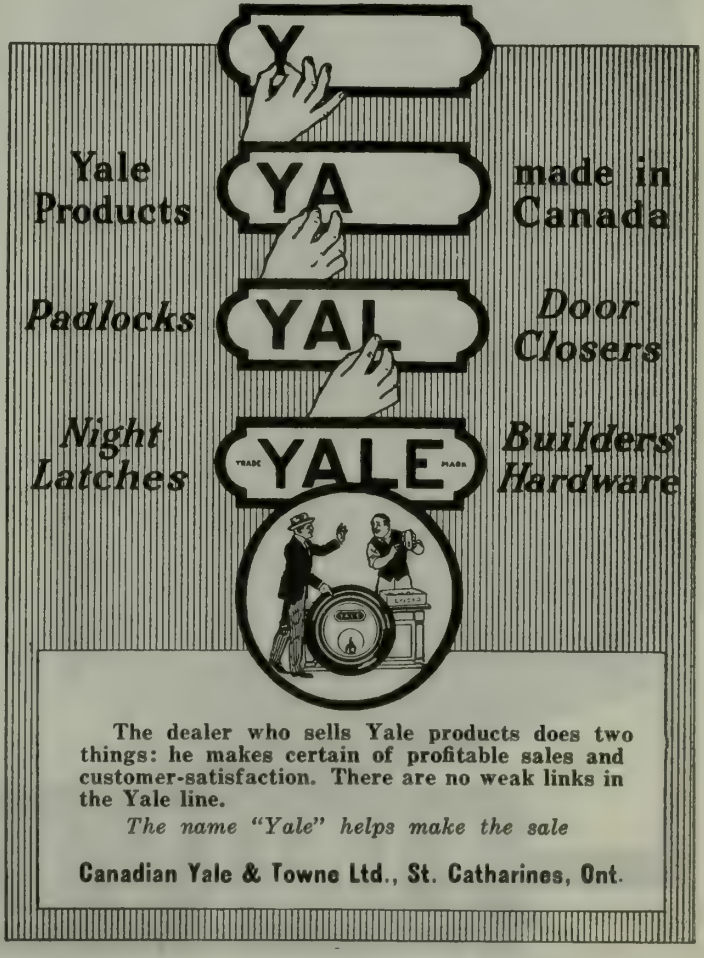
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Vancouver, 609 Bank of Ottawa Bldg.
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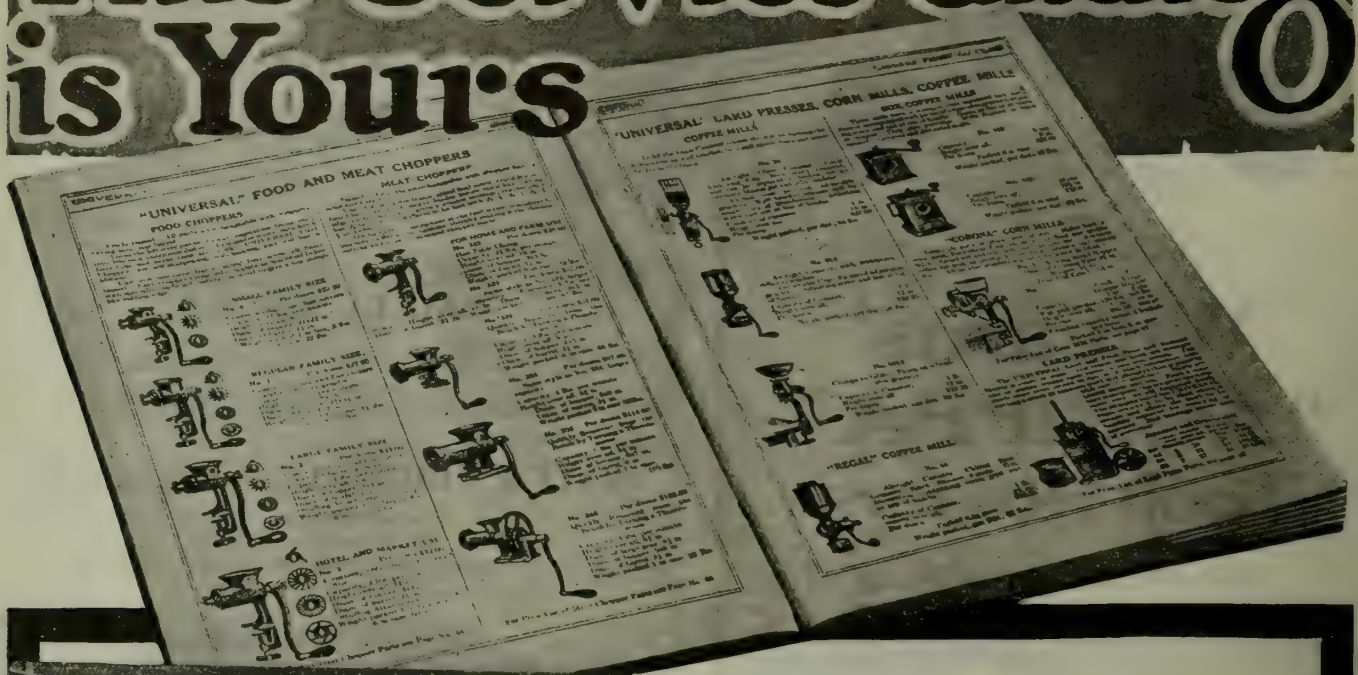


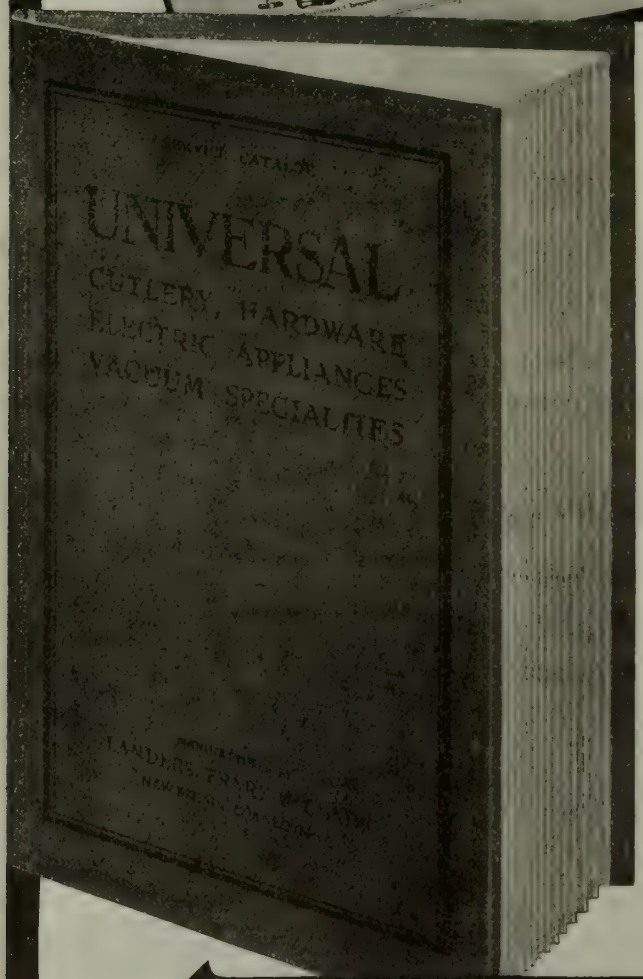
The dealer who sells Yale products does two things: he makes certain of profitable sales and customer-satisfaction. There are no weak links in the Yale line.

The name "Yale" helps make the sale

Canadian Yale & Towne Ltd., St. Catharines, Ont.

This Service Catalog is Yours





You need this new UNIVERSAL Service Catalogue.

It shows a specially selected assortment of UNIVERSAL products which should be in the stock of every hardware dealer.

Your profits increase with your turnover. Concentrate on goods you can get and sell quickly.

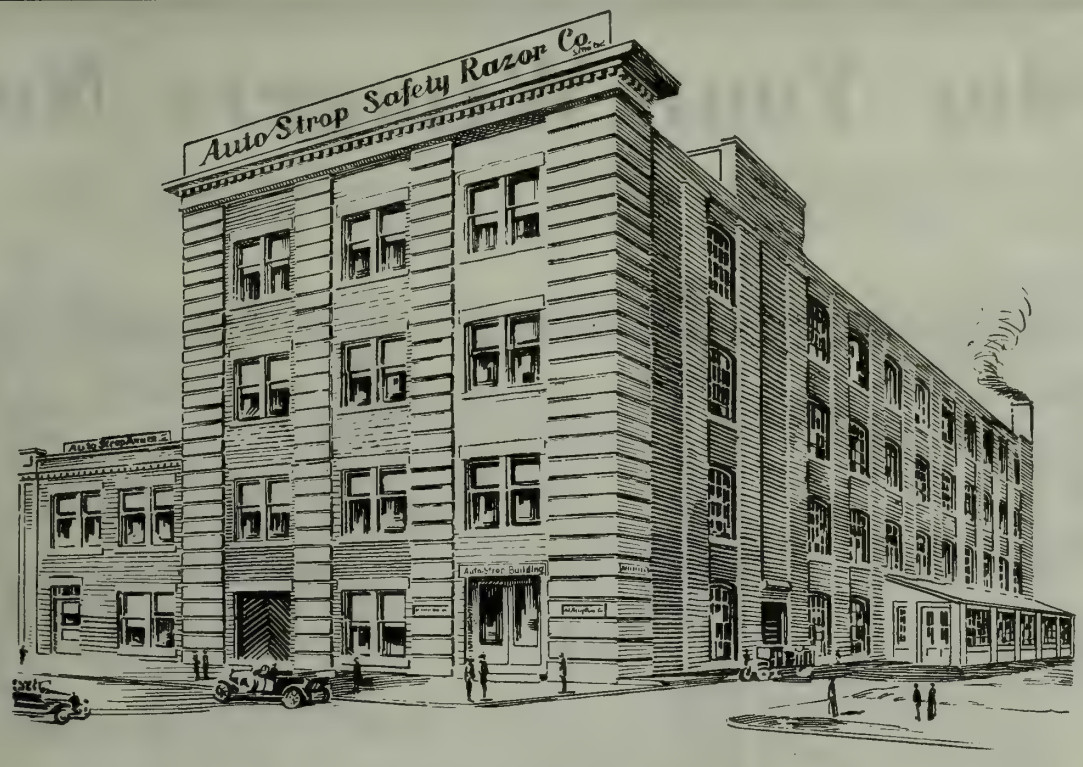
Your jobber can ship on receipt of order goods listed in this catalogue.

If you have not received a copy write for it to-day.

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NEW·BRITAIN CONNECTICUT

A. MACFARLANE & CO., LTD.
MONTREAL QUEBEC

UNIVERSAL



GREETINGS

To the hardware men in attendance at the Convention in Hamilton we wish to extend our heartiest good wishes. From what we know of the trade generally in years spent "on the road" we feel sure that the gathering will be productive of pleasure and profit to every dealer who is fortunate enough to be present.

For us it means a welcome opportunity of meeting old friends again, and of making new ones. Our exhibit, as usual, will be quite convenient to the meeting room. We cordially invite every hardwareman to drop in and make himself at home, when it will be our pleasure to do what we can to make his stay agreeable.

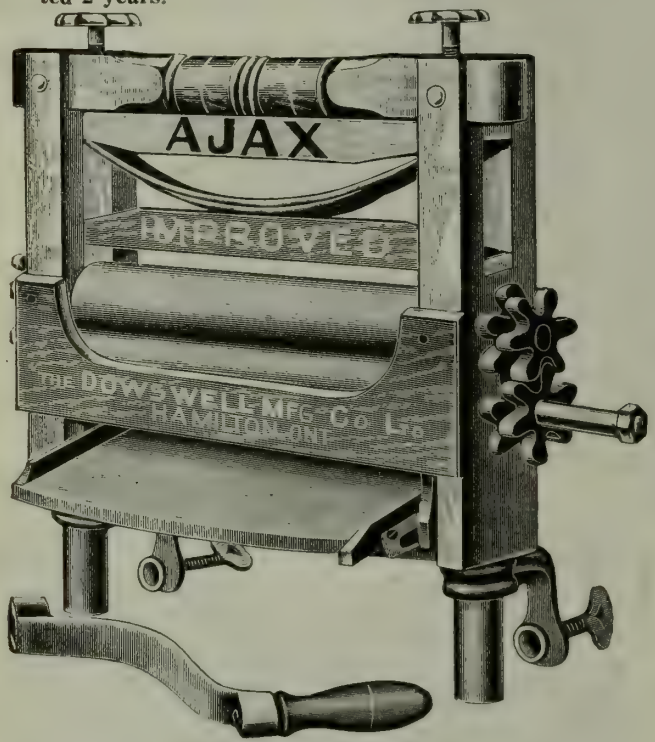
AutoStrop SAFETY RAZOR

AUTOSTROP SAFETY RAZOR CO., LIMITED
AUTOSTROP BUILDING, TORONTO, CANADA
CONVENTION HEADQUARTERS: ROYAL CONNAUGHT, HOTEL, HAMILTON

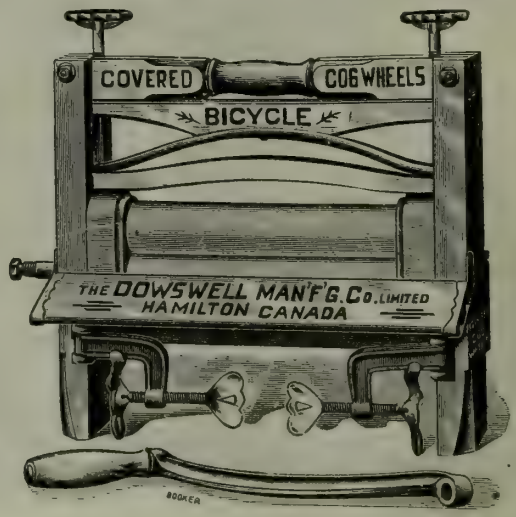
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The AJAX for Boarding Houses and Hotels. Heavy and strong, 14" x 2¼" rolls. Extra grade, warranted 2 years.

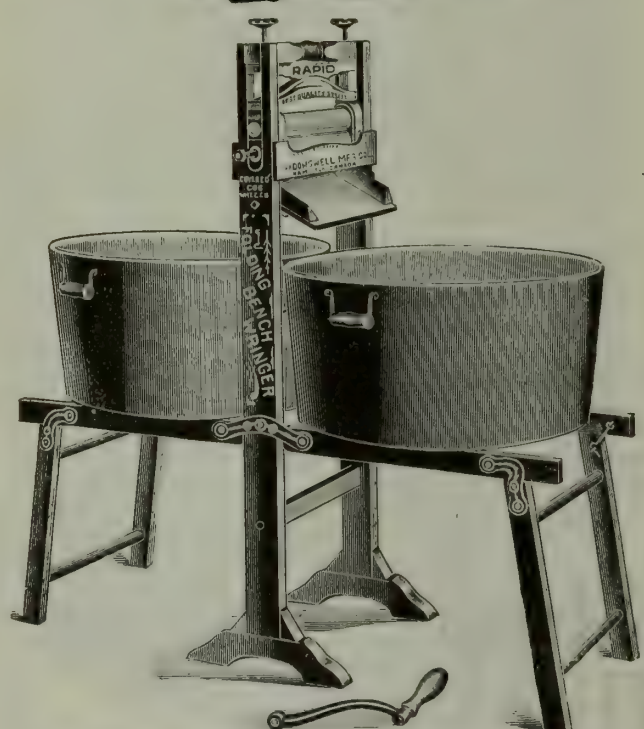


The BICYCLE ball bearing high grade rolls, 11" x 1¾". Warranted 3 years in family use.



The SAFETY ball bearing extra grade rolls, 11" x 1¾". Warranted 2 years in family use.





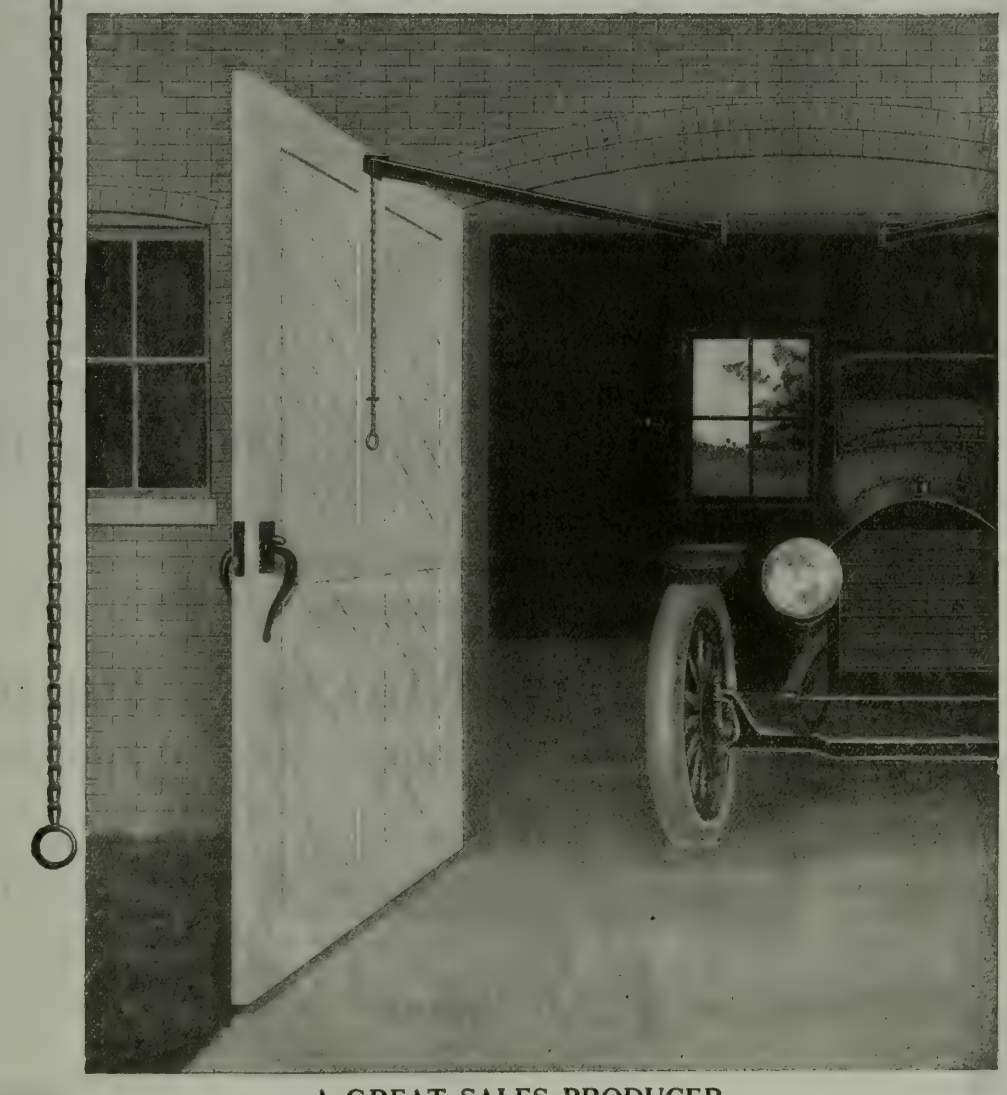
THE RAPID BENCH WINGER—WRINGER AND BENCH COMPLETE.

Order Through

CAVERHILL, LEARMONT & CO.
MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.

NO. 810
Garage Door Holder



A GREAT SALES PRODUCER

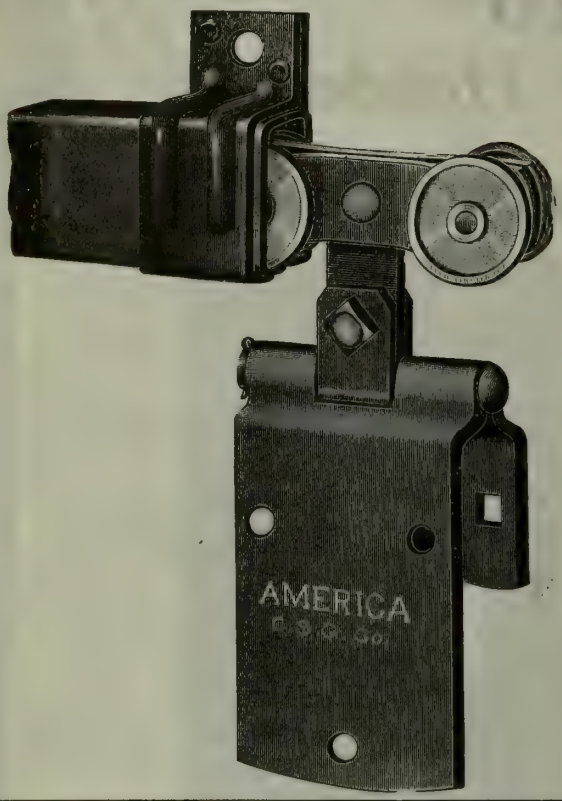
The convenience of this **Garage Door Holder** is so readily apparent that customers are quick to purchase. What automobile owner does not know the annoyance and damage possible through loosely swinging garage doors. Make an appeal to him through a display or demonstration of our **No. 810 Garage Door Holder** and thus prove to yourself how easy it is to make sales and good profits selling this handy and useful device.

Made of heavy gauge steel, strong enough for any door, thirty-two inches long, in a variety of finishes and packed in the **"Unusual National Way."**

May we send you further information and prices? Write for our complete catalogue of **Builders' Hardware.**

NATIONAL MANUFACTURING CO.
STERLING, ILL.

America Tandem Truck Trolley Hangers



Among users of Door Hangers and merchants who sell them the "AMERICA" is admitted to be the most efficient and practical hanger for operating barn, factory, warehouse or garage doors.

Constructed of heavy steel, fitted with hardened roller bearings and has lateral adjustment which permits increasing or decreasing space between door and building.

AMERICA Hangers run in the famous Hatch Trolley Track supported with corrugated brackets, and carry heavier doors.

MANUFACTURED BY

CANADA STEEL GOODS CO., LIMITED

HAMILTON, ONT.

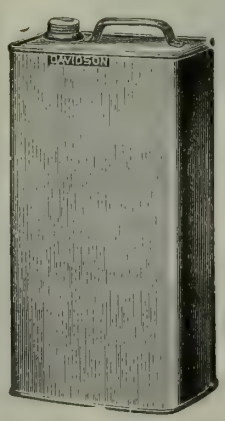
"Davidson's" Sugar Makers' Supplies

Illustrated are several lines of "Sugar Makers' Supplies"

Besides these we manufacture a number of different styles both in Sap Buckets, Syrup Cans and Spiles.



Empire Spout



Square Maple Syrup Can

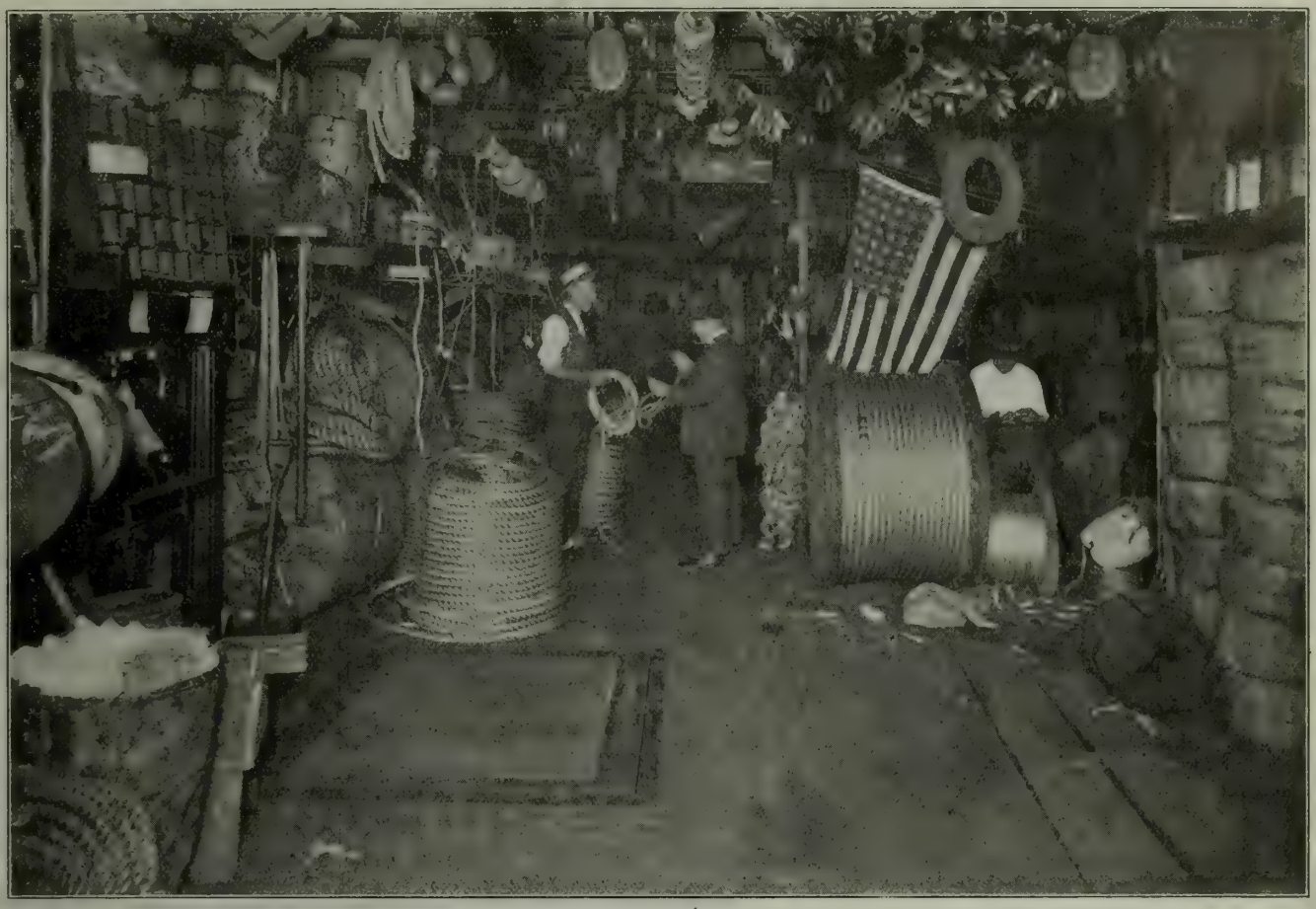
These Goods are fully described in our catalogue. Now is the time to get your orders in to insure prompt delivery. We have on hand a good stock of all lines and can ship at once. Prices will be gladly quoted on application.



Long Pattern Sap Bucket

The Thos. Davidson Mfg. Co., Limited,

Toronto, Ont.
Montreal, P. Q.
Winnipeg, Man.



Since 1824

Since Plymouth Rope was first put on the market in 1824 it has been the World's Standard for quality.

Throughout this period of time Plymouth Rope has always measured up to its established reputation. It has proved that FOOT by FOOT no other rope equals it for uniform **Strength** and **Long Service.**

Plymouth Rope

Displayed in your window and sold in your store will prove its ability to hold **substantial customers** as securely as it holds **heavy loads.**

And there's this advantage in selling Plymouth—customers know they can trust both the **rope** and the **dealer** who sells it.

Consider how the sale of **good rope** leads to the sale of **good hardware and kindred lines.**

The dealer shown in the picture knows—do **you?**

Our free book: "Plymouth Rope Window Displays," will point the way. Let us mail you a copy.

PLYMOUTH CORDAGE COMPANY

NORTH PLYMOUTH, MASS. WELLAND, CAN.

INDEPENDENT CORDAGE CO., LIMITED

TORONTO, CANADA CANADIAN SALES AGENTS

If any advertisement interests you, tear it out now and place with letters to be answered.

Time to Order
FREEZERS



All of the three, LIGHTNING, GEM or BLIZZARD, have served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.

They are built of the very best material and workmanship possible—their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.



The Blizzard, being simpler in construction and cheaper in price, makes it a good running-mate with either the Lightning or Gem. They sell themselves and stay sold! No come-backs or complaints.

This means easy net profits for you.

Your Jobber Can Supply

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

OFFICIAL AWARD RIBBON

PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915

PRESIDENT

DIRECTOR OF EXHIBITS

SECTY OF THE INTERNATIONAL AWARD SYSTEM

MEDAL OF HONOR

DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES

CHIEF

TRIMO TOOLS



Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

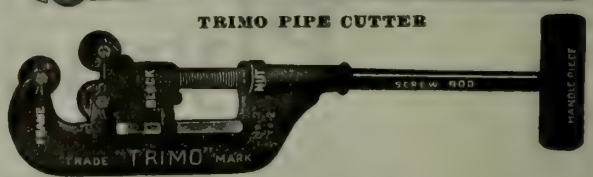
55-71 Amory Street
Roxbury, Mass.
U.S.A.



TRIMO PIPE WRENCH WOOD HANDLE



TRIMO PIPE WRENCH STEEL HANDLE



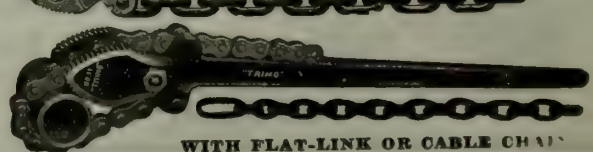
TRIMO PIPE CUTTER



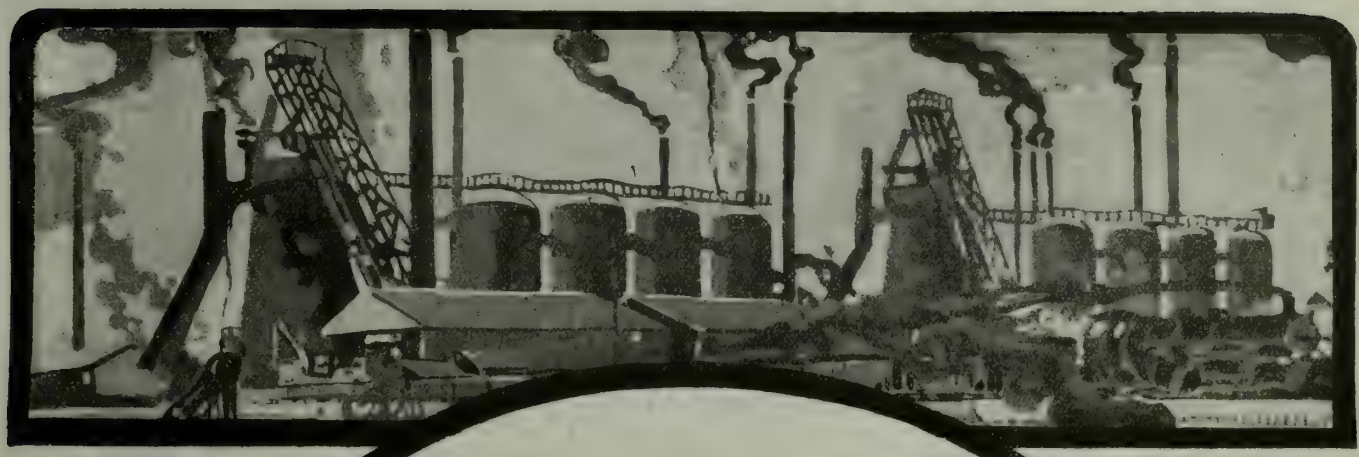
TRIMO MONKEY WRENCH



TRIMO CHAIN WRENCHES



WITH FLAT-LINK OR CABLE CHAIN



Quality Service

USE GOOD JUDGMENT

And contribute your share to the prosperity of the Country in which you live. Spend your money where you earn it.

PURCHASE THE PRODUCTS OF CANADIAN MILLS

A Canadian Dollar
is Worth One Hundred Cents
in Canada

THE

STEEL COMPANY

OF

CANADA

LIMITED

HAMILTON ▪ ▪ MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.

See this stove on Exhibition at the Ontario Retail Hardware and Stove Dealers' Convention.

ROYAL CONNAUGHT HOTEL
HAMILTON, ONTARIO,
FEB. 18-19-20.

Triplex Jewel Combination Range
3 in 1—Coal, Wood, Gas.

One second, slight pressure of lever and it is changed from a coal to a wood, gas range. No baffle plate or artificial oven-bottom to be removed.

Watch for a further description of this range in next week's issue.

MANUFACTURED BY

The Burrow, Stewart & Milne Co., Ltd.

Established 1864. 52 Years of Foundry Experience

HEAD OFFICE AND FACTORY: HAMILTON

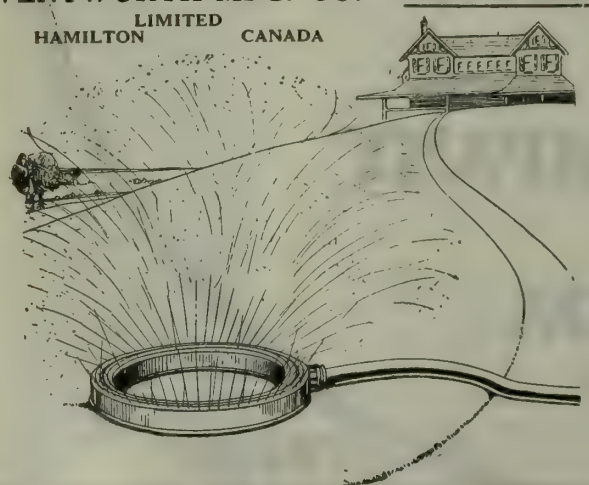
TORONTO BRANCH: 48-50 Lombard St., W.J. Carson, Mgr.
WINNIPEG BRANCH: 130 James Ave., L. Haney, Mgr.
MONTREAL BRANCH: 36-38 St. Dizier St., J. R. Anderson, Mgr.

LAWN SPRINKLERS

ORDER NOW FOR SPRING DELIVERY

Do you know about our improved sprinkler?
Operates full capacity on one half pressure required by ordinary sprinkler.
A great selling argument, especially where the pressure is low.

WENTWORTH MFG. CO. WRITE FOR PRICES
LIMITED
HAMILTON CANADA



Stanley Tools



"STANLEY VISES"

Made in Canada

To increase your small Vise business, put in a line of "JERSEY" VISES.

They are a necessary addition to the Tool Kit of every Mechanic, Amateur and Householder.

Made with either Clamp or Swivel Bases, with iron or steel jaws, and in six sizes.

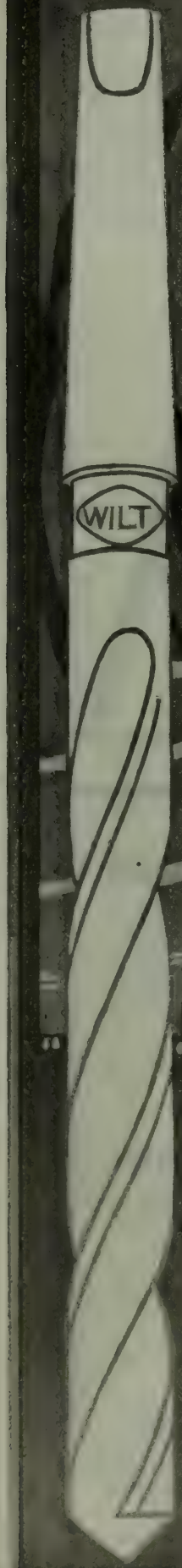
Send for special circular containing complete description of all styles, also an attractive display card.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

If any advertisement interests you, tear it out now and place with letters to be answered.

WILT

There is nothing a Hardware Dealer hands over his counter that reflects the standard of his store and its merchandising policies more than **Drills.** Sell **WILT Drills** and thus win further prestige for your store. **WILT Drills** are superior—are absolutely guaranteed against defective material and workmanship—are rigidly inspected and approved before being shipped to you. You take no chances on a **WILT.** Assist your customer to obtain **maximum efficiency.** Build up good-will on **WILT Products.** There are good profits in selling them.



HIGH SPEED AND CARBON TWIST DRILLS

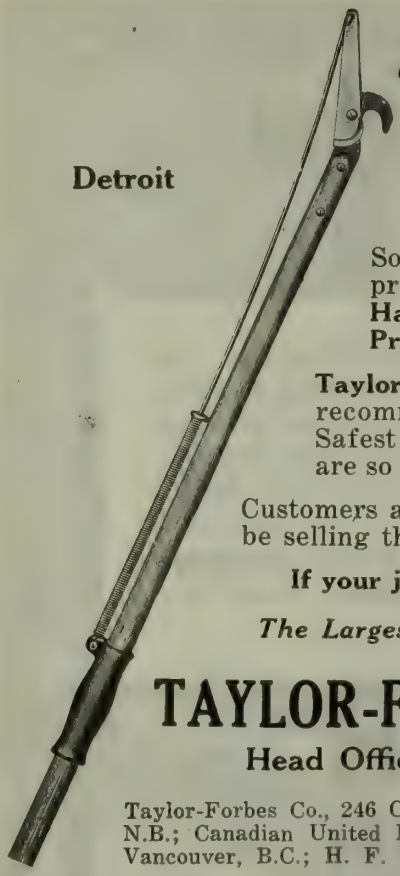


WILT TWIST DRILL CO. OF CANADA, LIMITED

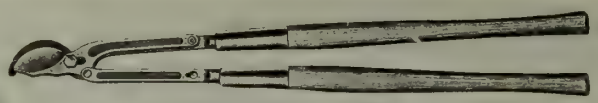
Walkerville, Ontario.

London Office: Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London, E.C.2, Eng.

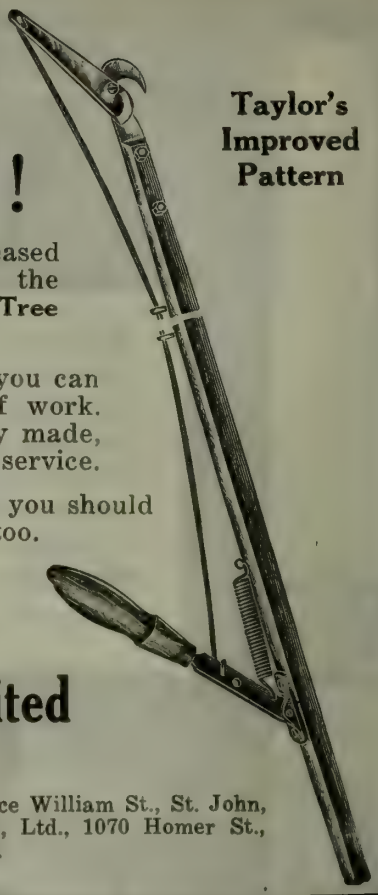
"Where there's a WILT —there's the Way."



Detroit



Orchard King



Taylor's Improved Pattern

AN OPPORTUNITY!

So much is being said these days about increased production that here is **an opportunity** for the **Hardware Dealer** to boost his sales on **Tree Pruners.**

Taylor-Forbes Tree Pruners are the safest tools you can recommend to your customers for this class of work. Safest for you to sell—because they are strongly made, are so easy to work and give an unusual length of service.

Customers are always more than satisfied—that's why you should be selling them—and there are good profits in them, too.

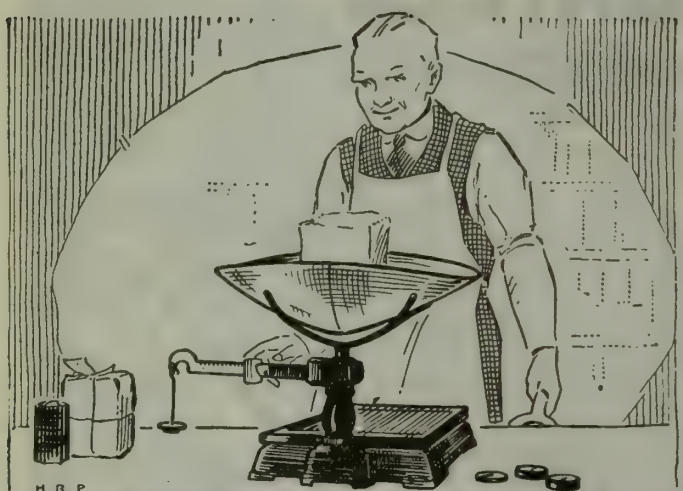
If your jobber cannot supply you, write us direct.

The Largest Manufacturer of Hardware in Canada

TAYLOR-FORBES COMPANY, Limited

Head Office and Works: GUELPH, ONTARIO

Taylor-Forbes Co., 246 Craig St. W., Montreal; H G. Rogers, Ltd., 147 Prince William St., St. John, N.B.; Canadian United Mfrs. Agency, London, England; Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.; H. F. Moulden & Sons, Travellers' Bldg., Winnipeg, Man.



Fairbanks Scales

For over 90 years Fairbanks Scales have been the World's Standard for accurate weighing.

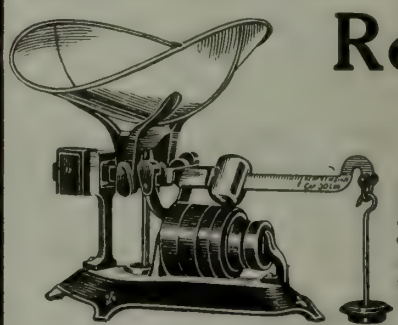
The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Windsor, Winnipeg, Saskatoon, Calgary, Vancouver, Victoria.

Stirs Up Business

Precious few housewives realize the many uses of an accurate scale in the kitchen—saving losses in careless weighing at butchers' and grocers—weighing produce before marketing, weighing flour and other ingredients while baking, etc., etc., etc. It is surprising what a little bit of salesmanship and displaying will accomplish in stirring up big business in Renfrew Scales! The Renfrew is compact, handy, and stands hard knocks. It doesn't get out of order and always tells the truth. A Government inspector's certificate accompanies every Renfrew. These features make the Renfrew a lively seller these days. Push business with the



Renfrew

HOUSEHOLD SCALE

Capacity ½ oz. to 30 lbs. Government inspector's certificate accompanies every scale.

Write to-day for literature and attractive selling proposition to

The Renfrew Scale Co.

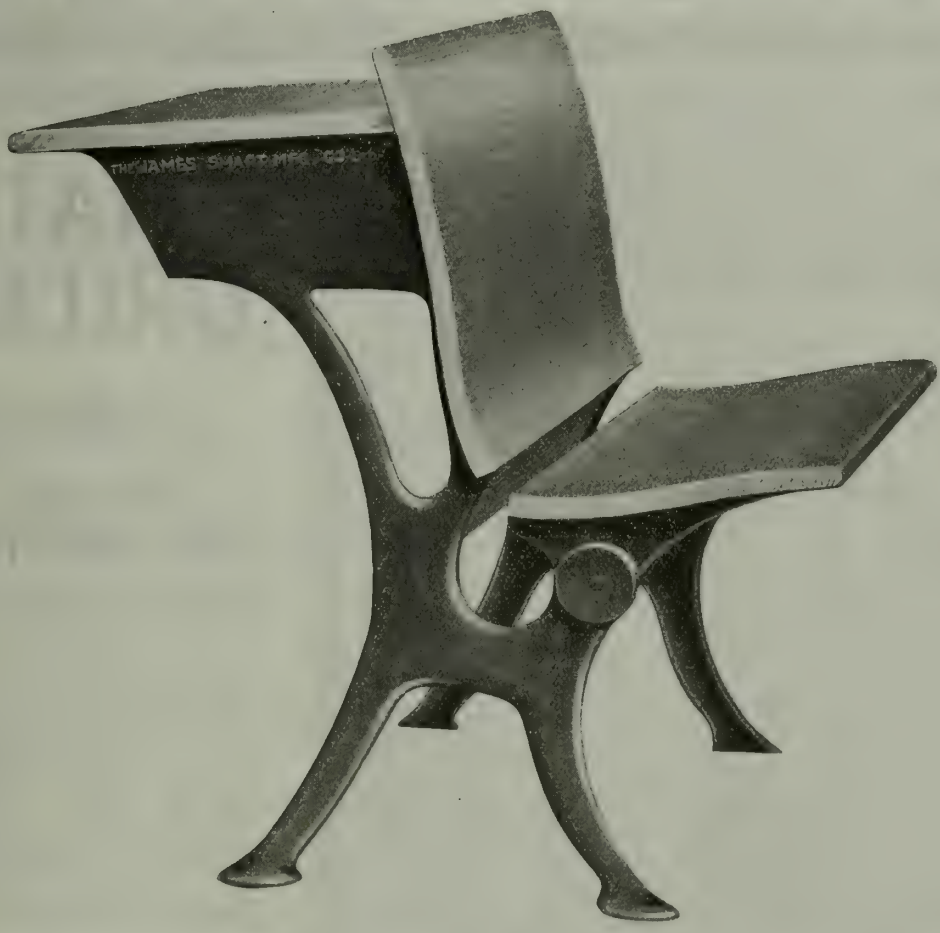
Head Office and Works, Renfrew, Ont.

Western Representatives: P. A. C. McIntyre & Co., 1206 McArthur Bldg., Winnipeg, Man.

Our Other Lines: "Renfrew" 2,000-lb. Farmers' Truck Scale.

CANADA
FOUNDRIES & FORGINGS
LIMITED

SCHOOL DESKS



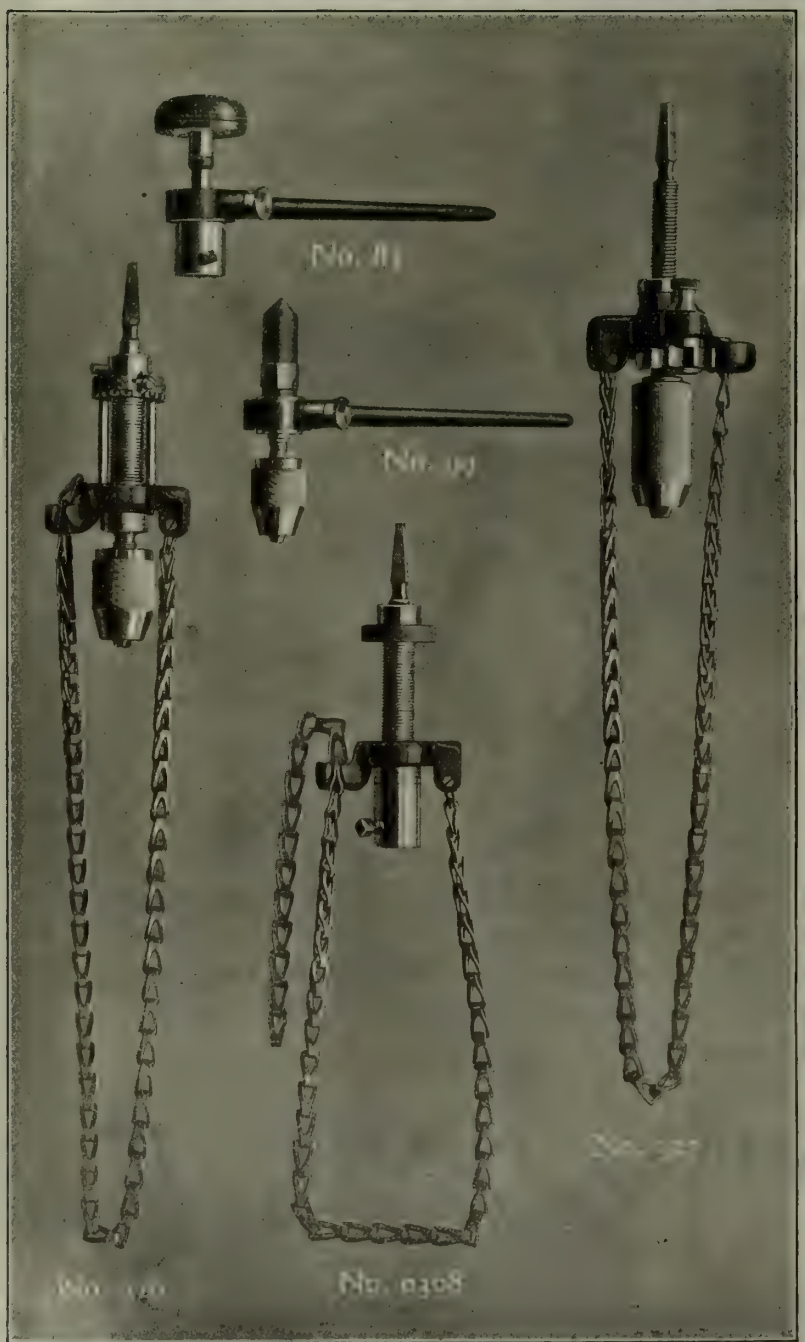
Go after the orders for school desks. You will be surprised how easily you can land this business. Think of the turnover and the profit on these big sales. It's mighty worth your while. We allow dealers a very handsome discount or commission, and suggest your writing now for full particulars of the desk and the proposition.

JAMES SMART PLANT

Brockville, Ont. **Winnipeg, Man.**

GOODELL-PRATT

1500 GOOD TOOLS



CHAIN DRILLS

13 Styles

Strong Dependable Time Savers

Every Drill has either Automatic or Hand Feed, and the Chucks hold either Round Shank Drills up to ½-inch in diameter or Square Shank Drills of all sizes.

Ask for Tool Book No. 13

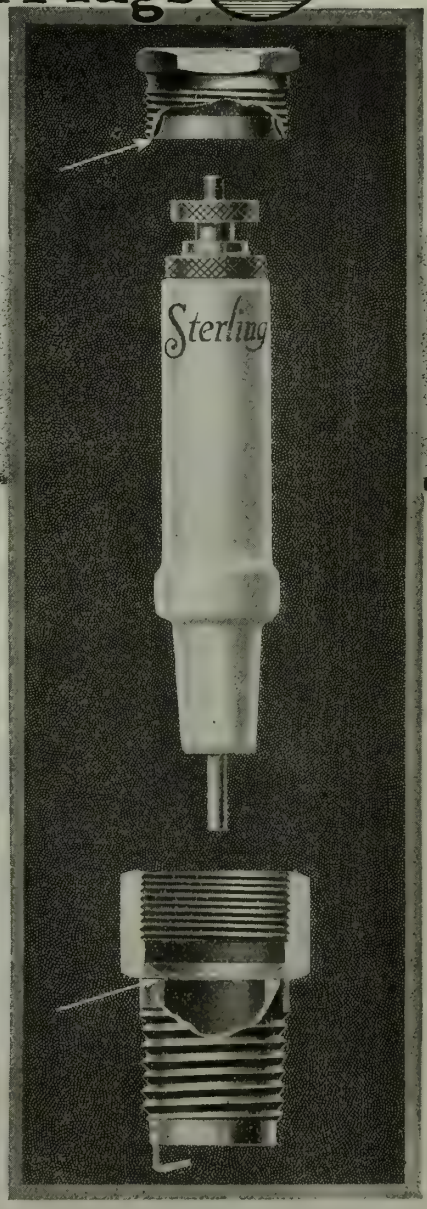
GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U.S.A.

Sterling Spark Plugs





More About Why I Sell Sterling Spark Plugs

Last month I talked about Sterling electrodes in backing up my claims for Sterling Spark Plugs.

Now I am going to talk about leak-proof adjustment.

That is another reason why I sell Sterling Plugs.

To be readily cleanable, a spark plug must admit of repeated separation and re-assembly.

Naturally, then, to get absolutely leak-proof re-assembly, every part of the plug—shell, bushing, core and the copper-asbestos gaskets—must go back into perfect adjustment.

Sterling Spark Plugs are especially designed to fit together so accurately that, no matter how many times the parts may be separated, adjustment will be as truly leak-proof as when the plug left the factory.

No mechanic is necessary to re-assemble the plug; two wrenches are the only tools required.

Sterling Spark Plugs are sold by progressive garages and supply dealers everywhere.

Dominion Battery Company, Limited

736 Dundas Street East, Toronto

LOCKWOOD-ASH MOTOR COMPANY

MAIN STREET, JACKSON, MICHIGAN

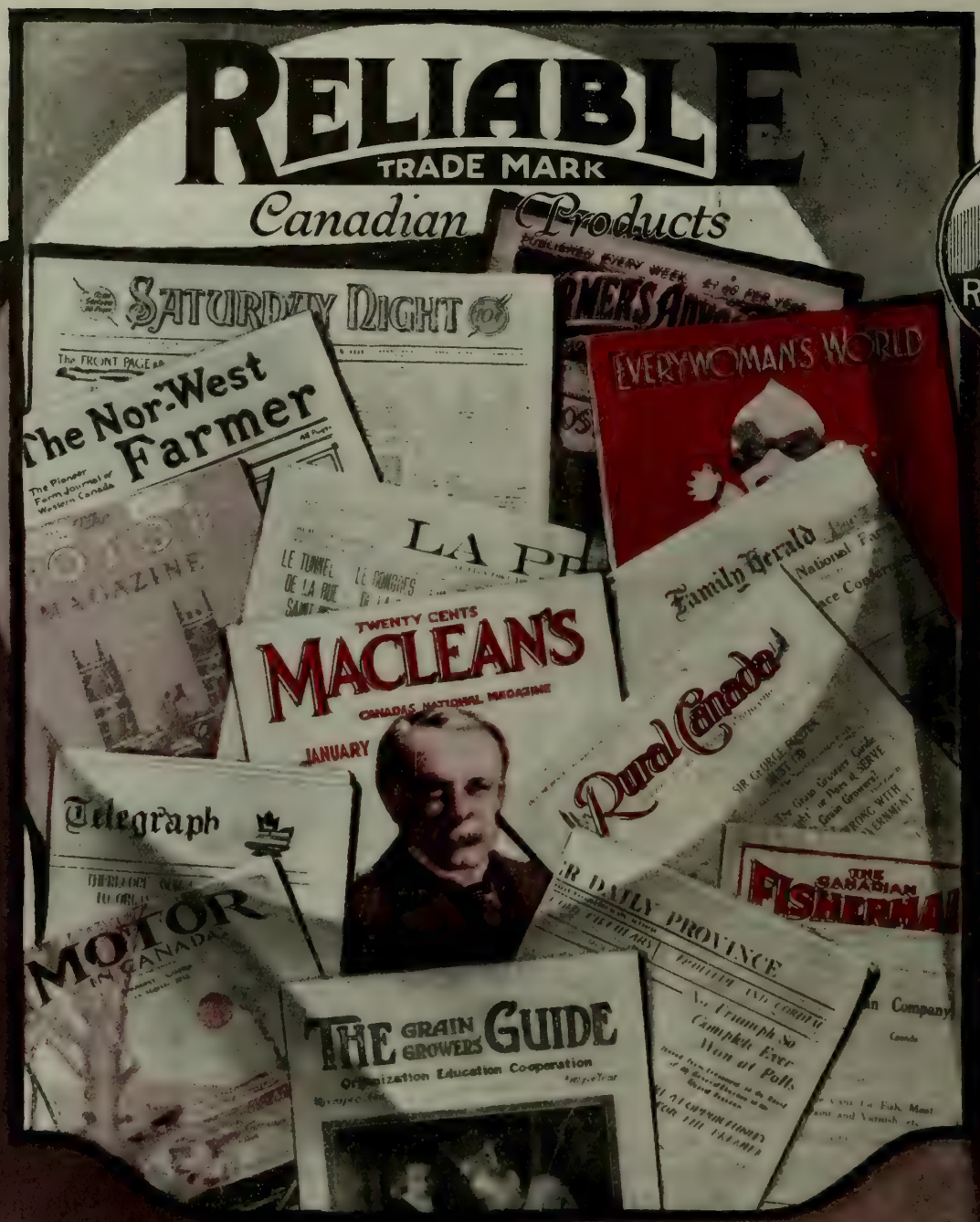
A Size and Style for Every Car

The arrows point to the copper-asbestos gaskets, cleverly designed and fitted to withstand terrific heat and explosion pressure without warping or permitting leakage of gases.

SEPARABLE



CLEANABLE


RELIABLE
TRADE MARK
Canadian Products
RELIABLE
CANADIAN
PRODUCTS
SATURDAY NIGHT
The Nor-West Farmer
EVERYWOMAN'S WORLD
Family Herald
TWENTY CENTS
MACLEAN'S
CANADA'S NATIONAL MAGAZINE
JANUARY
Rural Canada
Telegraph
MOTOR
IN CANADA
THE GRAIN GROWERS GUIDE
Organization Education Cooperation
THE CANADIAN FISHERMAN

RELIABLE
TRADE MARK
Canadian Products

IN THE SPOTLIGHT

Our advertising campaign, outlined on the opposite page, is sure to develop a big market for Reliable Flashlights and Reliable Dry Batteries.

Thousands of Canadians already know Reliable products, favourably. There is a big demand for them already. One reason—our attractive coloured enamelled Flashlights; another—the high quality of every article we offer for sale.

Reliable products provide a greater margin of profit for dealers than any other similar line. Reliable products are made by Canadian workmen in a Canadian factory, financed by Canadian money.

Reliable Dry Cells and Ignition Batteries are offered to the Trade, fresh, and brimful of life and energy. Dealers who are now handling them know that they have earned the right to the name RELIABLE and our slogan "Lively and Lasting."

Reliable products are offered for sale by the following jobbers:

JOBBERS IN PROVINCE OF ONTARIO:

The Hamilton Whip Company, Limited, Hamilton; Benson-Wilcox Electric Company, London; The Masco Co., Limited, Toronto; The H. S. Howland Bros. & Company, Toronto; The Aikenhead Hardware Company, Toronto; Thos. Birkett & Sons, Ottawa; Keyes Auto Supply, Limited, Ottawa; Marchand & Donnelly, Ottawa; and many others throughout Canada.

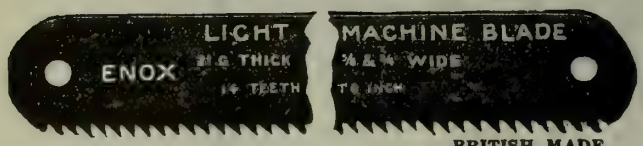
DOMINION BATTERY COMPANY LIMITED

Toronto, Canada



ENOX HACKSAW BLADES

ARE THE BEST

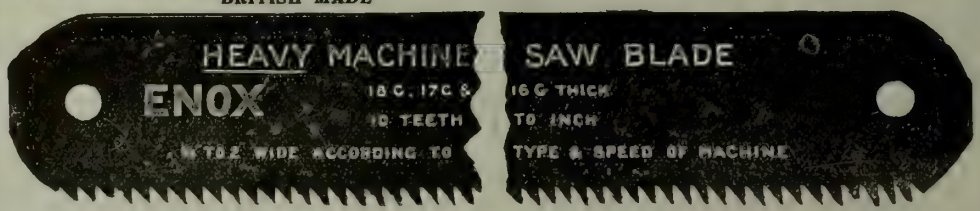




BRITISH MADE

AGENTS IN CANADIAN TOWNS WANTED

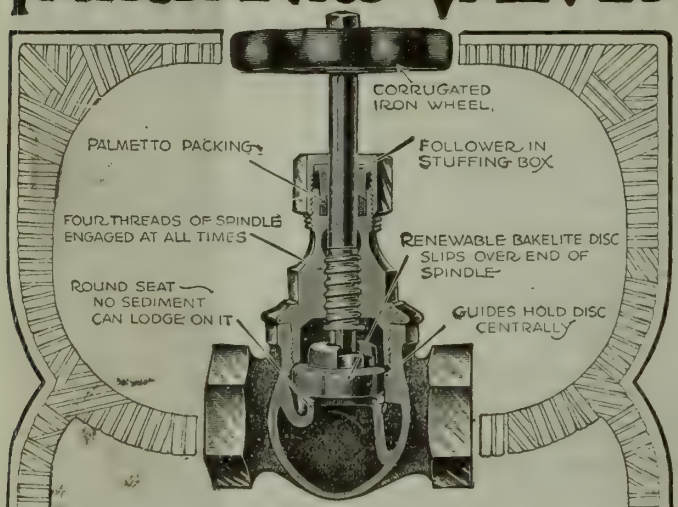
AN ENTIRELY BRITISH COMPANY



Liberal terms offered to firms willing to carry stocks and act as sole agents for the district.

SOLE MAKERS FRY'S (LONDON) LIMITED, 46 Upper Thames St., London, E.C. 4, England. Works: Greenwich, S.E. 10

FAIRBANKS VALVES



Renewable Disc Valves

The only tool required is a wrench to remove the bonnet. The vise, hammer and cold chisel are all eliminated. Once sold always demanded by your trade.

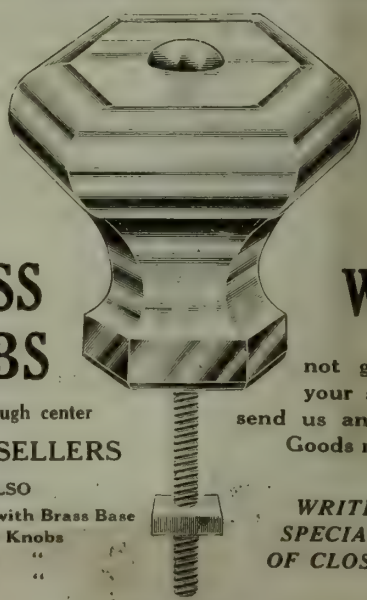
The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa,
Toronto: Hamilton, Windsor, Winnipeg,
Saskatoon, Calgary Vancouver, Victoria,

THE BRAINERD LINE

Quality Service



GLASS KNOBS

With Bolt through center

GOOD SELLERS

ALSO

Glass Knobs with Brass Base
Wood Knobs
Brass "
Iron "

WHY

not go through your stock and send us an order for Goods needed.

WRITE FOR SPECIAL LIST OF CLOSE-OUTS

FOUR SIZES

No. 953—1¼ inches
No. 954—1½ inches
No. 955—1⅞ inches
No. 956—2⅛ inches

Furnished with Brass or Nickel Capped Bolts

THE BRAINERD MFG. CO.

EAST ROCHESTER, N.Y., U.S.A.

PINK'S LUMBERINGTOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - - - - ONTARIO



It's a Pink anyway you take it.

MALTESE CROSS TIRES



TRADE
GUTTA PERCHA & RUBBER LIMITED
TRADE MARK
MARK

The Kind of "Come-Back" Dealers Want

There are two kinds of "come back." The "come back" with a KICK and the "come back" for MORE GOODS. You don't want any kicks, and that is why you should sell MALTESE CROSS TIRES. They give mileage and they give satisfaction. MALTESE CROSS TIRES bring the "come back" you want —the "come back" for MORE. In tires and accessories you can pin your faith to the performance of goods with the Maltese Cross Brand.

Our Salesman will be glad to hear from you, or you can write Head Office direct.

Get Our Wholesale Prices and Terms

Gutta Percha & Rubber Limited

Head Office, TORONTO

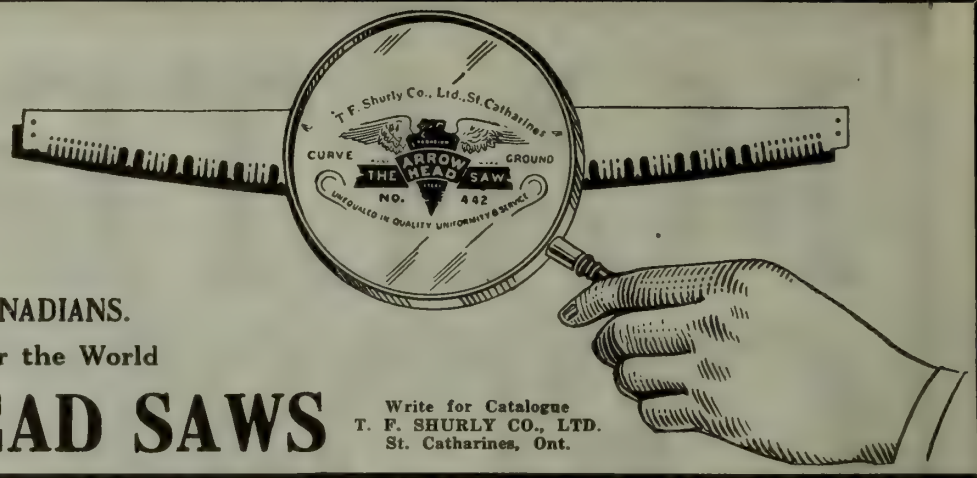
BRANCHES—Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg, Regina, Saskatoon, Lethbridge, Calgary, Edmonton, Vancouver

Build Up Your Business—

by handling the BEST.

MADE IN CANADA BY CANADIANS.

Sold All Over the World



ARROW HEAD SAWS

Write for Catalogue
T. F. SHURLY CO., LTD.
St. Catharines, Ont.



"WHY NOT"

There is a vital question in every business. For instance, take the problem of grindstones. We don't need to tell you that the manufacturing end is a big question, but the vital question for you is

WHICH GRINDSTONES HAVE BEST SELLING QUALITIES?

Many of our customers started on the road to increased profits through pleasing and satisfying a larger number of buyers, than was otherwise possible, with

CLEVELAND GRINDSTONES—THE BEST THAT YOU CAN SELL.

The CLEVELAND STONE CO.

Union Bldg. Cleveland, Ohio

BISSETT & WEBB, LIMITED, WINNIPEG, MAN.
Western Distributors

Manufacturers!

We want Agencies for the Sole Sale of

DOMESTIC AND LABOUR-SAVING APPLIANCES, HOUSEHOLD UTENSILS, FANCY HARDWARE, WOODWARE and TOOLS.

Live Representatives and Travellers completely cover Great Britain and Ireland, calling regularly on all traders and buyers of importance.

Our selling organisation can secure the widest distribution of your goods. Open negotiations with us now, our Directors are coming to America very shortly to arrange contracts.

ADDRESS OFFERS TO
C/O THE NATIONAL CITY BANK OF NEW YORK

Condrup Ltd

MANUFACTURERS' REPRESENTATIVES
ESTABLISHED 30 YEARS.

Head Offices, Showrooms and Warehouses:
78, Fore Street, London, E.C.2, England.

SAMPLE ROOMS IN ALL PRINCIPAL CITIES.
NO COMPETING LINES HANDLED.

LONDON

E. Roy,
65½ St. Andre St., Montreal, Que.

C. C. Cartwright,
85 Water St., Winnipeg, Man.



4 Good Reasons ---READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

DON'T FAIL TO VISIT THE Barrett EXHIBIT

At the Ontario Retail Hardware and Stove Dealers' Convention

Royal Connaught Hotel, Hamilton, Ont.

FEBRUARY 18-19-20

Barrett's ENTIRE LINE OF

Roofing materials, building papers, roofing paints and cements, shingle stains, metal paints, enamels, etc.

WILL BE ON DISPLAY



Kills lice, mites and vermin. Drives away flies.



A plastic cement of a thousand uses.



A roofing paint with no equal.



The most popular black carbon paint on the market.



The best ready roofing value on the market.

Put up in attractive lithographed cans which will lend a mark of distinction to any department of your store.

The products illustrated above represent a few of **Barrett's Specialties** for which there is an **ever-increasing demand.** Their sale returns to **YOU** a steady and increasing profit. Ask for further particulars, such as prices, booklets, samples, etc., at the convention.
Also ask our representatives for full **particulars of the three-day Special Convention offer on EVERJET BLACK ENAMEL. It will pay YOU.**

The Barrett Company

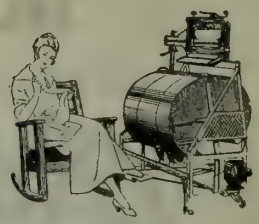
LIMITED

Montreal Toronto Winnipeg Vancouver
St. John, N.B. Halifax, N.S.

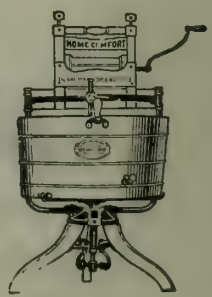
If any advertisement interests you, tear it out now and place with letters to be answered.

Meet Us In Hamilton

---and see the complete 1900 line







When you come to the Convention, be sure to look up our Exhibit. We will have a representative in constant attendance, and will show our complete line.

We are very anxious to meet all of our present dealers, and any other hardwaremen that are interested in the latest and best in washing machines. Just so you won't forget, jot down the word "1900" in your notebook.

Nineteen Hundred Washer Co.

357 Yonge Street TORONTO

A New Firm Selling Automotive Supplies

WE are entering the jobbing field with assurance that the past experience of the members of this firm, both in the wholesale and retail business, will materially aid in our service to the trade.

Our new catalogue, listing many new and exclusive lines, as well as those of accepted reputation as standard, is now ready. It will be mailed to all sending their names and addresses.

"Twenty-four Hour Service Worth While" will be our slogan, which we will back in a manner that will be most pleasing and acceptable to the trade.

This twenty-four hour service idea will result in reducing the slow-moving stock problem for many dealers and makes the entry into the automotive parts business easy for such dealers as are in a position to add this line.

Write for our proposition

WALKER-VALLANCE LIMITED

HAMILTON, ONT. - - Phone L.D. Regent 3564, Hamilton

P.S.—Convention members attending the meeting in Hamilton on the 18th, 19th and 20th are invited to inspect our premises, and make use of our facilities as headquarters while in Hamilton.

If any advertisement interests you, tear it out now and place with letters to be answered.

—Greater Sales —More Profits

Judge for yourself the merits of these quick-selling quality lines, then stock up a good supply.

Quick-selling lines are a short cut to greater sales and incidentally more profits.

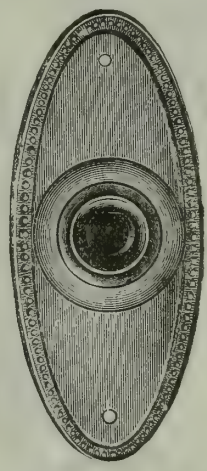
Each of our distributing houses carry complete assortment in all lines of electrical goods and apparatus.

Our ability to render a dealer's service and prompt shipment is second to none. Why not avail yourself?









We recommend that you stock the following lines:

Northern Six Dry Battery
For Telephones, Bells, Signals and Intermittent Service.

Northern Six Ignitor
For Gasoline Engines, Motorboats, Automobiles, etc.

Our house nearest you will be glad to supply information on these or any other lines. Don't wait, write to-day.

Northern Sure Spark
Five Northern Six Ignitors in a waterproof case.

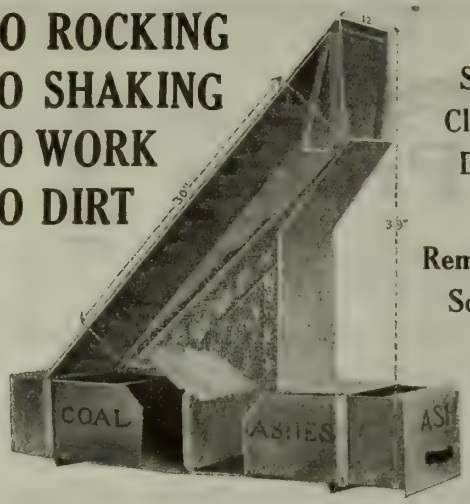
Edwards' Dust-proof Push Buttons.

Edwards' Bells and Buzzers.

Northern Electric Company
LIMITED

Montreal	Toronto	Regina
Halifax	London	Calgary
Ottawa	Winnipeg	Vancouver

NO ROCKING
NO SHAKING
NO WORK
NO DIRT



Self-Closing Door

Removable Screen

This makes ash-sifting a pleasure instead of a horror; you can wear your best clothes and yet not get any dust on them.

It is dustless; you don't have to rock it or shake it; it is self-operating, a child can work it.

We guarantee that this ash sifter will give satisfaction or your money refunded. There are good profits in it for the dealer. Write us to-day for prices and information.

FURNIVAL & CO.

631 Dupont St. - Toronto, Ont.



A Silent Salesman!

Suggestion creates desire. A desire to purchase means another sale. That's the service our display case renders you. Mendets is performing an unusual service in the home in the mending of metal and rubber utensils. Meet the popular demand. Send for a display case to-day.

At your jobber's.

Collette Mfg. Company

Collingwood, Ont., Canada

Ask us for

Egg Carriers

and

Butter Tubs

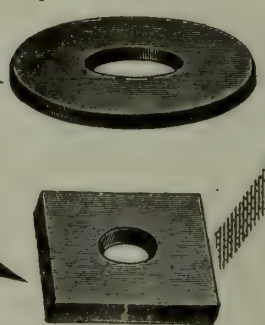
Walter Woods & Co.

Hamilton and Winnipeg

Wrought and Steel Plate

WASHERS

of all descriptions



Annealed Rivet Burrs, Felloe Plates, Sheared and Punched Plates. Malleable Washers and Cast Iron Washers.

Round & Square Plain or Galvanized

Prompt Shipment

Wrought Washer Mfg. Company

Milwaukee, Wis.

Get Your Share

of the washing machine business by pushing the ***New Century Junior.*** There is a steady demand for swinging tub, rub-board machines, of which this is the most highly developed type. A demonstration invariably means a sale—and a sale years of wash-day comfort to the user.

Runson steel ball bearings, aided by powerful steel springs, ensuring ease of operation.

Tub, made of Cypress, is large and roomy, free from any obstruction inside.

Patented galvanized steel ring inside strengthens and keeps tub in shape. Agitator is self-adjustable.

Durably and attractively finished.



THE NEW CENTURY JUNIOR, STYLE "B"

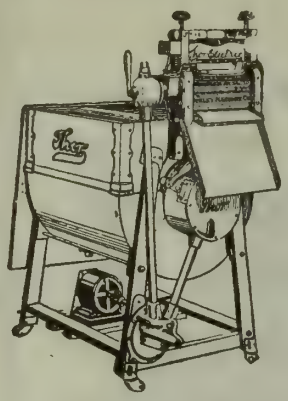
DOWSWELL, LEES & CO., LIMITED

HAMILTON, CANADA

Makers of every type of hand or power washing machines of merit. Also ARROW BRAND Clothes Wringers.

WESTERN REPRESENTATIVE :
HARRY F. MOULDEN & SON
WINNIPEG, MAN.

EASTERN REPRESENTATIVE :
JOHN R. ANDERSON
MONTREAL, QUE.



Thor

FOR 1919!

—Sell the THOR—the Washer that "stays sold."

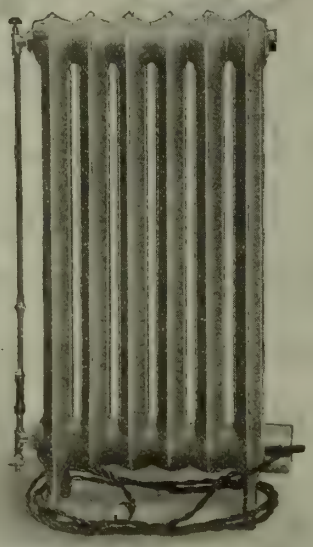
You sell more than a washing machine when you sell the THOR. **Customer-satisfaction** is an inseparable part of every sale! Every THOR sold means another satisfied user boosting for **more** sales.

That's why you sell **more** when you sell the THOR. And you are backed by reliable Hurley Service and the famous THOR Guarantee.

HURLEY MACHINE CO., LTD.
413 YONGE ST., TORONTO

Prepare For Spring Trade

Your customers can save time and money by using our Electric Steam Radiators.
Hydro Electric P.C. Approval No. 101.

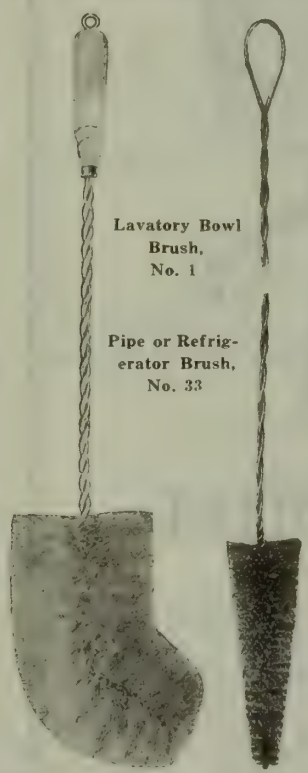


Spring and its uncertain weather will soon be here. Raining, windy or cold one day, very warm the next, warm in the day and perhaps extremely cool in the evening. It is neither convenient, comfortable nor economical to operate the furnace. One or two of our radiators will furnish all the heat when, where and as required at the minimum of cost and attention.

Clean, economical and guaranteed.

We offer attractive terms to legitimate dealers.

Rapid Radiators Limited,
196 King Street West
TORONTO
THE LOGICAL METHOD OF ELECTRIC HEATING.



SANITARY TWISTED WIRE BRUSHES

of all kinds for HOUSEHOLD And Automobile Use

MOPS
DUSTERS
HAIR BROOMS
and
BRUSHES

Send for Catalogue and Prices

MANUFACTURERS to THE TRADE ONLY

Original Makers in Canada

Perfection Sanitary Brush Co.
1118 Queen St., West **Toronto, Ont.**
PHONE: PARKDALE 250

MADE IN CANADA

Blacksmiths'
Boiler Makers'
Machinists'
AND
Pipe Fitters'
Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

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THE "MORRISON" AUTOMATIC CELLAR DRAINER

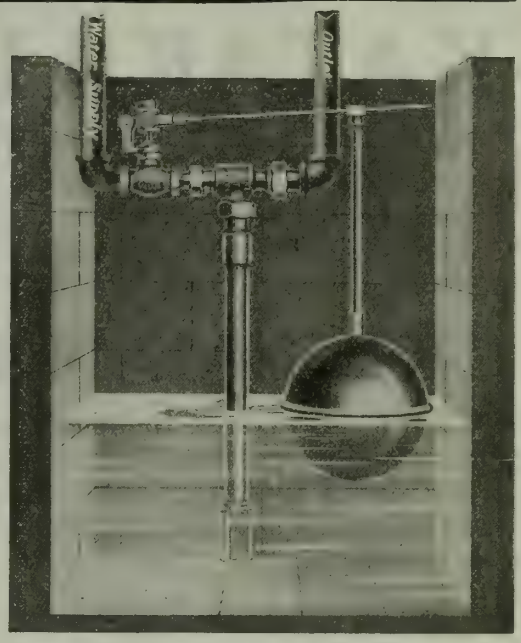
For ease of operation and simplicity of construction this cellar drainer has no equal.

Easy to install.
Takes up little space.
All working parts above water.
Dirt does not get into moving parts.

All troubles vanish after a "Morrison" has been installed.

Goods in basement storage are safe from damage.
Building foundations are protected.

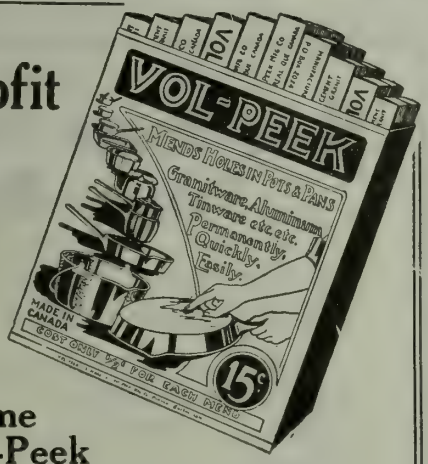
Fifty years' experience in the manufacture of Plumbing and Heating supplies is back of the "Morrison." May we show you how to increase sales and earn splendid profits by selling them?



Write us to-day.

The James Morrison Brass Manufacturing Company, Limited
93-97 Adelaide St. West, Toronto, Ont.

60% Profit For You



Every Home Needs Vol-Peek

—Vol-Peek mends all kinds of kitchen utensils, pots, pans, tinware, graniteware, copper, aluminum—it's just like stiff putty—absolutely sanitary—hardens in 2 minutes, and is guaranteed satisfactory. Vol-Peek sells at sight.

—Every home needs it. Write us for sample order. Bright colored stand contains 24 packages for $2.25. On the market for over 10 years—a guaranteed success. Advertised all over Canada. Sales helps sent with your order. Act now.

From your jobber or

Vol-Peek Mfg. Co.
P.O. Box 2024 Montreal, Can.

Manufacturers OF

WIRE

HEADQUARTERS FOR

Wire Bale Ties

LARGEST CAPACITY AND STOCK IN CANADA

Prompt Shipment

LAIDLAW BALE TIE COMPANY, Limited

HAMILTON, CANADA

Winnipeg Toronto Montreal
London, England

Non-Poisonous Insecticides

Safety Efficiency Economy

KATAKILLA

The UNIVERSAL INSECTICIDE for use on FRUIT, FLOWERS, and VEGETABLES. A non-poisonous powder, readily soluble in cold water, cheap, efficient and effective.

"KŪR-MANGE"

The approved Insecticide for use on Horses, Cattle, Dogs, etc. A certain cure for Parasitic Mange, Lice and other parasites. As supplied to the British Army.

Agents Wanted

Sole Manufacturers and Patentees:

MacDougall Brothers Ltd.

Port St., Manchester, Eng.

The Megantic Broom Mfg., Co., Ltd.

Manufacturers of Brooms and Clothes Pins



Lake Megantic, Que.

Represented by

Boivin & Grenier, Québec.
Delorme Frère, Montréal.
J. Hunter White, St. John, N.B.
H. D. Marshall, Ottawa.
Harry Horne Co., Toronto.
Tomlinson & O'Brien, Winnipeg.
Oppenheimer Bros., Vancouver.

These agents have always a stock on hand sufficient to satisfy the demands of clients in their territory.

Satisfaction on these three lines guaranteed.

The L. Martin Co. *Headquarters for*

GERMANTOWN LAMPBLACKS

IN

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

Montreal Toronto
Philadelphia New York
Winnipeg
London, Eng.

Make Money from Good Pumps---Profit

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.



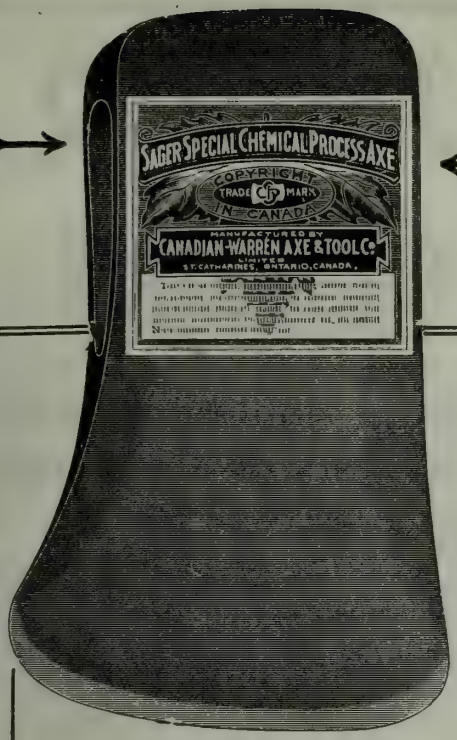
Pumps for every use—hand or motor —force or lift—every type a dealer can sell.

All in the big catalogue. Ask for it— for dealer prices—for dealer terms.

The R. McDougall Co., LIMITED

GALT, CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.



WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"

AND

"SOO LINE" LOGGING TOOLS?

GET THE HABIT.

(AND THE PROFIT)

Canadian Warren Axe & Tool Co.,

LIMITED

ST. CATHARINES, ONT.



Soo Line Logging Tools

The Blacksmith, the Carpenter, the Local Garage and Every Manufacturer in Your Neighborhood Uses Files

These men will buy "Famous Five" files without question because they know them to be standard grade tools; hard, sharp, and well balanced.

That's why it will pay you to sell them.

Specify "Famous Five" when ordering from your jobber.

They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by



If any advertisement interests you, tear it out now and place with letters to be answered.

P X H
TRADE MARK

FILES

"They
Cut Faster
and Wear Longer"

Ingersoll File Company, Ltd.
INGERSOLL, ONT.

IMPERIAL
TRADE MARK

TAPATCO
REGISTERED TRADE MARK
BRAND



Ask your wholesaler to send you a stock of these gloves

The men of your town need them. They are strong, serviceable and comfortable and always give the wearer 100 per cent. value and satisfaction.

There's a TAPATCO style and weight for every purpose. Show an assortment in your windows.



The American Pad and Textile Company
Chatham, Ontario



"TALLMAN'S SPECIAL" ARCTIC METAL

a medium-priced babbitt specially adapted for Saw Mill and Woodworking machinery.

Will remain cool under exceptionally high speed.

Its long life proves its efficiency.

Tallman Brass & Metal Limited
HAMILTON, ONT.



Our Catalogue Shows Everything In This Line For The Builder

Let us get together and capture all the business in your territory. We have one of the most attractive and profitable lines in everything required by the builder: Furniture trimmings of all kinds, Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

The Stratford Brass Company, Limited
STRATFORD, ONTARIO

"STAYS ON THE YEAR 'ROUND"

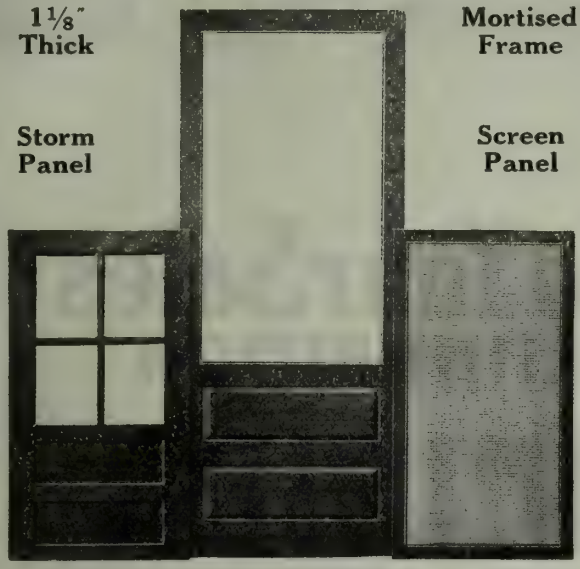
COMBINATION STORM AND SCREEN DOOR

1⅛" Thick

Mortised Frame

Storm Panel

Screen Panel



The door your customers have been looking for. Can be changed from a storm door to a screen door or vice versa in a few minutes.
Write for booklet and prices. A good seller winter or summer.

Sanderson-Harold Company, Limited
PARIS, - ONT.

KEYSTONE
WAS THE PIONEER

Here is the original copper-steel alloy, correctly and scientifically developed—and openly and frankly branded and advertised. The name KEYSTONE stands for all that is best in copper-steel products.

Black Sheets, Galvanized Sheets, Terne Plates, Etc.

B.&S.H.THOMPSON & COMPANY LIMITED
MONTREAL

Branches:
TORONTO, WINNIPEG, VANCOUVER, NEW GLASGOW, N.S.

Selling Agents for Eastern Canada for United States Steel Products Co.

Exporters of the Products of the American Sheet & Tin Plate Co.

Quality First in

STILL'S HANDLES

We are specialists in the manufacture of wood handles.

Quality First has always been our policy in all our products.

STILL'S HANDLES enjoy a reputation throughout the Dominion that has put them in the front rank of rapid sellers for the retailer.

Wherever the best is in demand there **STILL'S** are sold.

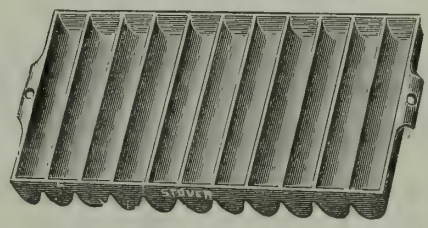
More sold in Canada than any other make.

STILL'S HANDLES are made with exacting care from high quality Canadian woods, durable and lasting to an unusual degree. Axe, Pick, Sledge and Hammer Handles, Cant, Hook and Peavie Handles.

There are good profits for the dealer and an abundance of customers' satisfaction in all **STILL'S HANDLES.**

J. H. STILL MFG. COMPANY
ST. THOMAS - - ONTARIO

CORN BREAD PANS



Fast Selling Hardware Specialties

The use of corn meal as a substitute for wheat has created a large demand for these pans.

Every dealer should have them. Be sure you get the STOVER brand. It is a guarantee of clean, smooth castings.

This is also the time of year to lay in your waffle irons. STOVER waffle irons keep on the move and do not lay in stock. Send for our special waffle iron circular.

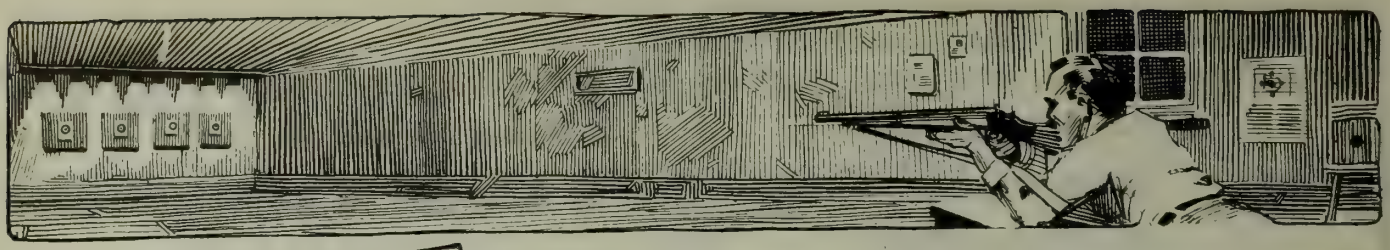
Some of the Stover Hardware

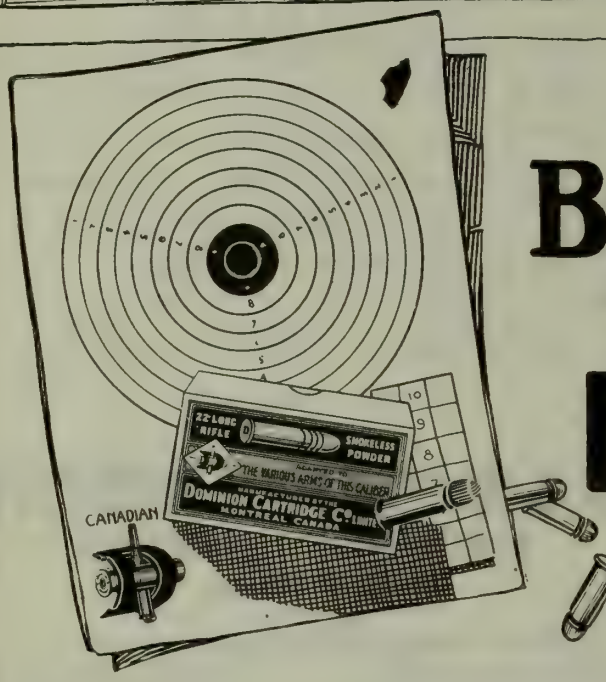
- Waffle Irons
- Mop Sticks
- Lemon Squeezers
- Ice Picks and Shaves
- Saw Vises
- Door Latches
- Chest Handles
- Door Pulls
- Foot Scrapers
- Cast Pliers
- Gasoline Engines
- Fire Place Fixtures
- Stove Pokers and Lifters
- Stove Pipe Dampers
- Pulleys (All Kinds)
- House Numbers
- Cast Hammers
- Harness, Coat and Robe Hooks
- Wind Mills
- Feed Mills

Stover Mfg. & Engine Co.
709 East Street
Freeport, Ill.

Stover Mfg. & Engine Co., 709 East St., Freeport, Ill.
Send undersigned information regarding your
Name
Business
Address

If any advertisement interests you, tear it out now and place with letters to be answered.





Build Your Sales OF AMMUNITION

DOMINION .22's

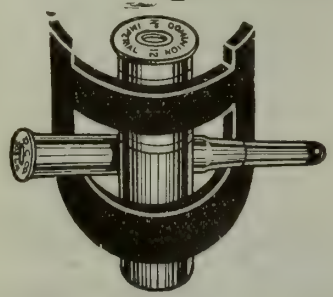
Over 6,000 Canadian boys — members of Dominion Marksmen's Club will shoot millions of rounds of Dominion .22's in their competitions this year.

Thousands of Canadians have taken up target shooting since the beginning of the war and many more are adopting this interesting sport.

Make this the basis of bigger and more profitable ammunition sales. Encourage the boys. Every target shooter sooner or later becomes an ardent sportsman. They will be the purchasers of Dominion Metallics and shot shells later.

Push your sales of .22's to-day and your ammunition business of to-morrow is assured.

Dominion .22's mean a small investment, a quick turnover and good profits. Order from your jobber to-day the little cartridges backed by the big "D" guarantee of dependability.



Dominion Cartridge Co., Limited

Montreal, Canada

"Member Audit Bureau Circulation."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXI. TORONTO, FEBRUARY 15, 1919 No. 7

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H. V. TYRRELL, *General Manager.*

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INGOT AND SHEET METALS

Tin
Copper
Lead
Zinc
Antimony
Aluminum

We can name close prices from stock or for import

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LIMITED
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MR. DEALER: Have you planned your campaign of WASHING-MACHINE selling for the coming season?

You will show good judgment and reap sure profits if you choose a line you can GUARANTEE, and which will cause your reputation for EXCELLENT GOODS to be increased.

KRIBS WASHING MACHINES grow in favor every day. The increasing demand for them proves that beyond question. They are EASY TO SELL because of their many attractive features—you will enjoy showing them to your customers. The PRICES are within reach of all. Machines from the modest hand-power to the highest class electric.

Are YOU wide-awake and progressive? Are you ready for a LIVE proposition? Your jobber probably has our machines, but if you write us to-day WE

WILL SHOW YOU THE WAY TO LARGER PROFITS

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Makers of Freight-Handling Trucks of all Kinds

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 31 TORONTO, FEBRUARY 15, 1919 No. 7

German Exports to Canada in 1914

Lines That Figured in the Building Up of a Trade That Was Increasing Every Year—List Shows the Number of Firms in This Country Now Engaged in Making These Lines

(By T. M. Fraser, Ottawa Representative MacLean Papers)

THE last year for which we have trade statistics involving Germany is the year 1913; but in the case of Canada, as our fiscal year ends in March, we have Canadian importations from Germany for the trade year 1914.

The total exports of Germany in 1913 were nearly two billions and a half. In the year ending March 31st, 1914, Canada imported from Germany more than she did from France; in fact, Germany ranked third on our trading list, though the balance was much in her favor, as we imported $14,686,069, and exported $4,433,736. From Austria-Hungary we imported $1,787,473, and exported to her $378,824. Our total import trade with both countries was between sixteen and seventeen million dollars. This was cut off at a stroke when the war began, and we either had to produce the goods ourselves, or import from some friendly country. The bulk of this business went to the United States; but in the case of a considerable amount of it, the supply was produced in Canada.

As a matter of fact, when the war came, Germany was making rapid strides in the Canadian market. The history of our trade with her in recent years is interesting, because it involves a typical attempt on her part to bully Canada into compliance with her wishes—an attempt which was a pronounced failure.

In 1903, Germany denied the right of Canada to give a trade preference to the Mother Country, and attempted to penalize us by imposing maximum duties. Mr. Fielding clapped on the surtax, and cut German trade with Canada in two. In 1910, Germany cried "Kamerad," after a seven years' fight, in which the loss was practically all on her side, as we were importing manufactured goods from her, and selling wheat mainly in return, which was good in any market.

As a perusal of the list given below will show, practically all our imports from Germany were manufactured goods.

There are comparatively few articles on the list which we could not make in Canada. What we can do is shown in the matter of toys and dolls. Before the war almost all this came from Germany. There are now thirty-five concerns engaged in the business in Canada, and their product last year was estimated at 800,000 dollars. More than one-third of our toys and dolls are now home-made, the chief competitors being the United States and Japan.

In the Metal Markets

Importations of iron and steel goods from Germany amounted to nearly three million dollars. This is all now either being purchased at home, or coming from the United States or Great Britain. There are certain lines of small hardware in the making of which Germany excels; and German cutlery had begun to get a big hold in Canada, importations for that country being second to those from Great Britain and ahead of those from the United States.

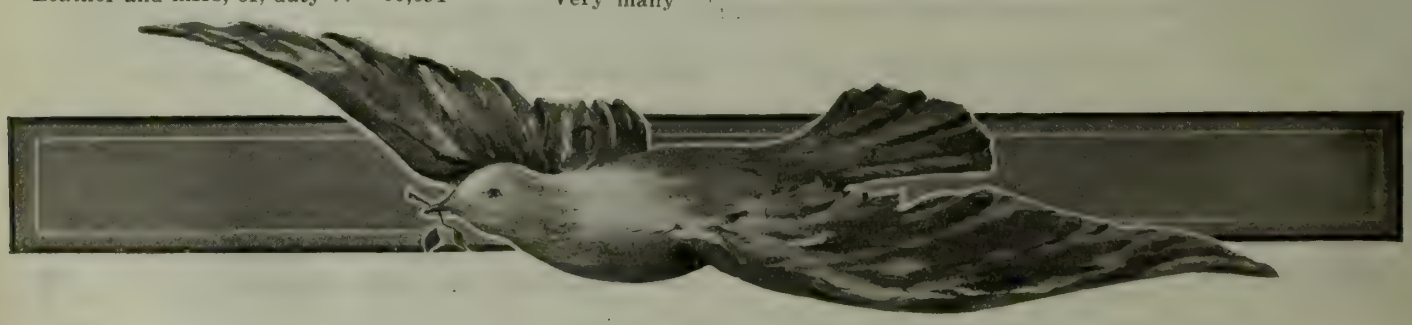
We imported over two and a quarter million dollars' worth of woollens and other textiles, including over half a million dollars' worth of hosiery. In cottons, the importations were small—we are "some" cotton manufacturers ourselves. We imported nearly a million dollars' worth of drugs, dyes, and paints. Some of this stuff—particularly in dyes and drugs—we had to go without, or accept substitutes which, if not yet "just as good," are fast becoming so. Some of the substitutes came from the United States, and some we produced ourselves. It would seem like carrying coals to Newcastle to import furs to Canada, but it is a fact that the year 1914 saw well on to seven hundred thousands dollars' worth come here from Germany. This was a needless trade, and is probably gone for ever.

In 1914, our total importations of sugar and molasses amounted to over sixteen million dollars, including over one million dollars' worth of beet sugar from Germany. We got along without it, even if we did have to ration ourselves. Germany's loss will likely be the gain of the West Indies, or we shall get it from France if we must have beet sugar.

The following list covers the principal items imported from Germany and Austria in 1913-14, only those of which the gross importation exceeded ten thousand dollars being given. The number of firms engaged in the various lines is given in the belief that it is approximately correct, according to the best information we could secure:—

ARTICLE	Amt. imported in 1914		No. of firms mfg. in Canada now
Baskets, duty	$ 22,931		8
Books, etc.			
Calendars, show cards and other advertising matter	29,931		Very many
Labels, tags, etc., duty	35,884		Very many
Boots, shoes and slippers	25,658		About 120
Breadstuffs, duty	98,297		Very many
Brooms and brushes, duty	45,276		15 to 20
Buttons, duty	83,625		10
Clocks, movements, cases, time recorders, etc., duty	129,790		6 to 8
Cocoa and preparations, duty	80,675		8
Cotton—			
Clothing, etc., duty	400,740		18
Other clothing, duty	64,660		7 or 8
Printed, dyed or colored fabrics, duty	88,987		
Velvets and plush, duty	33,073		1
Lace, duty	226,904	(1913)	None
Sheets, quilts, tablecloths, napkins, etc., duty	31,717		1
Drugs—			
Acids, duty and free	25,152		
Alum, duty	22,001		None
Aniline and tar dyes, free	223,871		3
Glycerine, crude, free	59,577		6 or 7
Indigo, paste and ext., free	20,388		None
Medicinal preps., duty	59,512		12
*Potash, various forms, free	108,000		
*Sal ammoniac, free	14,834		
Tartaric and crystals, free	42,333		
Earthenware, duty	300,595		3
Electric apparatus, duty	204,388		About 30
Fancy goods—			
Embracing beads, boxes, braids, cases, feathers, toys, dolls, etc., duty	1,139,993		6 or 8
Flax, hemp, jute, etc., and mfrs. thereof, mainly, duty	70,385		20
Furs and mfrs. of, duty	441,123		40
Furs and mfrs. of, duty	1,207,010	(1913)	40
Glass and mfrs. of, duty	276,221		
Gloves and mitts, duty	385,843		40
Glue, duty	38,380		8
Gunpowder, explosives, etc., duty	51,698		6
Gutta-percha, India rubber and mfrs. thereof, duty	96,895		
Gutta-percha, India rubber and mfrs. thereof, free	54,050		15
Hats, caps and bonnets, duty	72,173		20 or 30
Hats, caps and bonnets, free	48,057		20 or 30
Hides and skins, other than fur, free	176,641		Over 20
Hops, duty	63,413		1 or 2
Ivories, piano, free	93,553		None
Jewellery, duty	151.560		Over 30
Leather and mfrs, of, duty	60,691		Very many
Metals and minerals and mfrs. of—			
Brass, duty	71,336		Very many
Brass, free	59,053		Very many
Copper, duty	1,620		
Copper, free	50,586		10
Gold, silver, mfrs., duty	58,603		30
Iron, steel, mfrs. of, duty			Numerous
Angles, beams, axles and other shapes, duty	87,257		10
Bars, blanks, billets, etc., duty	85,991		10
Cutlery, duty	379,890		None except plated ware
Ferro-silicon, spiegeleisen, and ferro-mang., duty	194,999		3
Guns and other firearms, dty.	31,623		1
Machinery, cloth, duty	30,881		None
Machinery, printing, duty	22,700		None
Machinery, other, duty	214,193		30
Machinery, other, free	15,579		
Plate steel, duty	26,023		3
Pumps, duty	21,279		Very many
Skates, duty	42,886		3 or 4
Surgical instruments, free	42,981		None
Tires, steel, free	348,059		3
Tubing, wire, rods, etc., agate and other ware, free and duty	1,212,547		23
Tools and implements, duty.	66,724		Many
Zinc and mfrs, of, free	108,417		1
Misc. metals and mfrs. of, including aluminum, lights, and fixtures, umbrella parts, etc., free and duty.	300,000		Many
Minerals and aerated waters, duty	38,122		Very many
Musical instruments, duty	177,991		30—chiefly pianos, organs
Musical instruments, free	12,485		
Optical inst., free and duty	200,000		None
Paints and colors, free and duty	200,000		25
Paper and mfrs. of, mainly, duty	350,000		Many
Pencils, duty	79,345		1
Perfumery, duty	28,445		10 or 12
Pocketbooks, purses, etc., dty	95,328		10
Silk and mfrs. of, duty	255,453		10
Sugar, molasses, etc., duty	1,001,716		8 or 9
Tobacco and mfrs. of, free	262,802		35
Pipes, etc., duty	24,120		1
Wood and mfrs. of, duty	51,588		Very many
Wool and mfrs. of—			
Carpets	69,827		5
Knitted goods	104,159		40
Clothing	150,000		Very many
Socks and stockings	55,000		20
Other clothing	155,949		Many
Fabrics, including various "fancy" cloths, mostly duty	425,000		20
Yarns, duty	57,646		6 or 8

*Firm entering this line now.



High Prices for Formaldehyde

Western Canada Hardware Men Highly Indignant Over Situation — Drug Used For Farming Purposes May be Brought in From States — Statement to "Hardware and Metal" by President of Largest Canadian Firm Producing It

WESTERN Canada wholesalers, through whom the supplies of formaldehyde that are used extensively by farmers are distributed, are expressing indignation at the enormous increase in price this season. So wrought up are they over the situation that many firms are not placing their usual orders and it is stated that efforts are being made to secure supplies in the States. Approximately 800,000 pounds of formaldehyde is used in Canada each season, and unless it is in the hands of the farmers by the middle of March or April 1 at the outside it is of little use. Prices have advanced more than fifty per cent. it is stated and the Western wholesalers regard this big increase as unjustifiable.

What They Claim

The Western jobbers claim that the Standard Chemical, Iron and Lumber Co. of Toronto, are the only manufacturers of formaldehyde in Canada and that therefore the firm controls the price. It is stated that a big mail order house is planning a coup by endeavoring to secure a quantity of formaldehyde in the United States and bring it to Winnipeg and offer it at a price much lower than that which the Canadian firms are asking. Just what this means to the hardware dealers is obvious. There is a duty of 25 per cent. on formaldehyde coming into Canada. The price in the States at present is about 32 cents as compared with over fifty cents now being asked in Winnipeg.

Company's Statement

L. M. Woods of Toronto, president of the Standard Chemical Iron and Lumber Company stated to HARDWARE AND METAL that there is at the present time in both Canada and the United States a great shortage of formaldehyde. The company's output this year he states cannot even under the most favorable circumstances exceed 600,000 pounds in time for the use of the farmers.

"In the wood distillation process in which we are engaged," he said, "there are three products produced simultaneously. charcoal, acetate of lime and wood alcohol. The extraordinary mild weather prevailing in Eastern Canada has demoralized the charcoal business, with the result that all our warehouses and factories are choked up with stocks.

For War Purposes

"Acetate of lime has been used almost entirely in the past four years in the manufacture of acetone for use in explosives for war purposes. Last year we converted almost all our production of acetate of lime into acetone for the British Government. At the end of December all our acetone contracts were cancelled and we were left without any market temporarily for our acetate of lime production.

"Wood alcohol, the third product, is the basis of formaldehyde, and for wood alcohol there is a very active demand at the present time.

Complicated Situation

"The position in which we found ourselves at the end of 1918 demanded the shutting down of our factories until we could dispose of our charcoal and acetate of lime. On the other hand we have a very important business in England and France in wood alcohol, and an equally important business in Canada in the sale of wood alcohol and formaldehyde. As we are the largest producers of wood alcohol and formaldehyde in Canada, it might be a serious thing if we were to close down our factories without giving ample warning to our numerous customers, and therefore we have been forced to keep our factories running to the extent of supplying to the extent of our ability the Canadian demand for wood alcohol and formaldehyde. It is quite obvious that under these very peculiar circumstances we could not sell these products on a normal basis, and if we are relieved of any of the business by the importation of goods from the United States or elsewhere it simply would make our position that much easier.

"We have hitherto always based our prices for formaldehyde on the prevailing market price of wood alcohol and we should have followed that policy this year if it had not been for the combination of circumstances that I have endeavored to describe."

Belgian Gun Makers Recently Released Seeking to Recover Trade

AT the outbreak of the war, many Belgian manufacturers were captured and interned by the Germans who overran that country. Among the firms suffering severely was that of Neumann Freres of Liege, manufacturers of shot guns, whose goods were widely sold in this country.

A. Macfarlane, of A. Macfarlane and Co., Montreal, stated to HARDWARE AND METAL that Mr. Neumann had been released, and that both he and his family are safe.

Mr. Macfarlane stated that a dispatch just received says the company's factory is being restored, and that development of the industry will be undertaken at an early date, dependent upon the various conditions peculiar to restoration there.

The Fabrique Nationale D'Armes de Guerre, also of Liege, makers of Browning Automatic Pistols, Mr. Macfarlane pointed out, would immediately undertake the restoration of their plant. In a letter received from the company a few days ago, reference was made to the fact that Mr. Andri, director of the company, had been liberated from the German prison in which he had been incarcerated since the beginning of the war, August 4, 1914, when the Germans entered Liege. Mr. Andri was offered exemption if he would operate his plant to the advantage of the advancing hosts, and to their request he gave a flat refusal. The assessed penalty for this refusal was the removal to Germany of the machinery and plant of the company, as well as his own arrest and imprisonment.

Mr. Macfarlane stated that the plant would be restored as quickly as possible with a view to looking after export trade.

MARKET FOR INGOT TIN

There are many factors which contribute to making a very interesting and unsettled market in tin. The contract placed for 10,000 tons of English tin was made at a high figure. At the time, it was figured the war would continue for some time. The arrangement entered into by the War Trade Board of the United States whereby the supplies came through a specified channel, has served to prevent a lowering of prices, at least to the extent that would have been possible had supplies been bought as required and this stock not bargained for.

It was pointed out to HARDWARE AND METAL that the Bolivian tin being brought into the United States is a factor in competition with the regular recognized grades selling so prominently heretofore. This tin is being smelted in the States at the rate of about 1,500 tons per month or 18,000 tons annually, and the sale is maintained on a reasonably steady basis, so that the distribution of the tin brought forward from Great Britain is naturally finding outlet slowly. With prices ruling much above the normal values of pre-war days, users are not buying in other than hand-to-mouth fashion. It means that there are many small operators coming out with little lots all the while and as a consequence the market is decidedly nominal. One informant claimed that it might be nearly six months before there would be a clean-up of supplies now held in this country, —Canada and the United States included.



Looking down James street from the mountain at Hamilton, Ontario.

All Aboard for the Big Convention

Sessions Which Will Open at Hamilton on Tuesday Morning Important to Hardware Dealer—Program of Exceptional Interest Has Been Arranged —Record Attendance is Expected

EVERYTHING is in readiness for the opening in Hamilton on Tuesday morning at 10.30 of the fourteenth annual convention of the Ontario Retail Hardware and Stove Dealers' Association. The sessions will last all day Tuesday, Wednesday and Thursday, and the officers of the organization have arranged a program that is of exceptional interest to hardware men. There will be something doing every minute, including a number of special features that have never appeared on any of the former programs. These are aimed to be of direct and immediate help to hardware dealers right in their own stores. The program has been splendidly varied, so that while there is a great deal of business to be dealt with, it will be interspersed by demonstrations of hardware goods, visits to Hamilton manufacturing plants, practical discussions on matters of interest to the trade, a banquet and entertainment, a moving picture show entitled "The Troubles of a Merchant, and How to Stop Them," and other features.

Don't Miss a Meeting

The officers of the association have done their part. They have spared no effort to provide the best program in the history of the association. It is now up to the hardware dealers of Ontario. The more support they give the association the stronger it will become. Every hardware dealer in the province should attend every meeting. He should do this not only as a part of his duty in supporting the association, but for his own interests. In no other way and at no other time can he meet so many of his fellow hardware merchants, so many of the manufacturers of the lines he is selling every day, or hear discussed by men in the very closest touch with the situation, conditions which are going to affect the hardware business in the coming months.

The Way to Win

The way to win is to pull together. It is to a merchant's advantage in a dozen different ways to meet the other men who are in the same business as himself, and discuss with them their mutual trade problems. It has been demonstrated time after time that co-operation of this kind is the quickest, safest and surest way of solving all difficulties. Every merchant has his problems. That is part of the game. Merchants who get together, though, are generally very much surprised to find that the very thing that has been bothering them has puzzled some other chap. By getting together and talking the thing over they can generally get around the trouble, and it very often has happened at conventions like that which is being held in Hamilton, that when a merchant states his problem, several other hardware men will get up and tell him how they solved it. Just in things like this the value of getting together and talking things over is obvious.

Is Worth While

It is well worth while, though, in itself for any merchant to get out of the business rut and meet merchants from all over the province. He will get a broader outlook on business and on everything else. The hardware business is one of the soundest and most prosperous of any of the branches of commercial activity in Canada. Merchants, especially those who have been tied closely to business, do not always re-

Continued on page 68

Programme

Fourteenth Annual Convention Ontario Retail Hardware and Stove Dealers' Association, Tuesday, Wednesday, Thursday, February 18, 19, 20, Banquet Hall, Royal Connaught Hotel, Hamilton, Ont.

TUESDAY, FEBRUARY 18

10.30 A.M.

MORNING SESSION

Executive Meeting
Appointment of Committees
Reception of Members

2 P.M.

AFTERNOON SESSION

Open Session
Reception by Mayor and Trade Representatives.
Greetings by Mr. Adam Taylor of Guelph; Mr. H. P. Hubbard of Hamilton, for Manufacturers, and Mr. James Hardy of Toronto and others.
Address by Col. J. B. Maclean, Publisher Hardware and Metal, Toronto.

3 P.M.

MEMBERS' SESSION

Distribution of Officers' Reports and reference to proper Committees.
Consideration of Notice of Motion from 1918 Convention, as follows:
1st. "That the Membership fee in the Association be $5.00, for Associate Members $1.00, and for Clerks $1.00."
2nd. "That the name of the Association be shortened to The Retail Hardware Association of Ontario."
3rd. "That the office of Second Vice-President be obolished, and that the Executive Committee shall consist of three members in place of six."

3.45 P.M.

Ten-minute talks by Exhibitors
"Windsor Solvent Stains." Mr. A. L. Mason of Standard Paint and Varnish Co., Windsor.
"Door Hangers and Track." Mr. R. K. Falkiner of Allith Manufacturing Co., Hamilton.
"Kasement Screen Doors." Mr. W. H. Cunningham of Kasement Skrene Dore Co., Toronto.
"Building Materials that are Easily Handled." Mr. Cale of The Alabastine Co., Paris, Ltd., Paris, Ont.
"Manufacture and Sale of Roofing." Mr. F. T. Bush of Bird & Sons, Hamilton.
Visit Exhibits

6.30 P.M.

TUESDAY EVENING

Banquet and Entertainment tendered by Wood, Alexander and James, Hamilton.
Visit Exhibits

WEDNESDAY, FEBRUARY 19

9.30 A.M.

MORNING SESSION

Series of ten-minute addresses on prospects for 1919 by Manufacturers and Wholesalers.
"Wire and Wire Fencing." Mr. H. L. Frost, President Frost Steel & Wire Co., Hamilton, Can.
"Ready Mixed Paints." Mr. W. S. Fallis, Managing Director The Sherwin Williams Company of Canada, Limited.
"The Glass Situation." Mr. J. E. Harrison, Canadian Manager, Pilkington Bros., Ltd., Thorold, Ont.
"Wire Nails and Kindred Products." Mr. F. H. Whitten, General Manager Steel Company of Canada.
"Stoves for 1919." Mr. F. M. Tobin, Secretary Stove Founders Association.
"Electrical Supplies for the Retail Trade." Mr. A. S. Edgar of Canadian General Electric Co.
"The Wholesalers' Viewpoint." Mr. C. A. Witwam of Hobbs Hardware Co., London, Vice-President Canadian Wholesale Hardware Association.
Mr. S. H. Alexander of Wood, Alexander & James, Hamilton, Can.
"The Manufacture and Use of Insecticides in Canada." Mr. Shirley P. Newton, Chief Chemist of Canada Paint Co., Montreal.

11.30 A.M.

Nomination of Officers
Nomination papers will be issued in advance to all members of the Association.
Visit Exhibits

1.30 P.M.

WEDNESDAY AFTERNOON SESSION

"The Gasoline Situation." Is a fixed retail price in this commodity in the best interests of the retail trade? Mr. F. J. Wolfe, District Manager Imperial Oil Limited, Toronto.

2 P.M.

"The Income Tax." Who is eligible and how to prepare financial statement. By Official of the Income Tax Department of Finance, Ottawa.

2.30 P.M.

"How to get the most out of your territory." Address by Mr. John C. Kirkwood, Business Counsel, Toronto.

3.30 P.M.

"Talk on how to advise customers to finish floors, both as to Wax and Varnish finish." Mr. William Home, Toronto, of Berry Bros., Inc., Walkerville, Ont.
Visit to Exhibits

7.30 P.M.

WEDNESDAY EVENING SESSION

Cash vs. Credit
"How I placed my business on a Cash Basis," showing method of introduction and results. W. F. McPherson, Prescott.

8.00 P.M.

"The use of illustrations and prices in advertisements," an illustrated talk, Mr. Geo. D. Davis, Manager Hardware and Metal, Toronto.

8.20 P.M.

"The use of price tickets and show cards in windows, and results obtained," Mr. Nelson Mills, Hamilton, Vice-President, Mills Hardware Co.

8.40 P. M.

"How I made use of the Association Sales Bureau," Mr. J. E. Archer of Moore Hardware Co., St. Catharines.

9.00 P.M.

Motion Picture Show
"The troubles of a Merchant and how to stop them." Mr. T. C. Warren, of Lecture Bureau National Cash Register Co., Dayton, Ohio.

THURSDAY, FEBRUARY 20

9.30 A.M.

MORNING SESSION

Election of Officers

9.45 A.M.

Address
Mr. Geo. A. Simpson, Hamilton, Sales Manager, Steel Co. of Canada.

10.30 A.M.

Ten-Minute Talks by Exhibitors.

12

Luncheon and Entertainment tendered by Hamilton Hardware Manufacturers.

2 P.M.

AFTERNOON SESSION

Round Table Talk on problems affecting the Retail Trade.
Question Box—An all-round discussion in which every member should take part.
Drop your question in the box and win the experience of your fellow hardware men.

3.30 P.M.

Demonstrations at Exhibits.
Every Member is urged to be present at the opening session Tuesday, and stay to the finish.

PAINT MANUFACTURERS SEEK EXPORT BUSINESS

A COMMITTEE of paint men left Montreal and other points for Ottawa on Wednesday night. This was composed of George Henderson, president of the Canadian Paint, Oil and Varnish Association; Walter B. Ramsay, vice-president; Walter Jamieson, of R. C. Jamieson & Co.; John Irwin, president of McArthur, Irwin, Ltd.; A. T. Black, manager, Martin-Senour Co.; Thos Monypenny, of Imperial Varnish and Color Co., Toronto, and F. J. Penberthy, of Lowe Bros., Toronto.

The delegation interviewed the Trade Commissioners on Thursday, going thoroughly into matters regarding export business, shipping facilities and reconstruction orders. It is expected that good business will result. Deliveries will probably begin almost immediately, as the British import restrictions do not in any way bear heavily on paint importations. It is likely that the paint manufacturers will send a representative to England to consult with the Canadian Trade Commission with a view to securing additional business.

MAKING GLASS BY HAND WAS RESUMED THIS WEEK

THE manufacture of window glass by the hand method was resumed this week in thirty-four American plants with a total capacity of 1,157 pots. These factories will, in accordance with their wage agreement, be required to make their quota and close down not later than May 24. From that time for a period of nearly three months no hand glass will be made. Second period factories, with a total of 924 pots, resume on August 15, and continue in blast until December 8, the end of the wage scale year. This arrangement is going to distribute output over a period of approximately six months in such manner as to prevent glutting the market and take care of an expansion in business which is confidently expected during the summer and fall months. To this end the National Window Glass Workers contributed substantially, even to the extent of refusing to go to work a few weeks ago when some manufacturers were disposed to resume and pay a wage increase of 35 per cent. Factories listed for operation during the first and second periods include every hand plant in the States excepting one at Stockton, Cal. In a letter sent out to the trade the Johnston Brokerage Co., of Pittsburgh, states that it reaffirms the discounts given in the schedule of August 15, and that all sizes and qualities of glass, including heavy specialties, can be furnished promptly.

INABILITY TO DELIVER KEEPS PLATE PRICES UP

STEEL plate has not moved yet below the six-cent price in Canadian warehouses. Dealers claim that they are not yet able to secure deliveries which will enable them to pass on the reduced price at once to users. As a matter of fact, about one cent a pound is being paid by way of premium for quick delivery. Canadian warehouses for the most part are pretty well cleared out of war price plate and should be able to quote prices based on the lower United States base price as soon as they can secure satisfactory deliveries.

Although reports have it that the mills of the United States Steel Corporation are still operating at 85 or 90 per cent. of their war-time capacity, it is not to be taken that they are selling at that rate. As a matter of fact, sales have dropped materially, and the Corporation, which has an extensive system of storage, is making use of this section of its equipment. How long they can or will pursue this policy is problematical. It is interesting to note that the buyers seem willing to absorb high costs for automobiles, but when it comes to putting money into steel for industrial purposes they regard it as a very different matter, and fight shy of actual purchases.

HEAVY SELLING OF TURPENTINE TO EUROPE

AN immediate effect of the reduction in freight rates from American ports to Britain has been the stimulation of turpentine shipments. The latest reports from the South state that: "Several thousand barrels of turpentine are understood to have been placed this week for London and Liverpool shipments. One thousand to two thousand casks of spirits will go to London in the fore part of February from Savannah. Out of Brunswick this week 1,000 casks were to be cleared for Liverpool. Other inquiries have come in from the U.K. that show a willingness to take on spirits now that the expected drop in freight rates has been fixed and there is an assurance of some stability as to that for a time.

"These new rates represent a tremendous drop that has been needed to stimulate business, it would seem, as the tendency is everywhere to curtail and remove the Government restrictions as to naval stores. On British ships out of New York 30 per cent. of the space is now available for miscellaneous cargoes, and a further increase in the proportion of space not reserved by the Government is looked for.

PROPOSED TAXATION MAY HIT CANADIAN BRANCHES

BORDER cities industries, a large proportion of which are financed by American capital, are vitally concerned in the revenue bill now before the United States Congress, which proposes the taxation of American capital invested in Canadian enterprises. Should the bill be approved, practically every automobile concern in Ford and Walkerville would be affected, as would many factories turning out a variety of manufactured products.

The Border Chamber of Commerce is cooperating with other industrial organizations throughout Western Ontario in forwarding a protest to Washington.

FIREARMS AFFECTED BY BY WAR BOARD RULING

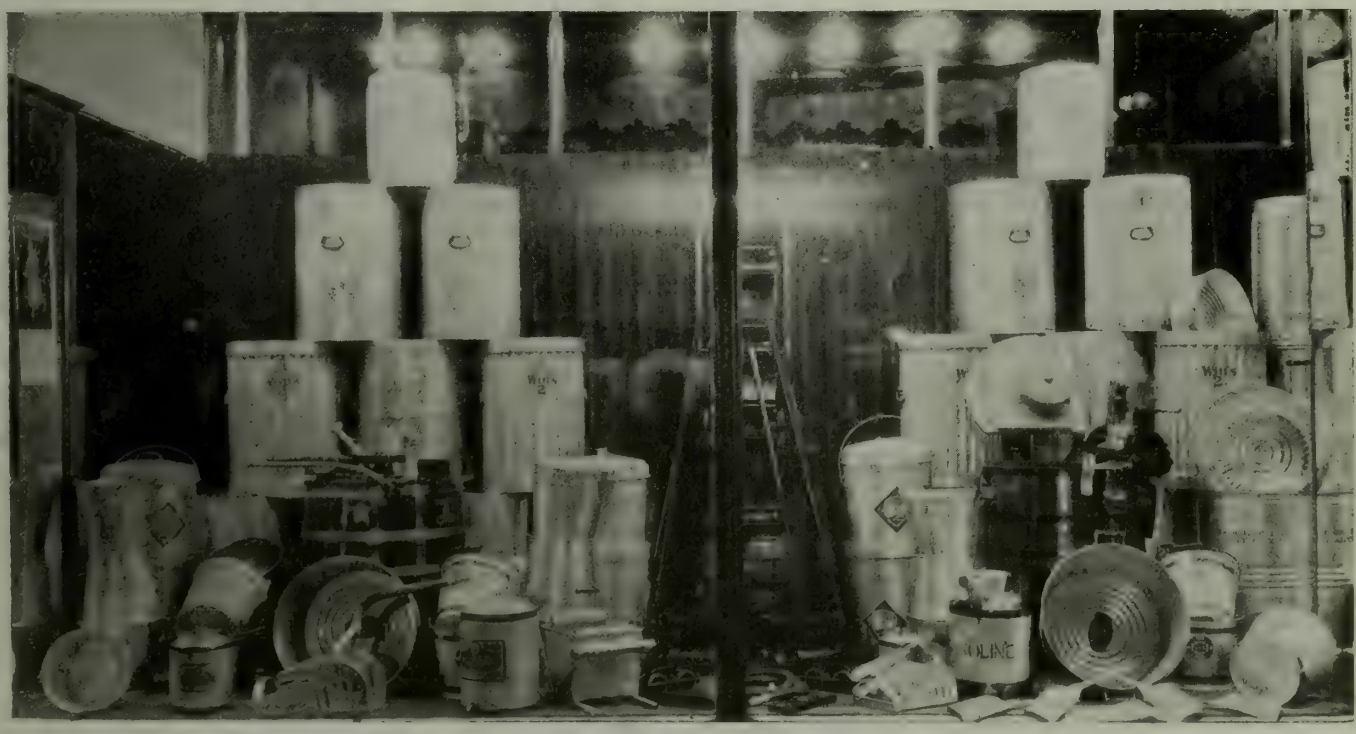
THE United States War Trade Board announce in a new ruling (W. T. B. R. 575) that the latest export conservation list is as follows:—

Ammunition, X-2':—Cartridges and shells', loaded and unloaded, X-2. Shot, in bulk, X-2'. Explosives, X-2'. Firearms, all types, X-2'.

Seasonable Window Suggestions



The window displays shown above offer suggestions that any hardware dealer may adopt with profit. Either section will make a splendid display. A window of electric lamps, toasters, electric irons, shades, casseroles, thermos bottles, trays and similar lines lends itself to a showy, attractive and sales-producing combination. Note the background that was used. A good window of tools will always increase sales in this line, especially during the coming building season.



Note how the large cans have been used to make a background for the washing machines in the window display here shown. The galvanized ware, washers, carpet sweepers, wringers, etc., carry a strong appeal to home-makers, especially to women. Note the contrast of this window with that shown above. The arrangement in the lower window is such that the whole display seems to stand out sharply.

May Boycott Co-operative Association

Retail Merchants Are Preparing For Straight Fight Over Principle Involved in Co-operative Activities of Ottawa Civil Service Association

AT the annual meeting of the Ottawa branch of the Retail Merchants' Association of Canada, the following officers were elected: President, E. R. Fisher; first vice-president, R. Clarke Cummings; second vice-president, B. G. Crabtree; treasurer, A. G. Johnston; secretary, A. E. Kelly. The Ottawa branch was presented with its charter.

A number of important resolutions were passed. It was decided to have a bonded collector for the Ottawa branch of the Retail Merchants' Association, and it is expected that the idea will be extended all over the district, as many collectors as are required being appointed. They will work on commission, and their work will begin after the regular collecting methods of the association have failed to produce results.

Considered Unfair

Another resolution had to do with the fact that goods bought on foreign markets are valued for duty, not at the price paid but at the price prevailing when they arrive at the port of entry. This was considered unfair, and the Dominion Board of the association was asked to take action.

A matter of pressing interest to the association, and in which the Dominion body is interesting itself keenly because of the general principle involved, is that of the co-operative activities of the Civil Service Association. This comprises a large number of members, and is a sort of trade union formed among the civil service employees of the Government, of whom there are several thousand. For several years this association has been endeavoring to formulate a scheme of this kind. About five years ago they started a co-operative store here, but it was a failure. They are now trying to buy in quantities and have the goods shipped to a central point for distribution. The chairman of the co-operative committee, Frank James, of the Post Office Department, has recently issued a circular calling on all members interested in co-operative buying to communicate with him, when they will receive valuable information and assistance.

An Official Protest

The Retail Merchants' Association passed a resolution that it was unfair to the merchants of the city, who pay taxes and carry stocks for the convenience of the public, that wholesalers and manufacturers should supply such organizations, and also expect that the retailers should patronize them.

The Retail Manufacturers' Association all over the Dominion is going to come out for a straight fight on this issue. The ground the association takes is that retail merchandising is either the correct way of distributing goods to the consumer, or it is not. If right, they must be maintained, and conditions must be made so as to uphold and preserve the system.

Threaten Boycott

E. M. Trowern, Dominion Secretary of the association, says frankly that the matter can and will be settled by boycott, if no more agreeable way presents itself. "It is not a nice word," said he in a conversation with HARDWARE AND METAL, "but it is the right one. If I, as a consumer, am not treated right by the retailer from whom I buy, I institute a practical boycott against him by telling my friends my experience.

"Much of the trouble is caused by a lack of concerted action on the part of the wholesalers. And in this connection let us say that the time has long been ripe for a general "Wholesalers Association." The wholesale trade is divided up into small organizations, and they have accomplished little or nothing. This is a time of reconstruction, and it would be a good time for the wholesalers to do some reconstruction work among themselves and form an association.

Need Not be Afraid

"Some people seem to fear trade associations, but I never could see any reason for this so long as your actions are fair and above board. It is the same feeling which has so long distinguished the Canadian Manufacturers' Association, with the result that they have, by their mysteriousness, created an impression that 'they love darkness rather than light because their deeds are evil.' If they came out in the open and took the public into their confidence a little more this would not be so."

There will be a convention of the Dominion Board of the Retail Merchants' Association in Ottawa on March 17, when this and many other questions of vital importance to the trade will be discussed, and some interesting action will be instituted.

Early Closing

A good deal of discussion of the early closing movement took place at the meeting on Monday. It was resolved that the Provincial statute be amended by substituting six o'clock for seven as the legal hour. A petition has been signed by about three-fourths of the stores in Ottawa to close at seven every night, including Saturday. The hour would have been six, but for the Provincial statute. Many are now closing at 6 and 6.30, and will probably continue to do so. The butchers are following suit. Nearly one hundred per cent. of them have signed a petition to this effect. At a meeting of the boot and shoe trade here this week it was unanimously resolved that a petition should be prepared to close during July and August on Saturday afternoons.

Take Exception

Many dealers are familiar with the circulars sent through the mails by organizations, chiefly domiciled in the United States, but having many imitators here, pushing "sales systems." Particular exception was taken to a circular letter recently circulated by the T. E. Kelly Sales System of Minneapolis, and a resolution was passed that such letters were not in the interests of Canada; that people residing in the United States and having no capital invested in Canada, but who are here to promote business and make statements contrary to facts, should come under the False Advertising Act. The association placed itself on record as being opposed to this system of doing business and asked the Dominion Board to take action.

The Letter

The letter referred to was as follows:

THOMAS E. KELLY

The T. E. Kelly Sales System,
Minneapolis, Minn.

President of
26th Street State Bank
Fidelity State Bank
Liberty State Bank

Gentlemen:

The writer is president of three banks, and is given a six-figure rating, first grade, by the three prominent mercantile agencies.

I mention these things because I have an important business proposal to place before you, and I don't want you to dismiss my offer in any doubt of my sincerity and good faith.

I think you will realize that no business man of my position is going to waste his time and yours making you idle offers which he does not mean or is not able to fulfill.

Now, what I want to say to you is this

The profitable period of the winter season is practically gone. Mild weather, sickness, and the expectation of a drop in prices have interfered with trade to such an extent that most merchants have practically all of their winter stock still on hand.

Such a situation under normal merchandising conditions would be serious. In the present situation it is **dangerous.**

Starting the first of the year, and continuing to next fall, prices will drop from thirty to forty per cent. This statement is made in accordance with the predictions of leading bankers, financiers, mercantile authorities and economists.

You must this season unload at present prices every dollar's worth of seasonable merchandise in your stock.

On every dollar's worth that you carry over, you'll lose 30 per cent. deflation of value, besides the customary overhead of interest and depreciation in styles, etc., which always cost from fifteen to twenty per cent. Moreover, next year's merchandise,

besides being at least thirty per cent. cheaper, will be of higher quality, and therefore in greater demand.

All of the really great stores in the country are now unloading or have unloaded in the past thirty days. The leading retailers believe the price decline will start with the January clearance period, and will progress as the unloading season advances.

(He then gives details of sales conducted in various parts of Canada).

The January clearance period is going to start with a rush and develop into a cut-throat scramble to unload. Only those who lead the rush and who have a distinct advantage over competition will be successful in moving their merchandise and in getting a profit.

You have about six weeks left in which to unload at present prices. In that time you must sell every dollar's worth of winter merchandise you have in stock.

If you wish to go out of business I will guarantee to close out your entire stock completely and sell every last article in it at a price which you mark on the goods and back of my guarantee, remember, is a responsibility of a quarter of a million dollars.

Or, if you wish merely to unload your surplus of seasonable goods there is no reason why we cannot do it for you just as successfully and profitably as we did for the merchants mentioned above.

Don't delay in filling out and mailing the enclosed card. Time is short and every day counts.

Sincerely yours,
T. E. KELLY,
President.

Leaves For England To Seek Orders For Stoves

At the recent meeting in Montreal of the Canadian Stove and Enamelled Ware manufacturers, it was decided to send a representative overseas to investigate the possibility of developing export business with some of the European countries. In accordance with this policy, A. M. Smith, of the McClary Mfg. Co, London, Ont., left on Wednesday. His instructions are to work through the Canadian Trade Commission at London, and while in Europe Mr. Smith will endeavor to secure real orders. These are to be distributed among the various manufacturers.

As an interesting side of this matter, it transpires that England was supplied with fully 90 per cent. of her enamelled ware from German and Austrian factories prior to the war. It will be one of the objects of Mr. Smith to secure a fair share of the business which went to these countries a few years ago.

COLLECTED ACCOUNT THAT HAD BEEN OWING 11 YEARS

According to a statement recently filed with the Border Cities Retail Merchants' Association by T. C. Ray, secretary-treasurer, the organization, after one year's operations has assets of $717.98 with no liabilities. This report was unexpected by the general membership, who anticipated a slight deficit.

Mr. Ray also announced that collections in the credit department for January aggregated $521, comprising many accounts of long standing. One in particular had been practically abandoned by the merchant years ago, as it consisted of $20 owing on a note given eleven years ago when he was located in Northern Ontario.

New York Co-operative Stores Close Their Doors

A Chain of Stores Operated by the New York Railway Company With a View of Assisting Their Employees Has Failed, Owing to the Lack of Enthusiasm on the Part of Those They Were Intended to Benefit

THE chain of co-operative stores established by the Interborough and New York Railways to lower the cost of living for their employees, has locked its doors never to open again.

Despite a promising start, the experiment of the company ended in failure. Employees were cold to bargain rates and shopped elsewhere. Company officials, while willing to face a reasonable deficit in maintaining the stores, decided they were losing more money than justifiable. And so the stores were shut, and December 30 and 31 the huge stock of groceries, canned goods, jellies, jams and baking powders, valued at $150,000, was auctioned off to the highest bidder.

When on March 12, 1916, the first shop was opened at Forty-ninth street and Eighth avenue, workers thronged the sidewalks waiting to get in. Sales for the first day were estimated at $1,500, and soon after two more stores were established. Each carried the highest grade merchandise, the stores were spotlessly clean, and up-to-date in every respect. Salaries of grocery clerks and butchers and the upkeep of stores were paid by the company, which claimed in this way to be able to reduce the cost of foodstuffs to employees not less than 30 per cent.

Yet the stores failed.

Rigid investigation of the mystery seems to indicate that failure was due to several things—but the reasons are largely conjectural. Many of the employees are single men. At first they possibly bought at the lower prices for friends. But later it became monotonous and they quit. A majority of the married men didn't care to take time to do their family shopping, so as a last resort, free transportation was furnished to the wives. But a careful check-up indicated that while most of the office people bought through the co-operative stores, toward the end only about 5 per cent. of the workers on the street lines, elevated and subway purchased through the company—and these were the people officials were most anxious to benefit.

The stores sold the highest grade foodstuffs, and in order to stimulate purchasing, even went so far as to demonstrate. An incident is related of a comparison between contents of a can of tomatoes sold at the company's store and one purchased on the open market at the same price. The brand sold by the co-operative stores contained three whole tomatoes, while the brand bought at a local grocery shop contained less than one whole tomato, the remainder of the contents being mostly water. Yet employees traded elsewhere!

One official of the company attributes the demise of the stores to the fact that they were not able to make free deliveries and give credit—while the local stores sent their wagon cheerfully with the goods and waited until Saturday night for payment. Another explanation is given in the possible impression that the company was profiteering at the expense of employees, although price comparisons would prove the absurdity of such opinion.

And so the establishments and their fixtures were recently sold, and when December 31 ushered in the departure of 1918, the mountain of foodstuff stocks, together with twenty tons of paper, bags and twine, was knocked down to the most enterprising cash customer, as the auctioneer called, "Going, going, gone!"

—From "Printer's Ink."

Says Holding Off Orders May Cause Congestion

Edward Goodwill, manager of the Thos. Davidson Mfg. Co., Ltd., of Montreal, stated to HARDWARE AND METAL that there was danger of a considerable congestion in the spring if dealers deferred placing orders unduly. This, some have done, thinking that prices would decline materially. The manufacturer, he says, can only base his manufacturing upon the probable demand through the retailer. If the buying be deferred until the goods are asked for by the consumer, then the manufacturer is deluged with orders at the last minute that can only be filled as received, and in the order of things someone has to suffer.

"Wages have not only been holding, but in some instances they have increased," said Mr. Goodwill. "While it is true that a slight reduction of price has been made in some of the raw materials, this is fully offset by the high payrolls that we have. In some cases the wage increase has more than offset the other reductions. And I do not expect that labor costs will decline materially."

ROBERT N. HORNIDGE JOINS LEWIS BROS., LTD.

Robert N. Hornidge has joined the staff of Lewis Bros., Ltd., Montreal. Mr. Hornidge has, until recently, been connected with the Keys Supply Co., of Ottawa, and comes to Montreal to assume charge as buyer of the New Auto Equipment Department of Lewis Bros. Mr. Render, who has been inside for the most part, will now devote his time more largely to sales promotion work with the travelling salesmen.

EDITORIAL COMMENT

BOOST THE CONVENTION

NO pains have been spared by the officers of the Ontario Retail Hardware and Stove Dealers' Association to make the fourteenth annual convention which will be held at Hamilton on Tuesday, Wednesday and Thursday of real interest and practical value to hardware dealers. Getting together the best men from all over Canada and the United States who have a real message to hardwaremen involves no small amount of labor. It is an undertaking that could only be accomplished by the united efforts of the officers and of the association. Because the work is one which is in the best interests of every hardware dealer in the province, it deserves the strongest support of every merchant. It is your convention, Mr. Dealer. If you attend the sessions and give the association your support you will have a strong organization that will show results. If you do not support your trade organization and leave the load for some other fellows to carry you are not dealing fairly either with them or yourself. This is not the spirit that has carried the hardware trade to the very front of Canadian commercial life and placed it on perhaps the soundest basis of any branch of business in the Dominion. Hearty co-operation by every dealer will work wonders in solving trade problems and in getting results that will benefit every individual. Last year's meeting was a record-breaker. This year's meeting gives every promise of being even better.

WHAT OF CO-OPERATION?

THE growing feeling among certain people or organizations that all the evils of the high cost of living are to be met by the formation of co-operative buying concerns, is a question worthy of some thought. There can be no reasonable argument against anyone obtaining the necessities of life on the cheapest market, that is able to adequately meet their needs. The idea of co-operative buying is, however, more glittering on its face than in actual operation. It is a movement that certainly should not be undertaken without a serious appreciation of conditions, and also of the history of such enterprises, for that history has not always been cheerful reading for those most closely interested in the matter. On another page of this issue appears the story of a large chain of co-operative stores, financed and managed by a great company for the benefit of their employees, that failed rather dismally, because the employees showed a strange proclivity to deal elsewhere, despite the inducements offered.

In our own country similar results have frequently followed. A large co-operative undertaking in Northern Ontario had a similarly sorrowful ending. Experience has so often proved that price is not the only consideration in sales, that it need not be proved anew. And low price is the only argument used by the co-operative stores.

As we have said before, there is no use in trying to bolster a trade by words. If the wholesaler or the retailer is a non-essential element, then the stress of business will eliminate him. These agencies survive because they do actually deliver a marketable commodity for which they charge a price, and that commodity is service, and for that service the public is willing to pay.

IN THIRD PLACE NOW

THE shipbuilding that has been carried on in Canada for many months has placed the Dominion in third place now as far as the amount of tonnage in merchant ships actually under construction is concerned. The United States at present holds first place, but plans which British shipowners have under way will, it is expected, be much larger than even the big American programme at present. Canadian shipbuilding activity will, it is reported, be increased by the removal to the Pacific Coast of the huge plant of the Messrs. Yarrow from England, because of labor troubles. The latest figures show that Canada has under construction just now 195 merchant ships with a tonnage of 278,711. Japan is crowding Canada hard for third place, that country's tonnage being 278,140 for 116 ships. The Japanese are practically centering their efforts on large steel steamers, while Canadian builders are busy turning out both steel and wooden ships. The stimulus that the war has given to shipbuilding in this country has been turned to good advantage by many hardware dealers who have sold large quantities of various supplies to the firms.

PAINT INSPECTION

IN Illinois, a paint law is to be vigorously enforced in future, according to the Bureau of Foods and Drugs of the State Department of Agriculture. It is said that the attention of the authorities has been

called to the laxity with which certain provisions have been administered owing to a failure on the part of the legislature to provide a fund for the proper inspection and chemical analysis.

No inspectors or chemists could be appointed without a proper appropriation, but now this difficulty has been overcome. Several prominent men in the trade have been interviewed, and it is understood that violations of the law against adulteration of paints, varnishes, colors, linseed oil, turpentine and other materials shall be severely punished.

MAY ACT AS BOOMERANG

ONE of the first constructive, after-the-war developments across the line, was the organization of the Copper Export Association, operating under the Webb Act. One of the first acts was announcement of a 23-cent export price. It is safe to assume that not a single pound of copper has been sold at that price, which was promulgated in all probability more for its effect on the domestic situation than with any idea of inducing foreign buying. As the result of the publicity given to this level in connection with the Copper Export Association, there has been created, however, an entirely erroneous impression regarding its character. With a price of 15 per cent. higher than the domestic market, advent of the Export Association created the belief that it was formed in the hope of being able to maintain an abnormally high level in export trade, no matter what the domestic situation might be.

The probabilities are, however, that, far from being able to reap extraordinarily large profits on their foreign business, members in the Copper Export Association will at first be called upon to bear sacrifices, as far more copper is being produced now than is needed for home consumption.

A WAITING GAME

CANADA is supposed to be engaged in a process of reconstruction, involving the change from war-time conditions to such peace-time conditions as will permit of activity and prosperity. There are indications, however, that many people are engaged in a waiting game, each waiting for others to make the move. There seems little disposition on the part of anyone to take the lead. Many business men are realizing that activity will not come until a very considerable readjustment in costs has been made. A new scale of values must be created, of commodities of all sorts and of labor. It is not certain that this will occur eventually, but it seems very probable. Many believe that lasting prosperity cannot come except through such wholesale readjustment. If by any chance, or accident, activity is resumed without the proper scaling down of costs, or in other words, without considerable restoration in the purchasing power of the dollar, the activity, they say, will be mere activity and not prosperity.

WHAT OTHER EDITORS SAY

THAT business man is fortunate who, in planning his selling campaign, can completely detach his mind from the selling side, and see his proposition as the careful buyer should or will see it. If that happy faculty were more generally prevalent in sales departments and trade councils, salesmen often would have easier sailing, or selling.

"Would I accept this proposition if I were a prospective buyer?" is the fair test to be frankly faced.—*American Paint Journal.*

* * *

IT is quite true, as is commonly said, that labor costs should be reduced, because they are too high, but too many men are hiding behind labor and blinking the fact that they too have a duty in readjustment. They should consent to very considerable reductions in their profits. The explanation probably is that the individual has hopes that he may escape observation in this readjustment, that he may be able to slip through with his old time profits while others are readjusting. Something of that sort might occur with a small minority, but everybody cannot expect to be the exception. The thing to do is for everyone to accept his fair share of the general responsibilty. —*The American Metal Market.*

* * *

IF the steel manufacturers would inspire consumers with the necessary confidence that will make for a speedy resumption of buying, they must first show that they themselves are possessed of the staunch faith in the future which they would impart to others. This they can only achieve by actual demonstration through paying for scrap prices commensurate with those they believe to be justified for their finished material.—*The Waste Trade Journal.*

* * *

AN interesting point has been unearthed through the disclosure by an important exporting house with offices in this city of correspondence from its agent in Switzerland. The text of the message was that the United States could not at present compete with the prices for steel and iron quoted by Germany and Sweden and the cable came in answer to a list of prices quoted by the exporting house for comparison abroad. It was also stated in the cable that tin plate was in great demand in Switzerland because of the need for its manufacture into tin cans.—New York *Journal of Commerce.*

* * *

RETAIL merchants are as much entitled to co-operate and organize for mutual benefit as any other branch of society or business. Free interchange of ideas and candid discussion of retail problems have done much to ward off misunderstandings that would otherwise have persisted.

Being a vital part of any community their interests must be protected just as trade unionists seek to safeguard theirs. Divided and unorganized they are just as much at the mercy of greedy and profiteering corporations as the customers to whom they sell their wares. Oftentimes the retail merchant is blamed for high prices, but his critic falls far short in his accusation. In the majority of cases the domestic buyer will patronize the cheapest and best market. It stands to reason, therefore, that with the present keen competition no retail merchant could afford to inflate the prices of his goods. Many and various reasons have placed the high cost of living at a record altitude, but to lump them altogether and point to the retail merchant is not only an indication of child-like innocence of world-wide affairs, but positively wrong. —Border Cities Star.

* * *

WHATEVER the future immigration policy of this country may be for many months to come, immigration should be rigidly restricted—until all our demobilized soldiers have found employment.—Hamilton *Herald.*

EVENTS IN THE TRADE

Business Changes

Dresden, Ont.—Gordon Wall, of the Dresden Hardware Company has disposed of his interests in the firm to Russell Wells.

Elmira, Ont.—Walter and Oscar Klinck have purchased the hardware business of John Klinck.

Fire Losses

Fire which started in the roof of the National Abrasive Company's new factory at Niagara Falls, Ont., burned the roof off causing a loss of $5,000.

Fire, which started in the varnishing plant of the Beaver Co., Ltd., Ottawa, Ont., manufacturers of beaver board, caused a loss of $10,000. During the fire, Oscar Bergeron, an employee, was badly hurt by being struck by a portion of a vat which blew up.

Obituary

The death occurred at West Chester, Pa., on January 31, of E. L. Ewing, secretary and acting treasurer of the Sharples Separator Company.

The death occurred at Pittsburgh, following a breakdown he sustained last fall, of Wallace H. Rowe, president of the Pittsburgh Steel Company. He was 58 years old.

Besides the Pittsburgh Steel Company he was president of the Monessen Coal and Coke Company and the Pittsburgh Steel Ore Company, vice-president of the Pittsburgh Ice Company and a director of the Duquesne National Bank, Pittsburgh Steel Products Company and the Home Life Insurance Company of New York.

Thomas I. Thomson, aged 64, sheriff of the County of Grey, died at his home in Owen Sound, Ont., on Sunday, following a long illness. He was 64 years old and went to Owen Sound thirty-one-years ago and founded the firm of T. I. Thomson & Co., Limited, hardware. He represented North Grey in the House of Commons and took an active interest in business and politics. He was president of the Farrar Transportation Co. of Toronto, president of the T. I. Thomson Co., Ltd., Owen Sound, and a former director of the Imperial Cement Company of Owen Sound. He was mayor of the town for two years and four years ago was appointed sheriff. Mr. Thomson was a native of Napanee, Ont.

The death occurred at Sheffield, Eng., of John Rodgers, aged 62, chairman and managing director of Joseph Rodgers & Sons, Ltd., cutlery and plate manufacturers. His eldest son lost his life during the war. Besides having charge of the firm of Joseph Rodgers & Sons, Limited, Mr. Rodgers was a member of the Cutlers' Company and a director of Cocker Brothers, Limited, wire and spring manufacturers, Sheffield. The firm of which Mr. Rodgers was head is one of the oldest, if not actually the oldest, in the trade, but there are no records indicating the year in which it was established. The earliest record of the business extant is 1724, but as the company's trade-mark—the familiar device of a star and a Maltese cross—was registered in 1682, it must have been founded a long time before that year. Probably no trade-mark has proved so tempting to competitors, and the legal profession has reaped a golden harvest from the numerous actions by Rodgers & Sons in the Courts to protect it from misappropriation.

Personals

W. McMillan has joined the sales staff of Smellie Bros., hardware, at Shoal Lake, Manitoba.

F. R. Murray, president of F. R. Murray Co., Ltd., Vancouver, recently returned from a trip to Chicago, and called at important prairie points on his way home.

M. Soren of Soren Bros., Toronto, who was recently operated on for appendicitis, is making good progress toward recovery.

Alex. McLean, of Mackenzie, Milne & Co., Limited, Sarnia, Ont., attended the meeting held in Stratford on Tuesday to discuss the Provincial highways plans.

H. Ready, of Mackenzie, Milne & Co., Limited, Sarnia, who has been confined to the house through a severe attack of rheumatism, will not be able to resume his duties for several weeks.

H. P. Livingstone, manager of the Dominion Linseed Oil Company, Toronto, has returned after spending several weeks in Winnipeg getting the company's new Western plant in operation.

Trade Notes

The Ideal Glove and Mitt Works, Ernest Brosseau, has been registered at Montreal.

Dust-O-Dust Mfg. Co., makers of sweeping powders, H. N. Archambault and J. H. R. Messier, has been registered at Montreal.

The Globe Engineering Co., Ltd., Hamilton, Ont., has purchased the business of the Hamilton Stamping, Plating and Mfg. Co.

R. B. Smith has purchased the hardware business of J. A. W. Allan & Co., at Newmarket, Ont.

Howe and Henderson, tinsmiths and plumbers, Ingersoll, Ont., have been succeeded by D. Howe.

The Lougheed Sheet Metal Works, Lougheed, Alberta, is reported to be discontinuing business.

The directors of the Sterns Tire and Tube Company, Toronto, are holding their annual meeting this week.

W. W. McCubbin, hardware, Oak Lake, Manitoba, is building an addition to his store and will use it as a furniture show room.

A. W. Jenkins, until recently a member of the Royal Air Force, has taken a position as salesman with the Banwell Hoxie Company of Hamilton, Ont., and will cover territory east of Toronto.

W. M. Morrison, hardware, Shedden, Ont., has disposed of the plumbing and furniture departments to Lloyd Atkinson. Mr. Morrison retains the hardware and wall paper business.

At a meeting of the Executive Committee of the National Paint, Oil and Varnish Association, held in New York, George V. Horgan was appointed secretary to succeed Henry A. Sawyer.

The B. Greening Wire Co., of Hamilton, Ont., has secured the patents and manufacturing rights for Canada for what was formerly known as the United States Poultry Netting.

The C. C. Craig Co., manufacturers' agents, Winnipeg, have been appointed representatives in Canada for Irwin Leather Goods Co., 530 West Monroe St., Chicago. This firm recently purchased the estate of the R. W. Sunasack Co., manufacturers of razor strops.

D. B. Wilson, who has purchased the hardware business of John G. Fennell, at Napanee, Ont., is a former resident of that town, but for the past twelve years has been in the West. He was a former member of the firm of Madole and Wilson.

F. J. Gernandt, of Chicago, succeeds H. H. Biggert, who for the past ten years has been general manager of the International Harvester Company's plant at Hamilton, Ont. Mr. Gernandt was formerly assistant to Mr. Biggert. Mr. Biggert goes to Bridgeport, Conn., where he will be general manager of a large manufacturing plant.

Montreal News

H. H. Dalton, representing A. M. Bell & Co., of Halifax, was in Montreal during the week.

Alfred Blais, hardware merchant, of Thetford Mines, was in Montreal during the week on business.

W. S. Fallis, managing director of the Sherwin-Williams Co. of Canada, Ltd., and R. C. Misson, Montreal manager, were in Halifax this week.

F. B. Leslie, of A. C. Leslie & Co., Ltd., wholesale metals, is this week in the United States, calling at New York, Pittsburgh, Cincinnati, and other steel centres.

H. R. Joyce, representing the Champion Ignition (A.C.) Spark Plug Co., was in Montreal this week. Mr. Joyce has, until recently, been attached to Uncle Sam's naval forces.

Winnipeg News

Geo. A. Chalk, of Allan, Sask., spent the first part of the week in Winnipeg, on business.

John Biffar of the Folsom Arms Co. is calling on the jobbers here during the week.

Victor Van der Linde of The Van der Linde Rubber Co., Toronto, is in the city on business.

Douglas Moulden of W. F. Moulden & Sons, left on Wednesday for an extended trip to factories in the east.

F. S. Millard of Abbey, Sask., spent a few days in the city on business this week

H. F. Moulden has just returned from his spring trip through the three Western provinces.

Mr. Coltart of the Roland Hardware Co., Roland, Man., was a visitor in the city during the week.

It is reported that Tom Mair of Minnedosa, Man., has sold out his business and is moving to Central Butte, Sask.

A. L. Fitzgerald, sales manager for Merrick Anderson Co., has just returned from a trip over part of the western territory.

The Ford Motor Co. is holding a convention here this week at which all representatives as well as Ford dealers from coast to coast are participating.

Prescott W. Robinson, of Montreal, representing Three in One Oil Co., Miller Bros. Superior Door Catch Co., etc., is calling on the trade this week.

Incorporations

The Gerrard Company, Limited, head office, Hamilton, Ont., capital $400,000, plan to manufacture and deal in hardware and iron and steel products.

Marine Products, Limited, capital $500,000, head office, Toronto, Ont., plans to deal in oils, fertilizers and stock feeds.

The Sarnia Paper Box Company, Limited, head office, Sarnia, Ont., capital $50,000, plans to manufacture and deal in cartons, boxes and bags.

Ingersoll File Company, Limited, capital $500,000, head office, Ingersoll, Ont., plans to manufacture iron, steel, manganese, copper and other metals.

Thrift Broom Company, Limited, head office, Toronto, capital $40,000, plans to manufacture and deal in brooms, whisks, brushes.

St. Thomas Metal Signs, Limited, capital $20,000, head office, St. Thomas, Ont., plans to take over and carry on the business of A. J. Stough.

Perfection Flax Pulling Machines, Limited, capital $500,000, head office, Toronto, Ont., plans to deal in flax harvesting machinery, motors and engines.

Frank Barton, Limited, head office, Toronto, capital $40,000, plans to manufacture and deal in automobiles, cycles, motors, engines and all accessories.

Shinn Manufacturing Company, Limited, capital $50,000, head office, Guelph, Ont., plans to manufacture and deal in all kinds of metals, wire, wire nails, wire cables and lightning rods.



F. A. MANN

Who as stated in a previous issue of HARDWARE AND METAL *has been appointed trade sales manager of the Sherwin-Williams Company of Canada, Limited.*

Riker Laboratories, Inc., of New York, has been granted a charter to manufacture and deal in paints, oils, dye stuffs, glassware, photographic and optical goods.

The Frontenac Graphite Mining Company, Limited, head office, Toronto, capital $40,000, has been granted a charter to develop properties held and to deal in minerals and metal products.

Bastian Brothers, Limited, capital $50,000, head office Toronto, Ont., plan to manufacture and deal in metal, cloth and celluloid badges and novelties, also hardware and hardware specialties.

The Mitchell Vacuum Cleaner Company, Limited, capital $50,000, head office Montreal, plans to manufacture and deal in vacuum cleaners, washing machines, floor scrubbers and sewing machines.

Thomas Pink Company, Limited, capital $200,000, head office, Pembroke, Ont., has been granted a provincial charter and plans to carry on the business as founders, blacksmiths, machinists, lumbering and driving tools, gas engines, automobiles and all their parts.



War Tax Stamp Duty

Do we need to put stamps on stock food and panacea? Revenue officer here wants us to put on stamps and we do not think we should.

Re stamps on stock food and panacea. It is necessary to affix a war tax stamp to these, and has been since the Special War Revenue Act, 1915, was passed. The particular part of the act covering this reads as follows:

Stamp Duties on Articles in Bottles and Packages

14. (iv). "Proprietary or patent medicine" includes powders, tonics, ointments, etc., and all other medicinal preparations or compositions bottled or packed ready for sale in respect of which the person making or preparing the same has or claims to have any formula or secret or occult art for the making or preparing thereof, or has, or claims to have any exclusive right or title to such making or preparing, or which are prepared or made under any letters patent or which are designated by a trademark, or which, if prepared in accordance with any formula published or unpublished, are recommended to the public by the makers, vendors or proprietors thereof **as remedies or specifics for any diseases or affection whatever affecting the human or animal body."**

These lines are specifically mentioned as follows:—

"Condition powders, veterinary liniments, medicated stock foods are subject to the war tax.

"Animal foods, unless medicated and advertised as such, are not subject to the war tax."

We think the lines you mention are medicated.

A stamp to the value of one cent is to be affixed to each package, the retail value of which is 25c or less; when the retail value is more than 25c, an additional one cent stamp is necessary for each 25c and in addition for any fractional part of 25c.

To illustrate, goods selling at 26c to 50c require two cents in stamps; from 51c to 75c, three cents in stamps; from 76c to $1.00, four cents in stamps and so on.

Retailers are required by the Act to affix stamps themselves. They may or may not add the amount of the stamp to the price of their goods, as this becomes a business proposition as between themselves and their customers.—Ed.

Transformer Sheets Are Badly Needed in Italy

Writing from Milan under date of January 7, W. M. Clarke, Canadian Trade Commissioner says:—

"This office is informed that there is a great scarcity of transformer sheets on the Italian market, and an opportunity exists for introducing a Canadian product. The United States and Great Britain have been the suppliers, but stocks are now low, while at the same time a regular trade could be established as the orders for transformer sheets must be continually refilled. The following sizes are principally those in demand, and the details herewith given also show the maximum loss in watts per kilogramme:—

(1) Transformer sheets 765 by 380 by 0.3 mm. Maximum loss in watts, 1.5 per kilogramme.

(2) Transformer sheets 2,000 by 1,000 by 0.4 mm. Maximum loss, 2.8 watts per kilogramme.

(3) Transformer sheets 2,000 by 1,000 by 0.5 mm. Maximum loss, 3.6 watts per kilogramme.

(4) Transformer sheets 2,000 by 1,000 by 0.5 mm. Maximum loss, 3.2 watts per kilogramme (periods 50, B. 10,000).

An important British firm of import and export merchants at Milan has at present a definite inquiry for 50 tons monthly of the transformer sheets described as No. 4, and states that once business connection are made it would be prepared to take from 300 to 400 tons monthly of the various kinds specified. Quotations (preferably by cable) are asked for c.i.f. Genoa, together with a statement of time of delivery. (See Trade Inquiry No. 250, this issue.)

Sees Little Gain From Bounty On Iron Ores

General Manager W. E. Perley of the Canadian Steel Corporation at Ojibway, Ont., does not believe the request emanating from the Port Arthur Board of Trade for a Dominion Government bounty on iron ore converted into iron and steel in Canada would, even if granted, prove a stimulant to iron mining or the industry generally.

Discussing the issue with HARDWARE AND METAL he said:

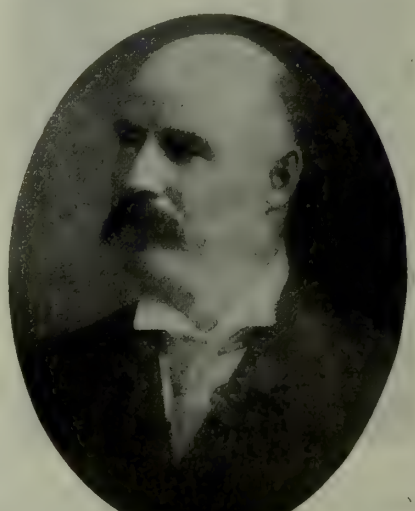
"Ontario iron ore does not equal that imported into this country in quality as it generally has too high a percentage of sulphur or lacks a sufficient proportion of iron, and hence requires a complicated and expensive treatment before it can be marketed.

"Even when the old smelting plant at Port Arthur was in operation, the quality of its finished product was none too good," he continued, "and as the imported raw material is much better than the Ontario product, it is doubtful if the Port Arthur plant, even with the bounty asked, of fifty cents per ton, could find a large enough market to make the proposition pay. The capacity of the plant is 500 tons a day, and providing the company had a market for that much ore, the annual cost to the country would approximate $75,000 annually."

Incomplete Description Is Unfair to Customers

In many lines, "seconds" are sometimes sold without mentioning their quality in advertisements, and to meet this, Los Angeles, through the instrumentality of the truth-in-advertising department of the advertising club of that city, has passed an ordinance providing a heavy penalty for failure to describe such goods fully in an advertisement. An incomplete description in such a case, the Los Angeles advertising club believes, is unfair, both to the customer and to competitors, and is therefore detrimental to the best interests of business.

While an advertisement of "seconds" so written as not to divulge the fact the goods are "seconds" may sometimes bring a better crowd to a sales because of the seemingly low prices quoted, such sales, in the long run, destroy confidence in advertising and do not pay, says a bulletin just issued by the Associated Advertising Clubs of the World.



THOMAS I. THOMSON

Sheriff of Grey County, who died at Owen Sound. He was President of the hardware firm at T. I. Thomson, Limited.

An example mentioned by the Associated bulletin is that of a Michigan electrical goods dealer who advertised nitrogen lamps.

They were burnt out lamps which had been remade. They were plainly described as remade lamps on the label they bore, yet a customer of the store complained to the vigilance committee of the local advertising club that he had been defrauded. He thought they were new lamps, because there was nothing in the advertisement to the contrary.

The vigilance committee took the case up with the dealer and explained the necessity for describing such merchandise for just what it was. The management gladly refunded the purchase price to the displeased customer, agreeing, at the same time to describe goods more fully in the future.

Hardwareman Hurt In Gasoline Explosion

Solomon Krawitz, proprietor of the Farmers' Hardware Store at Luseland, Saskatchewan, narrowly escaped serious injury in an explosion which set fire to the building and blew him out of the rear door. He was soldering an empty gasoline drum when the gas confined in the drum caused it to burst.

The rear door of the building was blown off, also the rear window with the frame, and the glass front on the left side of the store was shattered. The drum was completely wrecked, the welded seams being torn apart like paper.

Mr. Krawitz was found lying outside in the snow in a dazed condition by neighbours, but soon recovered, and except for a badly bruised leg sustained no hurt. The fire which started was soon put out and the damage from this source was small.

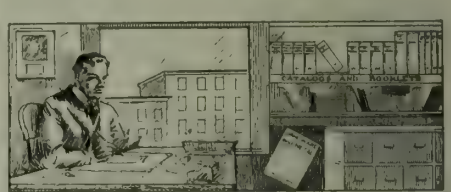
HITS COPPER PRODUCTION

Every copper mine of any producing capacity at Butte, Montana, was compelled to close down Saturday through inability of men who wished to work to reach property. Several hundred strikers took possession of roads and refused to allow miners to pass.

Representatives of mining companies waited upon merchants of Butte and asked that they lower the costs of food and clothing. Refusal will mean either that the mines of Butte will close indefinitely or that companies will establish stores of their own at which commodities will be sold to employees at cost.

GEORGE STANLEY INJURED

George Stanley, of the Geo. A. Stanley Hardware Company, Lucan, Ont., will be laid up for some time as a result of injuries he sustained when his arm caught in the machinery of his coal elevator. The flesh was very badly torn and while the injury is not serious it is painful.



ERIE IRON WORKS

Catalogue No. 6, just issued by the Erie Iron Works Manufacturing Co., Limited, St. Thomas, Ont., lists a number of hardware specialties as well as the lines of shovels, garden trowels, spades, garden forks, and wheel barrows made by the firm. It contains thirty-two pages and is attractively illustrated. Copies of the catalogue may be obtained by readers of HARDWARE AND METAL upon request.

Predicts Big Future For the Solid Tire Industry

The Rubber Association of America, in a report on the past year in the rubber industry, calls attention to the phenomenal growth in the manufacture of solid tires:

"The past year has witnessed numerous economic changes brought about by the war, which affect the rubber industry greatly. Higher transportation costs have increased the use of the bicycle, with a consequent greater demand for tires. But of far more importance is the enormous development of motor trucks for army use, delivery purposes, short-haul and even long-distance overland freight in which a few rubber companies were among the pioneers. More than half a million motor trucks are now in use in the United States, and it is confidently predicted that in five years there will be four millions. A phenomenal growth of the solid-tire industry has resulted. Meanwhile, too, cord construction has removed the previous limits of pneumatic tire sizes, and 12-inch cord tires are now being successfully used on the heaviest trucks, prolonging their life and increasing their speed. Nothing can stop this great economic movement except the failure to build hard-surfaced roads of adequate strength to carry the greater tonnage at the higher speed required, and with Government officials everywhere awake to the need, an adequate construction program seems assured.

"New industries have been created and further incentive given to the old by the abnormal conditions affecting raw materials. The prevailing spirit of economy, the necessity to conserve rubber, the high cost and shortage of tires, and the importance of obtaining maximum service from them have all been factors in the new industry of retreading or rebuilding tires, which has assumed considerable importance in America during the last twelvemonth. Henceforth thousands of automobile tires, such as were formerly discarded prematurely, will be rehabilitated for further service at a lower cost per mile than that of new tires."

Merchants Behind Move To Round Up Delinquents

With three of their members in the Windsor city council for 1919 and representation on the governing bodies of the various other Borders Cities of Ford, Walkerville, Sandwich and Ojibway, the Border Cities Retail Merchants' Association are planning a vigorous campaign to secure legislation to help business.

Ald. Samuel Keyser, Fred L. Howell and Andrew Laing of the Windsor council have already been approached and promised their co-operation in putting through a by-law that will force registration of all persons who move into or leave the city, thus insuring a complete record of all residents. The measure is advocated primarily as a means of assisting the credit department in locating delinquents.

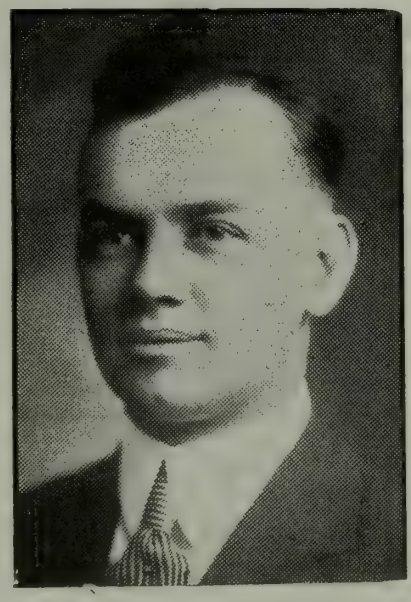
It is hoped to secure similar legislation in the other communities along the south side of the Detroit River.



W. E. VALLANCE

Secretary-treasurer of Walker Vallance Ltd., Hamilton, Ontario.

W. E. Vallance and Fred J. Walker, have gone into the automotive parts business in Hamilton, Ont., under the firm name of Walker Vallance, Limited. Mr. Vallance is a son of the late William Vallance of Wood, Vallance & Co. He has been connected with the wholesale hardware business for some time. Mr. Walker has been in the retail accessory and tire business.



FRED J. WALKER

President and general manager of Walker Vallance Ltd.

HARDWARE MEN HOLD DANCE

A successful dance was held in the Metropolitan Assembly Hall, Toronto, on Wednesday evening, February 12, under the auspices of a section of the Retail Hardware Merchants of Toronto.

TRADE INQUIRIES

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

208. **Carpet broom handles.**—A London firm desires quotations from Canadian manufacturers who can make regular shipments of carpet broom handles 1-inch by 42-inch, slightly tapered and shaped on top, to South Africa; maple preferred. Prices f.o.b. Canadian ports from which South African steamers sail.

209. **Glace kid, box calf and willow calf.**—A company of tanners and leather factors in the east of England, whose travelers cover the whole of the country, are desirous of securing the agency of a Canadian manufacturer of glace kid, box calf and willow calf.

210. **Birch.**—A Manchester firm is open to purchase large quantities of birch suitable for manufacture of spools.

211. **Staves.**—A Manchester firm wishes to purchase dressed staves for cooperage trade, also cut oak heads. Would be prepared to represent a manufacturer.

212. **Oak sleepers.**—A commission house in London, England, has received an inquiry from the Italian Government for 3,000,000 railway oak sleepers and would like to receive offers from Canadians. Sample sleepers of Douglas fir might be submitted as possible substitutes for oak sleepers. Full information regarding prices on board ship should be given.

214. **Baling wire.**—A Glasgow firm would like to receive offers of annealed baling wire in bundles of about 50 pounds, 14 B.G. (and other suitable gauges), 10-ton lots, with a view to business as soon as conditions permit. Also five tons new or defective wire suitable for bundling purposes, 4, 6 and 6 B.G.

216. **Fencing wire.**—A Glasgow firm makes inquiry for 10 tons of Nos. 6, 7 and 8 galvanized fencing wire, and No. 4.3-inch and 4.6-inch galvanized barbed wire. Further specifications may be obtained from the Department of Trade and Commerce, Commercial Intelligence Branch, Ottawa.

219. **Bentwood chairs.**—A Glasgow firm would like to receive offers of above, which they stocked in large quantities before the war.

220. **Wire rods.**—A Coatbridge firm would like to receive offers of 500 tons of wire rods, 5 and 6 gauge, in coils of about 150 pounds, with a view to business as soon as conditions permit.

221. **Bolts and nuts.**—A Glasgow firm wishes to communicate with manufacturers of the above, with a view to business as soon as conditions permit.

225. **Wire nails, brads, staples and dowels.**—A Glasgow firm will be in the market for 25 tons made up of various quantities of the above, as soon as conditions permit shipments. Specifications may be obtained from the Department of Trade and Commerce, Commercial Intelligence Branch, Ottawa.

226. **Blue annealed or black polish painted iron or steel hoops.**—A Glasgow firm makes inquiry for about 30 tons of the above as soon as conditions permit shipment. Specifications may be obtained from the Department of Trade and Commerce, Commercial Intelligence Branch, Ottawa.

227. Builders' hardware.—A commission firm in Barbados would like to be appointed agent for a firm in Canada manufacturing builders' hardware and agricultural implements.

250. **Transformer sheets.**—An important British firm of import and export merchants at Milan inquires for transformer sheets.

THE CLERKS DEPARTMENT

Can You Size Up People Quickly and Accurately?

In the Final Analysis, Picking Men For a Jury is the Same as Picking Men For Business—Read This Story—You May Get a Tip That Will Help You With Your Work

JOHN B. STANCHFIELD is one of the greatest trial lawyers in America. His success he attributes largely to being able to pick men. If you are a good picker he says you win. In the "American Magazine," he tells how he sizes people up as follows:

Human nature is always interesting; but to me personally it has been the most interesting in two very different places—the baseball field and the court room. I know them both very intimately, for before I was a lawyer I had been a baseball player at college.

My father was a country doctor at Elmira, New York, where I was born. As with most country doctors, his practice was not rich in financial rewards, and when I went to Amherst I helped to put myself through that college by playing baseball during vacations. I was a pitcher and we used to do our spring practising in the bowling alley of the gymnasium.

By accident I discovered that I could pitch a ball which would curve out over the adjoining alley, a feat which attracted so much attention that it came to the ears of the professor of mathematics. He declared that it was impossible, violating the law both of God and of man. He could not be convinced to the contrary until I proved it to him by pitching a ball and curving it around the corner of a building.

With these curves at my command I naturally had a secure place on the college nine; and as I also rowed with the crew I spent more time on athletics than on books. But I think that, because of this very thing, I learned to study human nature, and the training I got in this way was worth more to me later than mere book knowledge could have been.

To know what the other fellow is thinking, to be constantly on the alert, to watch all the different players on a ball field, is not so very different from a lawyer's work in a court-room. In both places it is a battle of wits as well as of technical skill. In a trial one must watch the opposing lawyers, the plaintiff, the defendant, the judge, the witnesses, and the jurymen.

The battle, as a rule, is not over points of law. Instead, it's based on the knowledge of human nature possessed by all parties concerned. In fact, human nature plays so important a part in a court-room that most cases are won through shrewd observation of how the human being thinks and acts.

In selecting a jury, for example, the law plays practically no part. It is understanding of human beings that counts.

For this reason I study your face, your tone of voice, the answers you make and, especially, whether or not you look me in the eye when speaking. I make it a point to find out whether you are well-to-do, or perhaps a clerk in a store In addition, I always want to know the occupation of a prospective juror's children as well as the occupation of the juror himself. I ask your age, religion, and many other things, because they all aid me, as the prosecutor or the lawyer for the defense, to make up my mind whether or not I want you for the jury. And if I don't want you, I try to get rid of you, as I shall explain later on.

If your answers are hesitant, both the prosecution and the defense are against you. And the reason is, of course, that we both fear you will be too easily swept with the crowd; that you will bring in whatever verdict the majority decides upon. We doubt your ability to think for yourself.

There is, however, another side to this point. If, instead of being a weakling, you have a hard, determined jaw, and show by your answers that you are stubborn and defiant, we may also hesitate to take you. If we get twelve stubborn men on a jury, the end of the world might arrive before they would come to an agreement! The ideal jury is one composed of four strong men, and eight intelligent and resolute ones. We want a few men of great decision so that they will bring a verdict for one side or for the other.

Your position in life is always considered, of course. If I were defending an employee I should hesitate about having many employers on the jury. They may try to be neutral and fair; but if there's any "leaning" at all, it will be toward the prosecution instead of the defense. The same thing would apply if a rich man were being tried. Then, I should try to get a jury of men of property, and of the same standing as the defendant. For a jury of poor men is not inclined to be merciful toward a wealthy defendant, even though he may really be innocent. The poor love to "swat" the rich whenever it is possible. We always try to get men of one class to try men of the same class in order to insure fairness and justice.

Another point that must be watched is that of religion. A fanatic of one faith may take an instant dislike to a defendant of another faith, and so make his decision on the ground of religion, instead of on the evidence. On the other hand, however, the prosecuting attorney knows that it is dangerous to his case to allow many men of the same faith as the defendant to sit in the jury box. For they may allow that common interest to sway them in rendering their verdict.

Membership in a society, or a fraternal lodge, is to be taken into account, for the same reason. If a juror belongs to the same society as the defendant, he will usually be challenged by the prosecution on the ground that he could not give a fair verdict. Of all problems, however, that of an Orangeman and an Irishman is the most difficult. You can well imagine what would happen if one were set to decide the case of the other.

There is a vast variety of things which can influence human beings in rendering judgments on others. Just take, as an example, the incident which taught me always to ask, "What are your children's occupations?" Apparently, the occupation of a man's son could not affect the verdict he would render. But I found that it sometimes does.

I was defending a man accused of some crime against a department store, and I was very much surprised when a verdict of guilty was brought in against my client. I was so surprised, in fact, that I spoke to some members of the jury after they had been dismissed. And this is what one man told me:

"The fellow that swung the verdict," he said, "has a son working in the department store. He seemed to think it was up to him to help convict your man just because his son works in that store."

You, as the reader, may probably say that you wouldn't have let such a fact influence you. Nevertheless, if one of your children or a near relative had a

good job with some corporation, and you were a juror in a case brought by that corporation, I'll wager that your sympathies would not be with the defendant. In cases for the Government, especially, lawyers for the defense have to be careful to find out if any of the prospective jurors have children in the Civil service. If they have, we don't care to take a chance; for, though the man may not blindly disregard justice, his sympathies will all be the other way. It might be possible, of course, that he and his children might dislike the Civil Service, and so be for the defense. But we are not likely to find this out.

It is impossible to know what relationship may exist between the defendant and some member of the jury. We have sometimes discovered, long after a trial, that the defendant had wronged some member of the jury years before, and that the juryman voted against him "to get even."

If a man is lying, however, you can always catch him by asking him to repeat. And the test isn't, "Does he tell a different story?" It is, "Does he tell exactly the same story, word for word?" If he does, you can bank on it that he has prepared his story beforehand, memorized it, and can tell it the same way a hundred times if you ask him.

The honest man never tells the same story twice in the same way. He always leaves out something or adds something. No man can tell the same story exactly the same unless he has prepared and memorized it.

If you want to detect a liar, watch his face. Liars always shift their eyes. They cannot help it, especially in a court-room, where everyone is watching. They also hesitate for a fraction of a second. The simplest way that lawyers can catch them is to ask if they have talked the case over with the opposing lawyer. If they say "No," you've got them, because no lawyer would dare to put a witness on the stand without first talking to him. Many witnesses do not know this, however, and so they fear an admission would be harmful. Accordingly, they lie. And if you can make the jury realize this, their testimony isn't worth two cents.

Recently—and it just shows that you never stop learning—I've discovered another thing: When a man wants to make a special point he will emphasize that point, though unconscious that he is doing so. He will say emphatically, "I know that he was in the drug store at ten o'clock." If you catch him up quickly and say: "Why did you want to emphasize that point? Why did you need to bring that out so emphatically? Come on, now! Answer me! Answer me!" you'll get him confused and uncertain. In most cases you will discover that he emphasized the point and raised his voice because he knew he was lying! He raises his voice to still the thought in his mind that he wasn't telling the truth. That's just plain, simple, human nature, but I learned it only after years of experience and practice.

Women are always harder to trap in a lie than men, they remain cool and smiling, whereas men get nervous and confused. I think the reason is that men realize the seriousness of a court-room, whereas women don't. Women do not pay attention on the stand, they talk when they are spectators, and they generally pay little respect to the laws of the court.

As an actual witness, a woman differs from a man. She is so much more observant than a man that she will remember many details which a man will forget. Women are at their best, however, when they are testifying in behalf of someone they love. Then they are cool, collected, and on the alert for anything which may harm the defendant. Perhaps the best witness New York ever saw was Evelyn Nesbit Thaw when she testified in behalf of her husband twelve years ago.

When children are telling the truth, they, also, make good witnesses. You can't make them change their stories. They keep saying "No, no," or "Of course, of course," and their words carry the conviction of truth. When they have been coached, however, it is very simple to pull their stories to pieces.

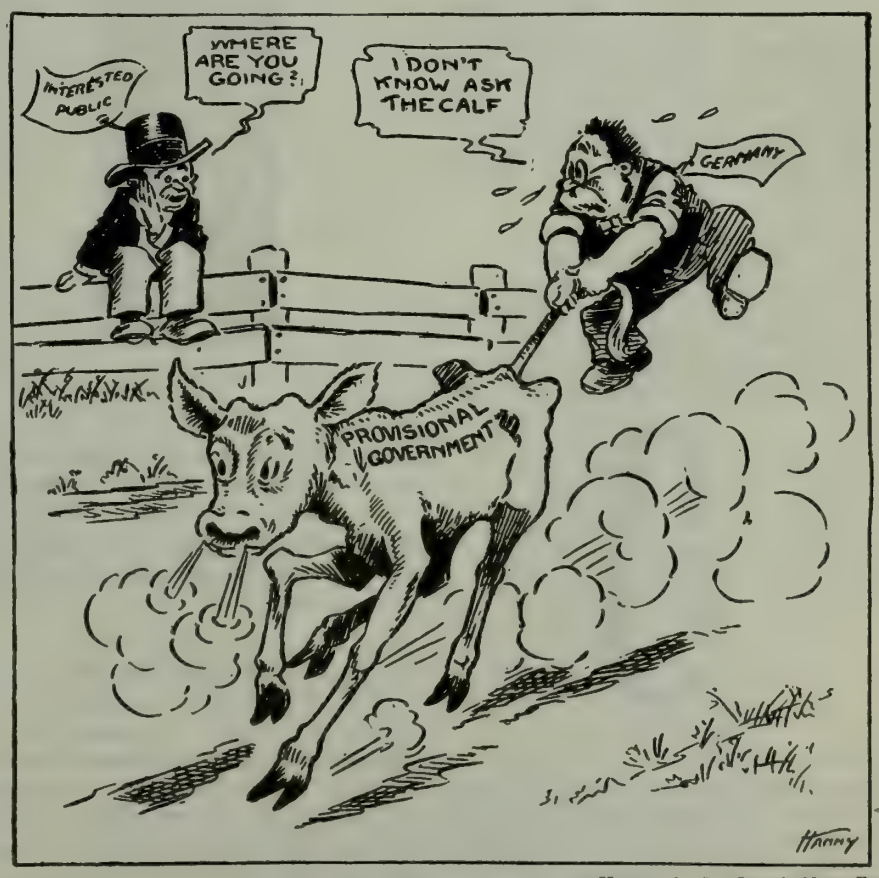
Women and children also come under the category of "what influences human beings." When I got Harry Thaw out of the insane asylum at Matteawan, my greatest card was his white-haired mother, who sat in court comforting and encouraging Harry. Mrs. Thaw is quite a wonderful woman, and I could see the jury melting as they watched her, day after day, fussing around her son. I kept reminding them of her; asking them how they could keep a boy from the mother who had fought ten long years for his freedom, from the mother who had suffered as she had suffered. And, as the world knows, Harry Thaw was declared sane and given his freedom.

However, though human beings are mostly soft-hearted and inclined to be lenient, they hate to feel they are being fooled, that their heartstrings are being wrung in an attempt to wipe away evidence. That is why anything of this sort has to be well managed to carry any conviction with it. When there is no good reason for the presence of a mother or children in court, their introduction is likely to turn the jury against one's client, especially if the jury is composed of hardheaded business men.

The old-fashioned oratory of the past is another thing for which people no longer seem to care. At least, they don't like it in New York City. What New Yorkers want is the facts, and the sooner you give them the better. This is not true, however, in the South, the West, and in rural districts. In these places, people still love to hear long, rolling, eloquent oratory. If you start this in New York, however, the jury begins to say:

"Good Lord! Here is this fellow keeping us away from our homes and business with his infernal speech-making."

All of which merely goes to prove that human nature is human nature—especially in a court-room!



--Hanny, in St. Joseph News-Press.

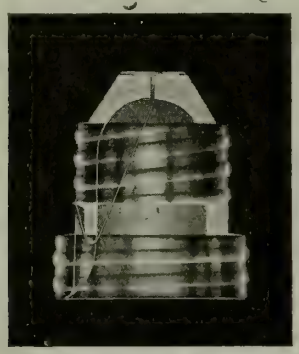
The Old Joke Modernized

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

REFILLABLE FUSE PLUG

The J. C. Refillable fuse plug, which is manufactured by the Clemens Electrical Corporation, Limited, Hamilton, Ont., can it is claimed be changed from six to thirty amperes according to requirements. The plugs it is stated refill at a cost of only one cent each and can it is claimed be refilled twenty or thirty



Fuse Plug

times. It is stated that they are especially useful to large users of plugs, industrial plants, railways, hotels, etc., because the J. C. Refillable plugs enable them to reduce their capital tied up in carrying a large and varied stock of fuses. The plugs it is stated are approved by the Hydro-Electric Power Commission.

CROWE FAN BELT

The Crowe fan belt manufactured by the Canada Sales Co., 183 Church St., Toronto, Ont., consists it is stated of a steel chain into which blocks of oak tanned sole leather are firmly imbedded.

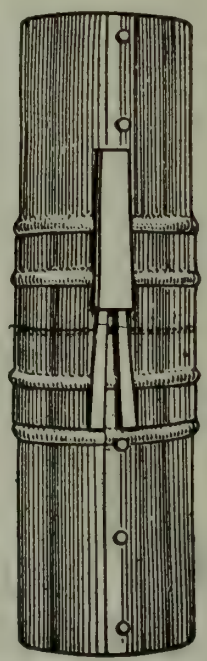


Fan Belt

The steel chain is constructed it is stated so that while flexible and resilient it will not stretch or break. The combination of steel and leather makes the belt impervious to oil, heat, dirt or water, it is claimed.

WELL CASING

"Ideal" Galvanized well casing manufactured by the Ideal Well Casing Co., Ltd., of Calgary, is made it is stated of 20 gauge galvanized iron or heavier, according to service. A new idea which it is claimed is an especially important feature is the patent lock joint. With ends butting it is claimed that good heavy driving may be accomplished. The casing it is stated has smooth interior bore, is made in sizes from four to twelve inches in diameter and may be used for



Well Casing

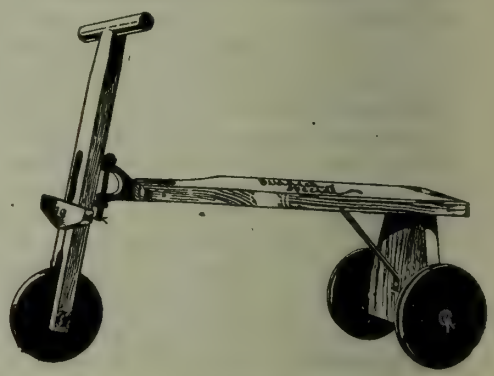
wells 500 feet deep, for grain spouting, irrigation flumes, culverts, mine ventilation and other purposes. When used for mine ventillation it is claimed the casing will not shake down while blasting is going on.

RITE-WAY POLISH

"Rite-Way" polish, manufactured by Virtue & Liberty, 531 Yonge St., Toronto, can be used, it is stated, for automobiles, leather goods, glass, furniture, pianos, floors, or white enamel. It is claimed by the makers that it is odorless, greaseless and dustless and takes very little rubbing.

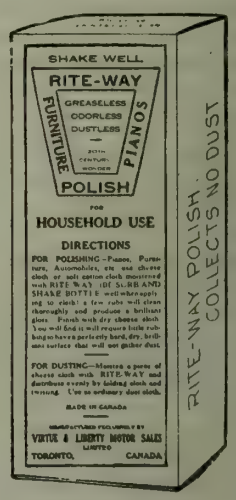
BUDDIES CAR

Buddies Special Car, manufactured by the Chown Manufacturing Company, of Hamilton, Ontario, is made, it is stated, of hardwood and steel throughout. It is finished in natural and red, and has a wheel base of twenty-one inches. It is stated that it has solid one-piece steel



Buddies Car

axles front and rear, steel bearings in the wheels, and that bolts, nuts and washers are used instead of nails in putting it together.



Rite-Way Polish

William B. Powell, formerly assistant advertising manager of the Sherwin-Williams Company, Cleveland, and for the past two years publicity director for the Y. M. C. A., with headquarters at London, England, has joined the staff of Fuller & Smith, Cleveland.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

AN advancing market which has been in evidence on hemp for some time past has finally reached such proportions that prices on rope have undergone a sharp advance during the week. Last Saturday an advance of 5c per pound was made in manila grade of rope, and this has been followed on Wednesday of this week by a further general advance on all grades except tarred hemp goods of 2c per pound. Although higher prices have been talked of for some time on rope, the amount of the advance came as rather a surprise to the trade as a whole.

New list prices have been named on metal shingles, sidings, ceilings and corrugated sheets this week which provide for a substantial decline from the figures previously prevailing. A new feature adopted by the manufacturers is the fact that present prices are worked out on a delivered basis for most points in Ontario, and equalized for delivery to far Eastern or Western towns.

Copper rivets are down a further 10 per cent. this week, and a 10 per cent. decline in copper burrs has also been made. Coppered split rivets are much higher, according to advices from some markets this week.

Auger bits have moved to higher levels this week, along with car bits, machine bits and expansive bits. Wood faucets, splint clothes baskets, post-hole diggers, post-hole augers and chain blocks are other lines which are under revision upward this week.

Linseed oil has moved up and down, and the basis of quoting is about the same in most markets. Flaxseed shows an advance for the week and now seems on a fairly stable basis, though whether this will hold or not is a question. The price of oil cake is somewhat easier, and with a possibility of some export developing, a steadier tone to the linseed oil market may be expected to manifest itself.

Turpentine has declined 5c per gallon this week. Conditions at primary points show practically no change, and this move on the part of the dealers is evidently the expression of a desire to get down to rock bottom in line with producing points and so encourage business. Greater activity is noted, and considerable inquiry is reported which may reasonably be expected to develop into orders.

Wash boards are higher this week, and express wagons, whip lashes, resin and coal tar are other lines to advance. Cow chains have declined, along with wheelbarrows, copper wire, brass butts and friction tape. Business generally seems to be opening up fairly well, and dealers are satisfied with the prospects.

MONTREAL MARKETS

MONTREAL, Feb. 13.—The biggest change of the week in point of surprise and importance is that of a stiff advance for rope. There were two advances, one on the 8th instant and the other on the 12th, and the higher prices are caused by a steady advance of the price for hemp. This condition was definitely forecast in recent reports appearing in HARDWARE AND METAL, although the makers did not expect such stiff advances for hemp as have been transpiring from week to week.

Declines have been noted this week, lower prices being named on sad irons, galvanized and black sheets, old materials, lead sheets, solder, fuel oil, cattle chains and game traps, and ingot metals.

There is a very fair amount of business, represented in small orders rather than large. The outlook is, if anything, more promising.

Cattle Chains, Sad Irons; Traps Down

Montreal.

TRAPS, SAD IRONS, CATTLE CHAINS.—Declines are made in the basis of cattle chains. The discount on these is 20 per cent.

Mrs. Potts' sad irons also are reduced, the quotation for No. 50 being $2.10 per set, and that for No. 55, $1.95.

Various game traps are revised, and as there are several changes from the recent list the new revised price basis is given as follows:

Game Traps—Victor, with chain—No. 0, $1.90 per dozen: No. 1, $2.20; No. 1½, $3.30; No. 2, $4.60; No. 3, $6.50; No. 4, $7.80. Jump, with chain—No. 1, $2.95 per dozen; No. 1½, $4.40; No. 2, $6.45; No. 3, $8.55. Hawley & Norton, with chain—No. 0, $2.95 per dozen; No. 1, $3.45; No. 1½, $5.15; No. 2, $7.25; No. 3, $9.65; No. 4, $11.35. Newhouse, with chain—No. 0, $4.25 per dozen; No. 1, $5; No. 1½, $7.50; No. 2, $11.10; No. 3, $14 80; No. 4, $17.50; No. 81, $5.80; No. 91, $3.65. Bear—No. 5, $10.85 each; No. 50, $7.85 each.

Stoves Are Steady; Wares the Same

Montreal.

STOVES AND WARES.—The market is quiet as far as stoves are concerned, and the same may be said to be true of enameled wares and stamped ware. There is a steady and even a firm basis, for even though the cost of some ma-

terials has declined, the labor situation is offsetting this entirely, increases having been made to some classes of labor.

Rope Changes Twice; Pure Manila 35½c

Montreal.

ROPE, CORDAGE. — Two changes have been made in the rope basis within a few days, both being advances and totalling an increase of seven cents per pound for manila grades, and two cents for sisal. As was pointed out two weeks ago in HARDWARE AND METAL, "While there has been a steadily advancing hemp market, prices scoring an increase of around 4c in a short while, there is no advance yet in the price of rope; this may come." This has been the reason for the advances made—that is, steadily advancing costs for hemp. The manufacturers have had to buy on the raising basis the raw material needed, and have accordingly had to advance the manufactured costs.

The new prices are: Pure manila, 35½c; British manila and New Zealand hemp, 31c; sisal, 27½c; lath yarn, 27½c per pound base.

Fuel Oil Down; Gasoline; Oil Held

Montreal.

GASOLINE AND OILS.—The feature of the week is that of a decline for fuel oil. This is selling at $8.80, and the reduction is therefore 70c from the previous quotation in this market of $9.50.

Coal oil is steady at 19c per gallon for Royalite and 22c for Palacine and Electroline, while motor gasoline is unchanged at 34c per gallon.

Bars Holding; Sales Just Fair

Montreal.

STEEL AND IRON.—There is a certain movement of bars, both of iron and steel, but little change in the market is made, the basis being fully maintained at the recent declines. The outlook bids fair as regards improvement of demand, but this may not come for a few weeks in a large way.

Common bar iron, per 100 lbs.	$4 30
Refined iron, per 100 lbs.	5 30
Mild steel	4 30
Iron finish machinery steel	4 35
Norway iron	12 00
Single reeled machinery steel	6 00
Spring steel	6 00
Sleigh shoe steel	4 30
Tire steel	4 50
Toe calk steel, per 100 lbs.	5 20
Band steel	4 30
Harrow tooth steel	4 35
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Black Diamond cast steel, lb.	0 22

10-Gauge Sheets, $10; Galvanized Down

Montreal.

SHEETS.—A price of $10 per 100 pounds is quoted in one quarter on black sheets, 10-gauge. This is in definite accord with the tendencies that have been outlined in recent market reports in HARDWARE AND METAL, last week's report stating that, "readjustments are under contemplation and lower prices may probably be in effect in the immediate future." There is not a great movement, but sales are made regularly in a limited way.

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$7 00	$7 10
12 gauge	7 10	7 15
14 gauge	6 85	7 00
16 gauge	6 95	7 05
18-20 gauge	7 10	7 25
22-24 gauge	7 15	7 35
26 gauge	7 20	7 40
28 gauge	7 35	7 50
GALVANIZED SHEETS—		
10¾ oz.		$9 75
28 gauge		9 25
26 gauge		9 00
22 and 24 gauge		8 85
20 gauge		8 65
18 gauge		8 65
16 gauge		8 50

NOTE—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Lead Sheets 11c; Solder, Zinc Less

Montreal.

LEAD AND ZINC PRODUCTS.—There is weakness in the market as far as sheet lead and solder are concerned. Sheet lead is down to 11c per pound for heavy and 12c for the lighter weights. Guaranteed solder is selling at 38c and commercial at 33¼c per pound, while wire solder is quoted down 1½c per pound all around. Business is reported better. There is much scope for a bigger movement and this is looked for within a few weeks. Zinc has dropped 2c per pound and is quoted at 17c to 18c according to quantity.

Lead pipe, lb.		$0 13
Lead pipe (cut lengths)		0 14
Lead waste pipe, lb.	0 14	
Lead traps and bends	**Net list.**	
Lead wool, lb.		0 14
Lead sheets, 3 to 3½ lbs., sq. ft., lb.		0 12
Lead sheets, 4 to 8 lbs., s. ft.		0 11
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c. lb. extra.		
Solder, guaranteed, lb.		0 38
Solder, strictly, lb.		0 35½
Solder, commercial, lb.		0 33¼
Solder, wiping, lb.	0 31	0 33
Solder wire (8 gauge)—		
40-60		0 44
45-55		0 47¾
50-50		0 51½
Zinc sheets, casks		0 17
Do., broken lots		0 18

General Decline in Old Materials

Montreal.

OLD MATERIALS.—A decline all around is made for old material. This bears out the definite forecast made in HARDWARE AND METAL of last week. There are very considerable reductions for tea lead and lead pipe, while brass and copper and various old iron lines are much lower. There is no improvement in selling, and even small holders are not offering a great deal, preferring, apparently, to hold on to what they have. There are no indications of improvement and values may fall considerably yet.

Dealers' Buying Prices—		
Tea lead		0 03½
Heavy lead pipe	0 04	0 04½
Pipe scrap	14 00	15 00
Stove plate, per ton	14 00	15 00
No. 2 busheling	8 00	9 00
Old rubbers, boots and shoes	0 07½	0 07¾
Overshoes, lumbermen's rubber boots		0 05½
Bicycle tires	0 02½	0 03½
Automobile tires	0 03½	0 04
Yellow brass	0 08	0 08½
Red brass	0 14	0 15
Light brass		0 06
Scrap zinc	0 05	0 05¼
Heavy copper	0 16½	0 17½
Wrought iron, No. 1, per gr. ton	18 00	19 00
No. 1 machinery cast	24 00	26 00
Heavy melting steel		18 00

BRIEFS GLEANED FROM THE WEEK'S MARKETS

Barb wire, plain twist wire, plain galvanized wire and coil spring wire have declined at Toronto this week.

* * * *

Splint clothes baskets have been revised upward this week.

* * * *

Irwin auger bits have advanced about 5 to 7½ per cent.

* * * *

Metal siding, ceiling, and shingles all show a substantial decline this week. New prices issued are on a delivered basis for shipments of 300 pounds and over to most Ontario points, and freight is equalized on other shipments.

* * * *

Post hole diggers and post hole augers have followed the upward trend this week.

Turpentine declined 5c per gallon and seems right in line with producing points now.

* * * *

Copper rivets came down another 10 per cent. this week. Copper burrs followed suit this time.

* * * *

Manila rope advanced 7c and sisal rope 2c per pound this week. Firmer hemp markets are considered the main contributing factor.

* * * *

Dart unions have been revised downward according to new discounts just issued, the ¼ to 2-inch now being quoted at 20 per cent., and 2½-inch and larger, 12 per cent.

* * * *

Weston chain blocks just received in Winnipeg from England show a higher cost, and selling prices have advanced to cover same.

Tin, Lead, Copper Less; Spelter Up

Montreal.

INGOT METALS.—A continued weakness prevails in the ingot markets, and tin, lead, copper, and antimony are all lower. The desire to sell on the part of various operators assures the buyer of a fair price basis, providing his needs are large, but as a rule specifications are for small quantities.

COPPER.—This is on a declining basis and the end is not yet, apparently. Some orders are received and the basis this week is lower at 23c per pound.

TIN.—London cables are much lower this week, a drop of £20 being made within a week. Some licenses are also being granted now, although nothing has come through yet. The price here is 63 cents per pound.

SPELTER.—Contrary to the tendency of last week a slight reaction has been made and the basis this week is up ¼c to 9¼c per pound.

LEAD.—The undertone is still a softening one and prices are lower than last week, 7½ to 8 cents per pound being quoted here.

ANTIMONY.—Some expect that the present basis will rule more or less steadily now that it is quoted at 8½ cents per pound, which is ½c to 1c under last week's price.

ALUMINUM.—The price on this holds and there is little business. For ordinary small lots 40 cents per pound is quoted.

TORONTO MARKETS

TORONTO, Feb. 13—A 5-cent advance in manila rope effective last Saturday, followed by a further jump of 2c in all lines Wednesday of this week, was the outstanding feature of the market. Copper rivets have declined still further and burrs are lower also. Auger bits, car bits and machine bits have moved to higher levels and expansive bits are also advanced. One line of union is lower along with brass butts, cow chains, and sad irons. A revision in galvanized wire, barb wire, plain twist wire and coil spring wire to lower levels is now effective. Wash boards have undergone a change to higher levels. Business is considered very fair.

Unions Reach Lower Figure

Toronto.

UNIONS.—New discounts have been issued on Dart unions, and the present prices are lower than those formerly in effect. On sizes ¼ to 2 inch the discount is now 20 per cent., replacing the previous discount of 15 per cent., and 2½ inch and larger are now 12 per cent.; the former discount was 6½ per cent.

Auger Bits, Expansive Go Up

Toronto.

AUGER BITS, EXPANSIVE BITS.—Higher prices have been named on auger bits. The discount quoted on the Irwin auger bits is now 10 per cent.; Irwin car bits at 20 per cent., and machine bits at 20 per cent. are also slightly higher. Expansive bits have also reached higher levels, the small now being quoted at $16.25 and the large $23.50 per dozen.

Wheelbarrows Come in For Revision

Toronto.

WHEELBARROWS.—Revised prices have been named on several lines of steel and steel tray wheelbarrows. New quotations now being named to the trade are K and J. Pan-American, $9.50 each; Contractor No. 2B, $10.25; Concrete K. and J., $12; Tubular No. 4, $11; No. 5, $13; No. 10, $16.25. Garden barrows have also been revised, the large being quoted at $68.40 per dozen and the boys', $55.80.

Wash Boards Move Higher

Toronto.

WASH BOARDS.—New prices have been issued on wash boards this week which show an advance. On the new basis the quotations to the trade will now range as follows: Pony, $2.60 per dozen; Improved Globe, $5.40; Neptune, $5.40; Standard Globe, $5.40; Original Globe, $5.90; Jubilee, $6.05; Newmarket King, $6.05; Western King (enamel), $8.25; Beaver (brass) $7.60; Diamond King (glass), $6.55.

Friction Tape Down; Post Hole Augers

Toronto.

FRICTION TAPE.—POST HOLE AUGERS.—Friction tape has eased away slightly, the new quotations named to the trade this week being for the No. 8, 58c per pound, and No. 2, 62c. Vaughan post hole augers are also changed, the 8-inch now being quoted at $17, and 10-inch at $20 per dozen.

Butts Easier; Weather Strip

Toronto.

BUTTS, WEATHER STRIP.—Lower prices are provided for in new discounts issued on brass butts. The new selling basis on the narrow, middle or broad brass butt is now 20 per cent. advance on list.

New prices are out on the weather strip, the Bosley line now being quoted as follows: No. 60, $2.04 per 100 feet; No. 61, $2.04; No. 62, $3.25; No. 64, $4.05. Booking orders are subject to a further discount of 5 per cent.

Cow Chains Show Decline; Rivets Down

Toronto.

COW CHAINS, RIVETS. — Lower prices have been determined upon for cow chains, the discount of 10 per cent. formerly ruling giving way to the present discount of 20 per cent.

Copper rivets have undergone a further revision downward this week, new price being 15 per cent. advance on list. Copper burrs are also lower, being now quoted at 40 per cent. advance on list.

Iron rivets, ½ inch diameter and larger, are quoted at following base prices: Round head, $8.10 per 100 pounds; cone head, $8.25; countersunk head, $8.75.

Copper wire is quoted at 10 per cent. discount from new list, a decline.

Wire Prices Sag; Nails Unchanged

Toronto.

NAILS, WIRE.—Lower prices have been named on barb wire, plain twist wire, coil spring wire and galvanized wire. The figures just issued rule at following levels: Barb wire, $6.00 per 100 pounds; plain twist, $6.50; coil spring No. 9, $5.85; No. 12, $6.90; No. 13, $6.10; plain galvanized Nos. 3 to 8, $6.60; No. 9, $5.75; No. 10, $6 65; No. 11, $7.00; No. 12, $5.95; No. 13, $6.05; No. 14, $7.05; No. 15, $7.60; No. 16, $7.70. All these prices f.o.b. Montreal.

Nails hold at unchanged levels this week, the wire being quoted at a base of $5.50 per 100 pounds and the cut at $5.35.

Sharp Advance in Rope; 7c Higher

Toronto.

CORDAGE.—The firmer tendencies developing in regard to the hemp market have been outlined in these columns during the past two or three weeks and these have finally resulted in an advance on Manila rope of 7c per pound. On the new basis quotations which are now being named to the trade are: Pure Manilla, 35½c per pound: base; British Manila, 31c per pound base; New Zealand hemp being 31c pound base; sisal rope, 27½c per pound base; sisal lath yarn, 27½c per pound base.

This came in the form of an advance of 5c per pound February 8, and following on Wednesday of this week came a general move upward in all lines except tarred hemp of an additional 2c per pound.

Activity Marks Oils, Gasoline

Toronto.

OILS, GASOLINE.—Activity is noted in oils and gasoline—to a remarkable degree it is stated. There has been no change in coal oil prices, 18½c to 21½c per gallon being the figures according to grade. Gasoline is also ruling at the unchanged figure of 33c per gallon.

Wares Steady; Stoves Unchanged

Toronto.

STOVES, WARES.—A steady tone is noted in all lines of wares and whereas United States markets seem to be fluctuating quite a good deal, the basis there was said to be much higher than in Canada and no immediate prospect of any change is mooted. Business coming to hand and in prospect is considered good.

There have been no new developments in regard to stoves. The market is steadily maintained and whereas business is quiet just now this is a result of unseasonable weather combined with a usual lull experienced at this time.

Iron and Steel Bars Unchanged

Toronto.

IRON AND STEEL.—Bars remain in about the same position as that prevailing the past couple of weeks. There is little moving and prices are unchanged.

Common bar iron	$4 75	$5 00
Common bar steel	5 00	5 25
Refined iron	5 15	5 40
Angle base	5 25	6 50
Horseshoe iron	5 00	5 25
Tire steel	5 15	5 40
Mild steel	5 00	5 25
Norway iron	11 00	13 00
Toe caulk steel	5 90	6 15
Sleigh shoe steel	5 00	5 25
Band steel, No. 10	5 25	5 50
Do., No. 12	5 50	5 75
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 22	0 30

Lower Prices on Corrugated Sheets

Toronto.

CORRUGATED SHEETS. — Lower prices have been named on metal shingles, siding, and corrugated sheets. The new scale of quotations on the corrugated sheets with delivery points is shown below. The question of delivery is a new one with the manufacturers and should work out to the advantage of the retailer in figuring costs. New list prices on the galvanized range from 75c on the 28-gauge to $3 on the 18-gauge below former figures. Business is still quiet but a marked improvement in the inquiry is noted and lower prices will no doubt be a factor to stimulate sales.

Corrugated Sheets—	Per 100 sq. ft. Gal'zed	Painted
No. 28 gauge	$8 25	$7 00
No. 26 gauge	9 00	8 00
No. 24 gauge	13 50	10 00
No. 22 gauge	16 00	12 50
No. 20 gauge	19 00	16 00
No. 18 gauge	24 00	19 50

Discount, 7½ per cent.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

Sheets Show No Further Change

Toronto.

SHEETS, PLATES.—The markets rule without change this week and whereas more business could be handled than is now coming to hand, jobbers are very well satisfied with the outlook. They report a greater feeling of confidence in the trade and when things open out in another six weeks or two months, look for big business. Range of quotations follows:

BLACK SHEETS—	Per 100 lbs.	
10 gauge	6 50	$6 90
12 gauge	$6 05-6 60	7 00
14 gauge	6 10	6 65
16 gauge	6 20	6 75
18-20 gauge	6 80	7 30
22-24 gauge	6 85	7 35
26 gauge	6 90	7 40
28 gauge	7 00	7 50
3-16 inch plate	6 25	6 75
¼-inch boiler plate	6 00	6 50

Prices shown are for full cases. An evtra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—		
10¾ oz.	8 50	$9 00
U.S. 28	8 20	8 75
U.S. 26	7 90	8 45
22 and 24	7 75	8 30
18 and 20	7 60	8 30
16	7 45	8 00

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Wrought Pipe Steady; Tubes Quite Active

Toronto.

WROUGHT PIPE, BOILER TUBES. —Wrought pipe is ruling at steady figures and some business is being done. Prices appear in current market quotations.

A fair amount of business is being done in boiler tubes and stocks are at a comparatively low ebb. The tube situation just now is one that comes under the two-price heading. This is not true in all cases, but in several it is. The warehouses have stocks in some cases that were taken in at war prices when help was scarce and costs very high. They have not enough of this to make them stampede the market and they are able to get new stock at the lower prices but it takes time. Buyers of tubes, if they watch their needs ahead, can save a little money here. If they can so arrange matters that they can wait for a couple of weeks for delivery, they can buy tubes at ten per cent. below the price if they want them taken out of the stock that warehouses have on hand. There seems to be a tendency on the part of the Canadian trade in nearly every case to give the buyer the advantage as soon as it is possible to do so.

BOILER TUBES—	Per 100 feet Seamless	Lapweld
1 inch	$32 00	$.....
1¼ inch	36 00	.....
1½ inch	39 00	32 00
1¾ inch	39 00	32 00
2 inch	45 00	32 00
2¼ inch	48 00	34 00
2½ inch	50 00	40 50
3 inch	58 00	45 00
3¼ inch	.....	52 00
3½ inch	70 00	54 00
4 inch	80 00	67 00

Some Slight Change in Solder

Toronto.

LEAD AND ZINC PRODUCTS.—Some slight changes are reported in prices on guaranteed and strictly solder, quotations being down about 1c per pound. Wire solder is quoted up to 50c in some quarters. No change has been made in manufactured lead products, pipe and traps and bends holding at figures below:

Lead pipe, lb.	....	$0 13
Lead waste pipe, lb.	....	0 14
Lead traps and bends	....	Net list
Lead wool, lb.	..	0 14
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb.	0 11	0 12½

Cut sheets ½ to ¾c lb. extra and cut sheets to size, 1c lb. extra.

Solder, guaranteed, lb.	$0 37	$0 39
Solder, strictly, lb.	0 33	0 36
Solder, commercial, lb.	0 31	0 33
Solder, wiping, lb.	0 30	0 31
Solder, wire, lb.	0 45½	0 50
Zinc sheets, per lb.	....	0 20

Declines Noted in Metal Siding, Shingles, Corrugated Sheets; Now a Delivered Basis

A NEW basis of quoting is revealed in figures issued this week on metal shingles, siding and corrugated sheets. Besides providing for a substantial decline from figures which have prevailed for some months, the prices named have been revised to include delivery charges or equalization charges on far-Eastern or Western points.

The fact that dealers can now arrive at an accurate laid-down cost without difficulty should assist them materially in submitting figures to their customers.

List prices now being quoted to the trade subject to usual 7½ per cent. discount are:

Standard Shingle, galvanized, per sqr.	$10 00
Do., Do., painted, per sqr.	8 00
Standard Siding, galvanized, per sqr.	8 50
Do., Do., painted, per sqr.	6 50

Corrugated Sheet—	Per 100 sq. ft. Galv'd	Painted
No. 28 gauge	$8 25	$7 00
No. 26 gauge	9 00	8 00
No. 24 gauge	13 50	10 00
No. 22 gauge	16 00	12 50
No. 20 gauge	19 00	16 00
No. 18 gauge	24 00	19 50

On shipments of 300 pounds and over the freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay the freight is equalized on North Bay. For Quebec and Maritime Provinces freight is equalized on Montreal.

It is indicated that in addition to above price changes there has been a reduction of 50c per square on some lines of metal ceilings.

Old Materials May Go Lower

Toronto.

OLD MATERIALS.—That even lower prices may be reached on the entire list seems quite probable. Dullness is the condition of the market, there being no selling and no buying—stagnant is the word to describe the present situation. Quotations herewith are really only nominal.

Dealers' Buying Prices:		
Pipe scrap	15 00	16 00
Stove plate, per ton	17 00	18 00
No. 2 busheling	12 00	12 50
Old rubbers, boots and shoes	0 07	0 07½
Overshoes, lumbermen's rubber boots	....	0 05½
Bicycle tires	....	0 04
Automobile tires	0 04	0 04½
Yellow brass	0 10	0 11
Red brass	0 14	0 15
Light brass	....	0 08
Scrap zinc	....	0 05¾
Heavy copper	0 18	0 19
Wrought iron, No. 1, per gr. ton	18 00	19 00
No. 1 machinery cast	....	30 00
Heavy melting steel	....	15 00
Auto tires	0 04	....
Bicycle tires	0 02½	....

	Per gross ton.
No. 1 railroad wrought	$15 00
No. 2 railroad wrought	8 00
Pipes and flues	8 00
No. 1 busheling	11 00
No. 2 busheling	7 50
Country mixed scrap	10 50

Copper Lower; Tin, Spelter Too

Toronto.

INGOT METALS.—Lower prices on copper and spelter have been recorded this week. There is a fair amount of activity noted in tin and stocks, though not heavy, are ample to meet the demand.

COPPER.—The substantial declines recorded in the United States market on copper have been reflected here and quotations to-day range around 21c to 22c per pound. There is only a fair amount of business being done in the metal here, the heavy stock of scrap being a factor to retard the sale of the metal.

TIN.—A somewhat lower basis has been determined upon in tin, quotations ranging from 60c to 65c per pound. There is a fair amount of activity and stock is considered ample to take care of the immediate demand.

SPELTER.—It is indicated that there is very little spelter on stock. However, there is not a great deal of interest being shown in this metal and prices have dragged half a cent a pound to 8½c.

LEAD.—Dullness marks the position of the metal this week. There are only small lots moving and stocks are quite ample to meet even very much heavier demands. Quotations are unchanged for the week at around 6¾ to 7c per pound.

ALUMINUM.—There is nothing new to report in this metal, commercial interests still very largely keeping out of the market. Nominally quotations range around 50c per pound.

ANTIMONY.—There have been no particularly interesting features develop in regard to this metal this week. Sales are light and stocks are comparatively heavy. The price holds at 8½c per pound.

LONDON MARKETS

LONDON, Ont., Feb. 13—A sharp advance in the price of rope amounting to 7c per pound on manila and 2c on sisal has been reported. Higher prices are also being quoted on wood faucets, splint clothes baskets, rosin, post hole diggers, post hole augers and garden tools. Further declines are shown in the price of copper rivets and burrs and lower prices have been named also on cattle chains. Coppered split rivets and auger bits are other lines that follow the upward trend this week.

Business here continues very good and wholesalers now are shipping out spring goods such as poultry netting, screen wire cloth, Garden tools, lawn mowers, screen doors and windows and spring hinges. The outlook is considered very satisfactory.

Rope Makes Substantial Gains

London, Ont.

ROPE.—The firm tendency which has been reported in the price of manila hemp is mainly responsible for the sharp advance of 7c per pound which has been made this week in the price of manila rope. An advance came through on Saturday last applying only to pure and British manila and New Zealand hemp, this increase being 5c per pound and the price of sisal underwent no change whatever. On Wednesday of this week, however, a general advance of 2c per pound became effective on all grades except tarred hemp, and in the case of the manila lines made the total advances for the week 7c. The range of quotations now prevailing is as follows: Pure manila, 35½c per pound base; British manila, 31c; New Zealand hemp, 31c, and sisal, 27½c; sisal lath yarn, 27½c per pound base.

Post Hole Diggers, Augers Go Higher

London, Ont.

POST HOLE DIGGERS, AUGERS.—Higher prices have been named this week on both post hole diggers and post hole augers. The new price on the Universal post hole digger which is being quoted to the trade is for the No. 1 by 5 ft. handle, $30, and No. 2 by 6 ft. handle, $32.50 per dozen. The Rogers post hole auger is also higher, the new price on the 8-inch being $28 per dozen; 9-inch, $29, and 10-inch, $32.

Copper Rivets and Burrs Decline

London, Ont.

RIVETS, BURRS.—A further lowering of the price on copper rivets and burrs has occurred this week. The new basis of arriving at prices is for the copper rivets to advance 15 per cent. on the list. Copper burrs which held unchanged when the last revision on rivets was made have declined and are now quoted at 40 per cent. advance on list. Coppered split rivets, however, show a sharp advance, the No. 9 being quoted at $1.30 per dozen packages.

Cow Chains Down; Stretchers Moving

London, Ont.

COW CHAINS, WIRE STRETCHERS.—The discount on cow chains has been revised this week to lower levels. The present discount is 20 per cent. off list, which supersedes a former discount of 10 per cent. Wire stretchers are now selling and there is no change in price recorded, the Detroit line selling at $1.55 per pair. McCloskey grips are also moving forward fairly well and are quoted at 75c each, an unchanged figure.

Wood Faucets Up; Garden Trowels, Too

London, Ont.

FAUCETS, TROWELS. — Revised prices have been issued on wood faucets. The new scale of quotations adopted provides for a higher list of figures than those previously in effect. The new prices on the Redlich No. 2 are $1.45 per dozen; No. 4, $2 and No. 6, $2.60. The reliable No. 4, faucet is quoted at $1.35 per dozen; the No. 6 at $1.60, and the No. 8 at $1.90. Higher prices have also been named on garden trowels, the Erie No. 1 now being quoted at $1.30 per dozen: the No. 2 at $1.85, and the No. 4 at $2.50 per dozen.

Auger Bits, Clothes Baskets Move Up

London, Ont.

AUGER BITS, CLOTHES BASKETS.—Irwin auger bits have come in for revision this week and are now quoted at a discount of 12½ per cent. This provides for an advance in the net prices over the figures formerly in effect. Splint clothes baskets have also reached higher levels, the Peerless 26-inch now being quoted at $15 per dozen; the 29-inch at $15.75, and the 32-inch at $17.

Nails Unchanged; Staples Moving

London, Ont.

NAILS, STAPLES.—There has been no change in the price of nails this week, the wire selling at $5.50 per 100 pounds base, and the cut at $5.35. Fence staples are a little bit more active and the price on these has been maintained, the bright, in kegs, selling at $5.75 per 100 pounds,

and the galvanized at $6.50; in 25 and 50 pound boxes an extra 50c per 100 pounds is charged.

Rosin Up; Coal Tar Also Higher

London, Ont.

ROSIN, COAL TAR.—New prices have been issued this week on rosin, which are higher to-day than those formerly in effect. The price to-day in casks is 8c per pound, and in smaller quantities 10c per pound. Coal tar in barrels has also been revised upwards and is now quoted at a price of $5 per barrel. Blue vitriol, or blue-stone as it is often called, is being quoted in casks at 15c per pound, and in smaller quantities at 16c per pound.

Putty, Glass, White Lead in Oil Unchanged

London, Ont.

PUTTY, GLASS, WHITE LEAD IN OIL.—There have been no new developments in regard to putty during the week, the sale being within rather narrow limits and prices holding at unchanged levels. The price of the standard putty in 100-pound drums is $6.75 per 100 pounds, and in 25-pound drums $7. Pure putty takes an extra of $2 per 100 pounds over these prices. Window glass is holding its own, and whereas there is little activity at the present time this is a seasonable condition. The discount is unchanged, both single and double diamond in full boxes selling at 25 per cent discount from list. White lead in oil is also without change this week, and a little more buying interest is being shown in this line. The pure white lead in oil in tons is quoted at $16.30 per 100 pounds, and in smaller quantities $16.65.

Linseed Oil Down; Turpentine Too

London, Ont.

LINSEED OIL, TURPENTINE.—The trade seems to be waiting for the grain market to get settled down to a point where the market can really be determined and from which linseed oil values may reach their proper status. There has been a drop recorded in linseed oil this week, the prices shown below being two cents below those ruling for the past couple of weeks. Turpentine is in an easier condition also with only a fair amount of activity noticeable and prices showing a 5c decline. To-day's quotations appear below:

	Raw gal.	Boiled gal.
Linseed Oil—		
1 to 2 barrels	$1 50	$1 53
3 to 5 barrels	1 49	1 52
6 to 9 barrels	1 47	1 50
Less barrel lots add 10 cents gal.		
Turpentine	Per gal.	
1 barrel lots	$1 05	
2 to 4 barrels	1 04	

WINNIPEG MARKETS

WINNIPEG, Feb. 13.—Price changes during the week again are a reflection of the unsettled state of the markets. Both advances and declines are numerous in many of the staple lines. Among those advancing are mentioned express wagons, Weston chain blocks, and whip lashes. Dart unions, game traps, turpentine, carpet and vacuum sweepers, sand paper and emery cloth register declines.

Business is reported very brisk with spring shipments now moving freely and prospects point to a good volume of business. Winnipeg jobbers are looking forward to meeting many of their customers who will be attending the big bonspiel which opens here on Tuesday.

Game Traps Revised Downward

Winnipeg.

GAME TRAPS.—Prices issued recently on game traps show a revision downward to levels, which were in force prior to January 1. To-day's ruling prices are as follows:

Game Traps—Victor—No. 0, $1.95; No. 1, $2.30; No. 1½, $3.45; No. 2, $4.80; No. 3, $6.75; No. 4, $8.10; No. 91, $3.20; No. 91½, $4.55 per dozen.

Hawley & Norton—No. 0, $3.05; No. 1, $3.60; No. 1½, $5.40; No. 2, $7.50; No. 3, $10.00; No. 4, $11.80 per dozen.

Newhouse—No. 1, $5.20; No. 1½, $7.80; No. 2, $11.55; No. 2½, $18.15; No. 3, $15.40; No. 4, $18.15; No. 4½, $45.65; No. 50, $97.95; No. 5, $135.35 per dozen.

Oneida Jump—No. 0, $2.60; No. 1, $3.10; No. 1½, $4.55; No. 2, $6.70; No. 3, $8.90; No. 4, $10.45 per dozen.

Lower Prices Named on Unions

Winnipeg.

UNIONS.—Prices on Dart unions register a decline during the week of approximately 10 per cent. based on new prices received from the manufacturers. To-day's selling prices are as follows: ¼ inch, 27c; ⅜ inch, 36c; ½ inch, 45c; ¾ inch, 54c; 1 inch, 72c; 1¼ inch, $1.08; 1½ inch, $1.44; 2 inch, $1.80 each.

Sand Paper, Emery Cloth Move Down

Winnipeg.

SANDPAPER, EMERY CLOTH.—Based on new lists and discounts just received from manufacturers, new prices are now ruling on sand paper and emery cloth, which show a downward trend of from 5 to 10 per cent. below previous prices. To-day's selling prices are as follows:

Sand Paper	Star Quires	Star Reams	B & A Quires	B & A Reams
No. 00..	33	605	37	675
No. 0..	33	605	37	675
No. ½..	36	650	40	715
No. 1....	40	730	45	810
No. 1½..	45	825	52	945
No. 2..	52	930	60	1090
No. 2½..	58	1050	70	1250
No. 3..	66	1190	80	1430

Emery Cloth—No. 00, $2.00; No. 0, $2.00; No. ½, $2.10; No. 1, $2.20; No. 1½, $2.30; No. 2, $2.15; No. 2½, $2.65; No. 3, $2.85 per quire.

Whip Lashes Revised Upward

Winnipeg.

WHIP LASHES.—Prices on whip lashes show a revision during the week moving up from 72c to 80c per foot on Nos. 499, 503½ and 505, making the resale price on the above lines as follows: 3½ ft., $2.80; 4 ft., $3.20; 4½ ft., $3.60; 5 ft., $4.00; 5½ ft., $4.40; 6 ft., $4.80 dozen.

Lower Prices on Carpet Sweepers

Winnipeg.

CARPET SWEEPERS.—New prices just announced show a decline of approximately 5 per cent. in carpet sweepers and vacuum sweepers. The following are the new resale prices established by the manufacturers:

Carpet Sweepers—American Queen, $51.00 doz.; Champion, nick., $43.00; Champion, Jap., $37.00; Grand Rapids, nick., $48.00; Grand Rapids, Jap., $42.00; Grand, nick., $64.00; Grand, Jap., $58.00; Parlour Queen, $54.00; Princess, $49.00; Standard, nick., $45.00; Standard, Jap., $39.00; Universal, nick., $46.00; Universal, Jap., $40.00.

Vacuum Sweepers—Superba, $117.00 doz.; Grand Rapids, $101.00; Household, $91.00.

Chain Blocks Up 10 to 15%

Winnipeg.

CHAIN BLOCKS.—Based on new costs of shipments of Weston chain blocks just received from England further advances have been found imperative ranging from 10 to 15 per cent. over old figures. To-day's selling prices are as given below. Weston differential blocks with 40 ft .of chains: ½ ton, $24.00; 1 ton, $30.00; 1½ ton, $40.00; 2 tons, $48.00 each.

Velocipedes, Express Wagons Are Higher

Winnipeg.

VELOCIPEDES, EXPRESS WAGONS—New prices have just been issued on velocipedes and express wagons for the coming season and show an approximate advance of 5 per cent. over last year's prices. To-day's ruling markets as given on a few of the more familiar lines as follows:

Velocipedes No. 10, $3.50; No. 11, $3.85; No. 12, $4.40, No. 13, $5.20 each.

Velocipedes, Rubber Tired—No. 10R, $5.50; No. 11R, $6.00; No. 12R, $6.50; No. 13R, $7.15 each.

Express Wagons—No. 8, $18.25; No. 10, $22.50; No. 11, $27.75; No. 12, $33.00; No. 13, $36.40; No. 14, $40.00; No. 112, $37.20; No. 114, $43.80; No. 112R, $55.20; No. 114R, $75.00 per doz.

Linseed Oil Holds; Turpentine Down 5c

Winnipeg.

LINSEED OIL, TURPENTINE.—Linseed oil prices show no change over previous quotations which were $1.80 gallon on raw and $1.83 gallon on boiled. The demand is reported limited and stocks sufficient to meet demands.

Turpentine prices show a decline of 5c per gallon during the week, making to-day's quotations as follows: Barrels, $1.25 gal.; ½ barrels, $1.28 gal.; 5 gallon lots, $1.30 gal.; 1 gallon lots, $1.30 gal.; plus the usual extras for containers. The demand for turpentine is reported light.

Rope Goes to Higher Levels

Winnipeg.

ROPE.—An advance of 5c in manila rope has been recorded this week and a further general advance on all grades is slated to come, amounting to 2c per pound. The change in price made in pure manila, British manila, and African hemp this week reveals a base price on the various grades of 35c per pound; 33¼c per pound, and 33¼c per pound respectively. Sisal is still quoted at 26¼c base per pound. Indications are that a further advance of 2c per pound on all grades will become effective next week.

PITTSBURG MARKETS

PITTSBURGH, Pa., Feb. 13.—Buying of steel products has failed to maintain the pace of slight increases set in January, but has rather shown a disposition to taper off in the past week or ten days. The sum total of buying is, as a matter of fact, extremely small, representing possibly only one-fourth of the productive capacity. Production, of course, is much heavier than that in the aggregate, partly because all mills have a considerable volume of old orders to work on, and partly because in addition the United States Steel Corporation subsidiaries are making considerable material for stock.

Operating Rates

Independent steel mills are operating at various rates, generally between 40 and 60 per cent. capacity. The eastern mills seem to be operating, generally speaking, at lower rates than the Pittsburgh district and more westerly mills, the average of all the independents being about 50 per cent. The Steel Corporation subsidiaries as a whole are understood to be operating at an average of between 85 and 90 per cent. of capacity. Possibly their shipments on orders are somewhat heavier than are those of the independents, but the chief cause of the divergence is that the Steel Corporation subsidiaries are putting material into stock, while the independents do not appear to be doing this, at least to any extent.

The Steel Corporation is stocking material for the purpose of keeping its working forces employed. There may be some loss in doing this, as costs of production may be lower when the stocked material is eventually shipped, and there is also the expense of extra handling, but one offset to this is that costs of production per ton is less when a mill runs full, or nearly full, than when it runs at 50 or 60 per cent. With its string of large and efficient warehouses established during the past few years, from Boston and New York through Pittsburgh to Chicago and New Orleans the Steel Corporation has good storage facilities. It is only in the case of wire products, tubular goods, sheets and tin plates that mills are customarily built with storage facilities of their own, and thus in the case of bars, shapes and plates the Steel Corporation can store to much better advantage than can the independents, though of course there is an expense attached.

Prospective Operations

As old orders are running out and new buying is not increasing, the mills face continually decreasing operating rates until a change for the better comes. Some improvement, of course, is to be expected by spring. Mills are looking to the farmers rather than to the building trades for an early increase in buying, farmers being normally large consumers of wire products and of sheets. There is a fair demand for steel from the agricultural implement makers, indicating that the implement interests expect good buying of their wares.

Building Activity

The first activity in new construction will doubtless be in the building trades, in erecting dwelling houses, which are ore or less scarce throughout the country. This may easily start much sooner than new construction along the line of large office buildings, hotels, bridges, factories, power stations, etc., and in that direction there is no sign whatever of any activity to come in the near future.

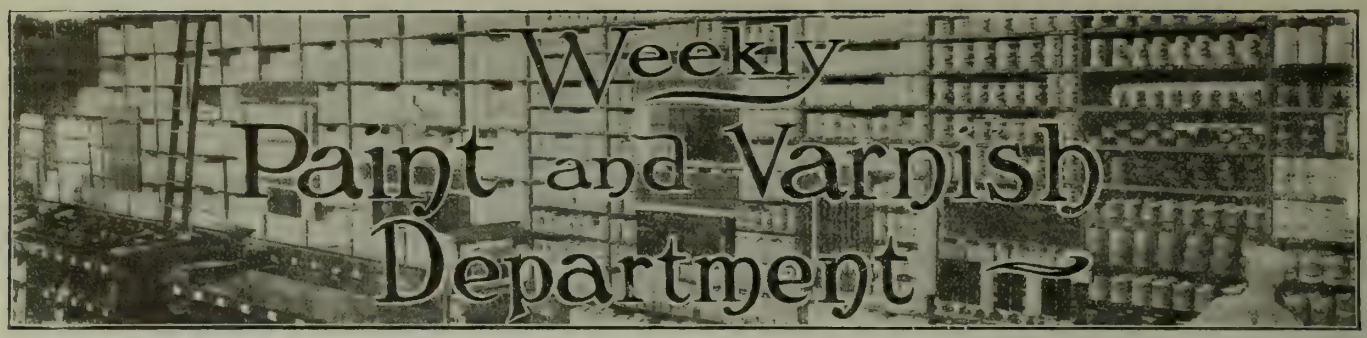
Everything is held back by high costs and by the indisposition of costs to come down at such a rate as would promise fair conditions in the near future. The situation is really an acute one. In the past few days representatives of sellers of building materials of various descriptions from all over the country have been in conference in Pittsburgh, their chief proposition being to consider whether it would be advisable to start, with funds contributed by all interested, a national campaign to encourage building, particularly of dwelling houses. This seemed to be a good idea, but the first thing that confronted the proposition was that men in the building trades in the Pittsburgh district, carpenters, bricklayers, plasterers, etc., have already formulated plans for demanding a 10 per cent. wage increase when the present agreement expires May 31. Most of them already are getting $8 a day or thereabouts. It was concluded that to start a publicity campaign for building at this time would simply encourage further increases in the cost of building, when it is unattractively high already, and there is now an effort on foot to secure the good offices of the Chamber of Commerce or some such authoritative representation, to take the matter up with the men and point out to them that the only way to make work is to reduce the cost so as to encourage those who have money to spend it.

Export Business

The United States Shipping Board has now reduced ocean freights to a parity with the reduced British rates, thus removing the great handicap under which steel makers of the United States had labored, when American rates were tens of dollars a ton above rates from British ports. Whether this equalization will result in much export business being booked by American mills ought to be developed within a couple of weeks. While the British mills had the start of the American mills, that is a small matter if the export trade is really to amount to anything, for the American industry is three times the size of the British and if there were enough export demand to make it an item for the American mills it would not set them back a great deal for the British mills first to fill up to a comfortable extent.

There is practically no demand for steel on the part of France, except that the American Sheet & Tin Plate Company has just booked an order from the French Government for about 25,000 tons of electrical sheets. While this is not a large order in point of tonnage it is a large quantity for the particular commodity involved, and the order means that the American Sheet & Tin Plate Company will be very busy in the departments involved to complete shipment in the time specified, 60 days. Demand for electrical sheets on the part of makers of electric machinery in the United States has been very slack the past two or three weeks, while just after the armistice was signed there was a very considerable demand. There has been very good buying of electrical sheets by makers of electrical equipment for automobiles, other lines being quiet. As electrical machinery is required when new projects are being undertaken, involving new construction of various classes, the outlook is not favorable. It is in new construction that the chief demand for steel normally comes.

Thus a scrutiny of the demand for steel products, in detail, indicates that the people have plenty of money to buy steel for ordinary everyday consumption and for luxuries, if automobiles are to be considered luxuries, but are unwilling to spend any money in investments. They regard costs as too high, and capital will lie idle or draw bond interest rates until the outlook changes. Meanwhile there can be no heavy demand for steel, commensurate with existing productive capacity. It cannot be said that high prices for steel products stand in the way. Steel prices will come down when steel producers see that it is worth while to reduce them. At present they get along better by maintaining them.



Paint Big Factor in Reconstruction

Every Community in Canada Has a Lot of Delayed Painting to Do, and This Year Offers Aggressive Dealers One of the Greatest Chances They Have Ever Had

JUST what day and date the word "reconstruction" came into being in the English language, I do not know.

"Every dog has its day." "Reconstruction" is having its day, and will have it for some time. As a word, it has been working overtime ever since men's attention has been turned to what would happen after the war.

Because it conveys the idea of a big and necessary movement that must surely follow the biggest mix-up in affairs the world has ever seen, does not necessarily mean that paint dealers will have no part in it.

Everyone can play a part in it if they will.

There will be reconstruction along big lines, and reconstruction along smaller lines wherever men have permitted war conditions to be an excuse for neglect in the up-keep of their property.

Shells and shrapnel have not disturbed the peace of your community. But because they were being shot off in Europe, property owners have made it an excuse to put off painting.

Has Left its Mark

The ravages of war have not alone scarred Europe. Practically every paint dealer knows that war has left its mark on Canadian property as well. Homes that were formerly well kept up and painted ever so often have become shabby through lack of paint. Protection and preservation have been neglected through the false notion that paint was not necessary. Scarcely a community but shows a more or less down at the heel condition. All because there was a war on!

True—lack of painters had contributed to this condition.

But it cannot go on very much longer. There will be an inevitable call for reconstruction methods to overcome what this neglect has brought about in your community.

Reconstruction will take place right at your very doors. Paint and varnish dealers can take a mighty big part in it this spring. What "preparedness" are you making to help the movement along in your locality?

Let us look over the situation.

A Great Opportunity

A lot of queer ideas of economy have been floating around in regard to paint at the expense of common sense. Four years of this sort of hoodwinking have unmistakably left their mark on the appearance of your streets and property. It is not necessary to take a megaphone to tell you about it, or a telescope to show it up. You face it every time you walk up the street. Likewise you face an opportunity for greater paint sales this spring.

I know this condition exists generally. You know better than I to what extent it exists in your locality. You know it cannot go on for ever. Some day a "buck-up" movement is going to start to improve this condition. If it is eventual, why not start it now with a good vigorous paint, advertising campaign? Draw your paint manufacturer into it with the co-operation he always stands ready to place at your disposal.

Now we quite expect that some one in the audience will rise to a point of order and plead:—"The people won't pay the present prices." Let us guillotine that bugaboo without ceremony before it hatches up any more trouble.

Dealers Surprised

The demand for paint last spring, in spite of high prices, was a surprise to paint manufacturers and retailers alike. With the help provided by returned soldiers, and those cast out of munition employment, it is confidently expected that this spring will see a bigger demand than ever. There will be more labor for its application.

Compare paint prices and their rise with the same movement in other lines. Paint has little more than doubled in price during the war. Lumber has more than doubled in price. It is expected that with present scarcity of labor, high wages, and the European demand for reconstruction, lumber will go still higher. In a comparative sense, paint is relatively lower than lumber, considered in connection with pre-war conditions. There is little or no excuse for paint neglect; rather there is a greater cause for painting and paint selling.

Of course, if a paint dealer is himself scared stark stiff over prices, it does not take very long for him to infect his trade in the same manner. It doesn't require a second look for trade to spot a long face and a pessimistic mind. Such an attitude has no place in reconstruction.

Aggressiveness Needed

Reconstruction needs men that whistle and put their shoulders to the wheel. It wants men that will go over the top with business aggressiveness. Hiding in a funk hole of pessimism will never reconstruct. Filling these holes up and forgetting them is the idea and the job.

The buying attitude of many paint dealers during the late fall and winter has shown little action towards preparedness for this reconstruction movement. Holding off for lower prices is good business sense if prices were likely to fall. As has been pointed out in this page before, there is little likelihood of any price alterations before next summer, and what next summer will bring about finds no present grounds for very sound prophecy.

Continued on page 62


BENJAMIN MOORE & CO
NEW YORK & CHICAGO
Moore's
Paints
READY
MIXED
Moore's Paints represent true value in house colors.
It's a paint that works easily, spreads far, covers well and is lasting. It is an excellent wood preservative which leaves an excellent surface for repainting.
Altogether Moore's is a good satisfactory paint to use and just as satisfactory for the hardwareman to handle.
The profits are liberal and the satisfied customers mean a big turnover — an ideal combination.
It will pay you to get the agency for Moore's Paints.
WRITE TO-DAY
BENJAMIN MOORE & CO., Ltd.
WEST TORONTO -- ONTARIO

Present values look good to most paint manufacturers, and they are about as sensitive to price fluctuations as anyone interested in the trade.

Sufficient preparedness, with ample stocks, is then a feature of reconstruction that it will be well to turn over in your mind a time or two.

Want Better Homes

The insistent demand of wage earners for better housing facilities is another factor that should keep the paint dealers' ear close to the ground. In what form this demand will be met is hard to tell. One thing sure, it will mean more building and more paint used.

The man who has fought, the man who has been attracted to your town through munition work, and the man who is going to be busy making the things that the world's reconstruction needs, will need a roof over his head and his family; because there exists a temporary depression in certain industrial centres only means that matters are adjusting themselves to the reconstruction period. Supplying paint to those who become absorbed in this activity will become your part in reconstruction.

With the demand of European countries upon our agriculture resources to replace their depleted food stocks, it is not altogether unlikely that our farmers will be amongst our busiest reconstructors. They will have more help, more produce, if growing conditions are favorable; and more money.

Will Need Paint

Those among you who are dependent upon the farm trade probably know more about this feature than we do. You know how a farmer likes to clean his place up financially, pile up a roll in the bank, then retire and let his son or sons run the farm, and when he retires he is no piker in putting up a comfortable retiring place in town which will need paint.

And when Johnny on the farm gets things in his own hands, he is quite likely to set about ripping a few leantos down and putting up something that meets a more modern idea than the old man had.

Watch Johnny; he got a clean farm, a little money to start on and a good chance of a whole lot more coming in. A regular little old reconstructor. He'll need paint in his operations.

Now, these fellows on the farm are wide awake for ideas and progressiveness. and herein perhaps will rest a solution to the ancient notion of neglecting barns and stock buildings with paint.

Farmers Big Buyers

There are upwards of 711,000 farms in Canada, with approximately 689,000 that have never felt the stroke of a paint brush on the barns. Some chance for paint selling when you look at it bye and large. Let us suppose that these would take, on the average, 10 gallons of paint. In the aggregate it would amount to very nearly all the paint and varnish manufactured in or imported into Canada in any one year in normal times.

There would scarcely be a more important contribution to the cause of reconstruction than having all Canadian barns painted. It would conserve lumber; it would preserve the barns for greater use; it would add to the appearance and value of the farms.

And paint dealers could be a help in this effort by pushing the sale of barn paint. You have had to fight indifference, and oftentimes obstinacy in the older generation with regard to barn paint. Your hope rests with the younger generation coming in, and who are developing greater enterprise and aggressiveness in farm methods and upkeep.

Dealers Can Help

The country is now facing the problem of placing the returned soldier and the former munition worker back into normal production. The paint dealer can contribute his share in this direction by encouraging the use of more paint. Many of these men have formerly been painters. Called by duty to shoulder a rifle, or attracted by munition wages, they have depleted the ranks of the painting trade to a remarkable degree. There has been a very great dearth of painters all over the continent. The encouragement of more painting will provide work for these men, and bring them back to their former trade. And this is no small item in the work of reconstruction.

Weighing up both the financial and real obstacles to proclaiming the use of more paint against the many advantages that would result, the latter more than kicks the beam towards advancing the interests of reconstruction.

The war is over; the days of recruiting and drafting are over; but the day of the slacker is not. Reconstruction will need an army of earnest, progressive business men; like the armies in the field it will be filled with volunteers, keen in their duty to their trade and their nation in its reconstruction efforts. And there will be slackers who, because the Government, the gods or the fates have not softsoaped the skidways for them, will remain out. There will be a place in this army for the paint manufacturer and the paint retailer.

How about joining up, Brother Paint Man?

The Brush Department

Keep Your Brush Stock in Good Order and Let People See the Goods

Montreal Firm Turns Its Stock Five Times and Finds That Business is Steadily Increasing—Constant Displaying of Goods Has Helped Sales

THE Bernier Hardware Company, of St. Lawrence Boulevard, Montreal, has developed a nice business in brushes. This has been a gradual, but steady growth and as there is always a real chance to interest someone in the purchase of a brush, the plan of displaying them is followed constantly.

Use is frequently made of the small display windows located just beneath the main window. These are right back of the sidewalk. By keeping the glass clean and using electric lights here, special attention is drawn to the displays. As a general thing, the floor of the window is covered with enamels or paints of one or several varieties. These are conveniently arranged and made attractive. The bottom of the window is kept clean and fresh paper or other suitable covering material is constantly made use of.

Turns Stock Five Times

"We turn our brush stock about five times," said Mr. Bernier to HARDWARE AND METAL. "We have not used unusual methods, but aim to keep the brushes always before the buyer and in this way a nice business has been developed."

In order that depreciation of the brush stock may be kept down and reduced to the minimum, as many brushes as possible are kept in the original boxes. The cover is lifted off and turned under the box and then the drawers in which these are kept are tightly closed. This keeps dust out and the brushes are not exposed to light, which will fade the bristle or otherwise impair its appearance.

"We use tarred paper in the drawers," Mr. Bernier said. "This is effective in keeping the moths out in the warmer seasons, and has been very satisfactory."

Conservation of stock in the best possible manner and display, are two important elements that go hand in hand and cannot be dispensed with if maximum sales are to result.



Ready Sellers

BOECKH TRADE MARK EST'D 1856 TORONTO

You don't need to use salesmanship to sell your customers

BOECKH'S

Steel Grip - Rubber Set

BRUSHES

In the great majority of cases they will specify Boeckh's, and unless you can supply their demands the sale is lost.

Do your part. Display Boeckh's Brushes prominently in your store. Their known quality and our national advertising will do the rest.

The great point to remember with Boeckh's Brushes is — the bristles "can't come out."

Results to you—satisfied customers and bigger brush sales.

The Boeckh Company, Limited

Toronto, Ontario

Boiling Water Won't Hurt

UNIVERNISH

Varnish a table top with UNIVERNISH and then pour boiling water on it—it will remain uninjured. Pour ammonia on it—it will have no ill effect. Pour water on it and leave it over night—there will be no mark.

It's equally good for any purpose whether it be pianos or floors. It is put up in all sized cans from quarter pint up. Let us send you a counter display case of twelve quarter pints to retail at 25c each. It will sell quickly—give satisfaction and enable you to judge the possibilities of this line.

The Dougall Varnish Company, Limited

MONTREAL

QUALITY DOUGALL VARNISHES FIRST

The Simple Matter of Arrangement May Make or Kill Sales

One Manufacturer Found That He Was Losing Sales Because Dealers Were Not Arranging Paint Cans Carefully—Fronts of Cans Were Hidden When Put on Shelves

DID it ever occur to you that you can co-operate with the paint manufacturer whose lines you handle and increase business for yourself and him by a careful arrangement of cans on your shelves? One manufacturer who took the trouble to investigate found that he was losing a lot of business and a lot of the results he should have obtained from the thousands of dollars he was spending in advertising because a great number of the dealers paid little or no attention to the manner in which the cans were placed on the shelves.

This manufacturer's products featured the name of the paint on one side of the can only. Here it was very prominently displayed and in all his advertising matter this was the side that was shown in the illustrations. A host of good points about —— paints were made in the advertisement and all who read it were likely to be convinced that ——'s were good paints.

Could not Find Them

An investigation of the paint department in many stores showed that thousands of the cans of paint were just piled up any way. The point that struck the manufacturer was that people coming into the store would see the cans of paint but that there was absolutely nothing to identify them with the advertising he was doing. People who had made a mental picture of the design contained in the illustration they saw in the ad. would never recognize in the goods on the shelves —— paints. The trouble was that about seventy-five per cent. of the cans had the backs turned to the public. In this case the back of the can was filled with other matter than the design that was featured on the front proclaiming to the public at large that the can contained —— paints. The manufacturer tried to get the paint dealers to so arrange the cans on their shelves that the brand name would be prominent. It proved rather a hard job. In a great many cases the paints were piled up by boys or clerks who took no particular interest in seeing that the brand name was placed so as to show.

Will Change The Label

So seriously was the manufacturer impressed with the business he believed he was losing in this way that he has worked out a label that will show the brand name no matter in what position the can is placed on the shelf.

"I want the people to see facing them on the shelves the same name they see on our advertising matter," he says. "They will be able to tell at a glance that the paint they are looking at is —— 's no matter in what position the can has been placed on the shelf. In the old labels our brand name was so placed that unless the front was placed so as to be directly facing you, you could not tell —— paints from other similar cans. We figured it out that our goods just had three chances to one of impressing their identity on prospective buyers. If the dealers would have gone to the trouble to see that all the labels were faced so that they could be read it would have been all right, but they did not do this and I am certain we lost a lot of sales and a lot of the results of our advertising."

A Valuable Point

There is a valuable point involved in this manufacturer's plan, not only for the paint dealer but for other manufacturers. It all comes back to the idea that if you let people know that you have the goods they will buy. If they read about —— paints and then when they go to the store see a lot of cans bearing no brand name and not looking a bit like the picture they have formed in their mind after reading the advertising matter about —— paints, a whole lot of them are going to forget to ask for the line of paints they had in mind.

American Dealers Go Back to the Old Plan

At a conference of American linseed crushers held at Chicago and attended by representatives of the leaders in this industry, it was decided to withdraw the new terms on linseed oil in carlots and substitute instead terms of 1 per cent. discount 10 days or net 30 days trade acceptance, which are practically the old terms.

On October 1, 1918, the linseed crushers advised their customers that effective November 1 the terms on linseed would be, sight draft attached for carloads, less than carlots 3 cents per gallon higher, less 1 cent per gallon if paid within 10 days, 30 days net trade acceptance.

These terms did not meet with the approval of the consumers and a meeting was held in New York which was attended by some thirty of the leading Eastern linseed users and the following resolutions of protest were adopted:

Whereas, The crushers of linseed oil have arbitrarily changed their terms without due consideration being given to the interests of their best customers, be it resolved that it is the sense of this meeting that a protest be entered against these new terms for the following reasons:

1. That it is absolutely impossible for consumers to take care of sight drafts against B/L without restricting credit in our industries.

2. As all successful merchandising is based on credit it is absolutely unjust to place a buyer on a cash basis.

3. That the terms published under date of October 15, 1918, shall not be adopted, and that the old terms of 30 days net or 1 per cent. cash 10 days shall remain in force.

Several of the Paint clubs also adopted similar resolutions which were concurred in by the National Convention in Boston in December.

It is understood that since the adoption of the new terms that very little car load business has been transacted and this feature may have had to do with the crushers' latest decision.

Mild Winter Boosts Paint Sales at Calgary

Calgary hardware firms report that paints have been selling well for interior work. While the unusually mild weather is partly responsible for this the hardware men say there is no doubt that many people are in the advance guard in getting their spring cleaning work well ahead.

"It is noticeable also," said a hardware man, "that we are selling more brushes, brooms, dust mops, kalsomine, and such like articles than we generally do at this season of the year."

In general Calgary firms report that business is good but the outlook for sales of builders' tools and hardware this season is a question to which some of the hardware men are giving much thought. It appears there is little demand at present for any quantity, and under present conditions, with the unsettled state of the labor market, and the fact that no one has any real information as to what program of work the Dominion and Provincial Governments are intending to carry out, the hardware men are buying carefully. They admit the situation depends to a certain extent on the crops, but a good deal also depends on the Government program.

CLEVELAND TRACTOR COMPANY TO LOCATE AT WINDSOR

Operations of the Cleveland Tractor Company's Canadian branch, which is to be located in Windsor, will be commenced immediately, according to Col. E. S. Wigle, one of the incorporators. A site has been secured on which a $200,000 plant is to be located.

Farm implements and accessories will also be made. Those incorporated under a charter recently issued are Col. E. S. Wigle, W. G. Bell, O. Stead, James Vincent O'Neil and W. S. Doty.

Too Late for Classification

HARDWARE SALESMAN—SIX YEARS' EXperience, open for position March 1st. Box 206, Hardware and Metal.



Varnish Buying

Even the occasional user has learned that quality and adaptability must be carefully considered when buying varnish, since it is an easy matter to ruin the appearance of a fine interior by using poor or inappropriate finishing materials.

When the dealer is consulted on such matters he can do his customers no better service than by suggesting or endorsing Berry Brothers' varnishes and paint specialties. They have a record of sixty-one years for complete efficiency for all finishing purposes.

PARTIAL LIST OF DISTRIBUTORS OF BERRY BROTHERS' PRODUCTS

Lariviere, Inc.	Montreal, Que.	Marier & Tremblay	Quebec, Que.
Hunter, Henderson Paint Co.	Vancouver, B.C.	Revillon, Ltd.	Edmonton, Alta.
Wood, Vallance & Co., Ltd.	Winnipeg, Man.	Wood, Vallance & Adams	Calgary, Alta.
Hudson's Bay Co.	Calgary, Alta.	Dartnell, Ltd.	Montreal, Que.
J. H. Ashdown Hdwe. Co.	Calgary, Alta.	L. Levasseur Co., Ltd.	Montreal, Que.
Sanderson, Pearcy Co., Ltd.	Toronto, Ont.	L. H. Gaudry & Co.	Quebec, Que.
Frank A. Gillis Co.	Halifax, N.S.	Moose Jaw Hdwe., Ltd.	Moose Jaw, Sask.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties

WALKERVILLE, ONT.

(736)

If any advertisement interests you, tear it out now and place with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, February 13.—Linseed oil is up in price 3c per gallon. This is the immediate result of a firmer flax seed market and the basis may continue somewhat steady although the outlook is harder to define than ever, few wishing to make even a guess. Turpentine has declined 5c a gallon, the tendencies, pointed out in HARDWARE AND METAL last week, having materialized. There has been freer delivery of this and stocks are in much better shape. Putty and white lead are steady, and sales, while not large, have been made more freely during the last few days. Larger selling will, it is felt, develop in the near future.

Three-Cent Advance In Linseed Oil

Montreal.

LINSEED OIL.—The firming of flax seed markets has been responsible this week for an advance in oil prices of 3c per gallon and the tendencies seem to be towards slightly higher figures. The price of seed advanced 8c, and while the usual difference in oil price based on this would be 4c, 3c has taken care of the increase. There is an improvement in business but this is not marked as yet.

LINSEED OIL

Raw, Imp. Gallon—			
1 to 4 bbls.	$1.41	$1.43	$1.48
5 to 9 bbls.	1.40	1.42	1.48
10 to 25 bbls.	1.39	1.41	1.48
Boiled, Imp. Gallon—			
1 to 4 bbls.	1.43½	1.44½	1.50½
5 to 9 bbls.	1.42½	1.43½	1.50½
10 to 25 bbls.	1.41½	1.42½	1.50½

Dollar Turpentine Means Drop of 5c

Montreal.

TURPENTINE.—As was pointed out in last week's issue of HARDWARE AND METAL, the market was afforded freer supplies with the probability of lower prices coming. This condition has materialized and $1 per gallon is now quoted in some quarters with the usual differential for five-gallon lots. The demand is seasonably satisfactory.

Turpentine—		Imp. gal.
1 to 4 barrels	$1 00	$1 05
Small lots	1 07	1 20

(Packages extra).

Better Putty Sale On Steady Basis

Montreal.

PUTTY.—There has been no change of price for putty but the movement is improved over that of last week. The basis is steady, for although linseed oil is down in price the cost of other materials has been holding firm.

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases.	7 15	7 40	7 75

Pure linseed oil putty, $2 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

Movement Steady White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—The market is steady on this commodity and there is little new to report. Sorting business is the order of the day, but spring shipments ought soon to be moving. The basis for 5-ton lots per 100 pounds is $15.50; 1-ton lots $16, and smaller lots $16.35.

Mixed Paint Sales Rather Light

Montreal.

MIXED PAINT.—There is still a fairly quiet market condition, but some small orders drift in. General shipment of spring orders will soon begin. There is a steady and unchanged basis all around.

TORONTO

TORONTO, Feb. 13.—Higher and lower prices have been named on linseed oil this week and the basis for quoting is now about the same in all quarters. Turpentine has declined 5c per gallon and dealers report a much improved demand. A fair amount of business on mixed paints is coming to hand, and whereas the volume is not heavy the situation is considered satisfactory. Putty and glass are quiet but steady.

Linseed Oil Moves Up and Down

Toronto.

LINSEED OIL.—Prices are due for an advance in some quarters and they have actually declined in others, the basis expected to rule and that ruling being on a par. The seed market shows an advance for the week, the last couple of days remaining almost stationary. What the future holds is a little hard to say. There has been a slight easing away in oil cake and this may mean a steadier basis on oil. There is some inquiry for export on the oil cake, and if this develops into actual business the position of oil will be improved. Quotations to-day, though made as low as $1.44 per gallon for raw, were expected to change Friday, and the new basis is that appearing below. Some factors are lower than last week.

Linseed Oil—	Raw	Imp. gal.
1 to 2 barrels, gal.	....	$1 50
3 to 5 barrels, gal.	....	1 49
10 bbls. and over	....	1 47
	Boiled	Imp. gal.
1 to 2 barrels, gal.	$1 52½	$1 53
3 to 5 barrels, gal.	1 51½	1 52
10 barrels and over	1 49½	1 50

Turpentine Declines; Activity Noted

Toronto.

TURPENTINE.—Lower prices are again in evidence this week, declines ranging from 2c to 5c per gallon. The market in the South is holding without change and seems to have settled into a steady channel. The decline locally is really an effort to get down to rock bottom in line with prices at producing centres and encourage buying. Some factors report a distinct improvement in the amount of turpentine actually moving, while inquiries for prices are coming along much more plentifully. That these may develop into orders seems quite likely. Range of prices this week are:

Turpentine—	Per	Imp. Gal.
1 barrel (barrel included)	$1 05	$1 08
2 to 4 barrels (barrels included)	1 04	1 07
5 gallon lots	1 15	1 18

Mixed Paints Moving Out

Toronto.

MIXED PAINTS.—Orders are coming to hand quite plentifully, though not in large volume, and the manufacturers are now getting spring shipments away to their customers. The outlook is considered good, but a hand-to-mouth buying policy is the attitude the retailers are taking in placing for supplies. This will probably mean more orders and more handling, but everyone seems satisfied that final results as regards volume will be excellent.

White Lead in Oil Remains the Same

Toronto.

WHITE LEAD IN OIL.—There have been no new developments this week of a particularly interesting nature. There is better inquiry and a little better feel-

THE POWERFUL MAGNET



That Draws good trade to the B.H. store

Two elements have contributed to the phenomenal growth of B-H Paint sales.

1. **Widespread sincere advertising.**
2. **A product of Sterling Quality.**

Either of these elements is of great value in moving stock from your shelves, but the close combination of the two forces gives you a real asset in building your business.

B-H Paint

because of its exceptional high quality, makes satisfied customers—and they are the greatest force a business man can have.

Our advertising and sales plans for 1919 have been completed. They are greater than ever before. We are giving our agents more sales helps and closer co-operation to make this the biggest year in our history.

Let us tell you of these plans. Write us.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

If any advertisement interests you, tear it out now and place with letters to be answered.

ing, and that a fair amount of activity may be looked for soon is considered probable. Quotations are ruling at unchanged levels, the prices to the trade on pure white lead in oil being $16.30 per 100 pounds in ton lots, and $16.65 per 100 pounds in less than ton lots. The various brands are shown in current market quotations.

Putty Steady; Glass Unchanged

Toronto.

PUTTY, GLASS.—Putty remains at unchanged figures this week, and whereas some business is being done this is limited to small lots. Prices ruling today are shown below. Window glass shows no new features, orders coming in slowly—a seasonable condition—and prices showing no change from figures and discounts appearing in current market quotations.

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 30	$5 55	$5 90
Do., 100 lb. irons	6 15	6 40	6 75
Do., 25 lb. irons	6 40	6 65	7 00
Do., 12½ lb. irons	6 65	6 90	7 25
Bladder, in barrels	7 05	7 30	7 65

Pure putty advance $2 per 100 lbs. over above prices.

ALL ABOARD FOR THE BIG CONVENTION

Continued from page 38

member or realize this. A meeting such as that to be held in Hamilton will impress upon a dealer as nothing else can the importance of the business in which he is engaged. It will bring him into touch with the manufacturers, and when he hears men who have all the latest first hand information discussing the conditions, market and otherwise, that are likely to prevail for some months ahead, he realizes the value of the convention.

An Important Centre

Many of Canada's most important industries, especially those in which hardware men are interested, are located in Hamilton. For this reason, and also because it is a central point easily reached from any part of Ontario, it was chosen as the convention centre. Another factor that was also given consideration was the splendid accommodation available. Hamilton includes among its many other large factories, wire fence makers agricultural implement works, washing machine and clothes wringer manufacturers, wire goods makers, hardware manufacturers, firms making silver plated ware, blast furnace and steel manufacturers, plow works, and other plants containing much of direct interest to hardware men. Visits will be made to many of these plants and the visitors will see the various processes of manufacture.

Hospitable Hosts

Those who attended the convention last year know how cordially they were received in Hamilton and the measure of hospitality that was extended. This year the Hamilton hardware men and manufacturers have promised the same generous treatment. They say they are only too glad to welcome the hardware dealers of Ontario and have them meet there. Besides the Hamilton manufacturers there will be in attendance representatives from many of the largest firms of Canada and the United States. The convention presents an opportunity for meeting these men and learning from them information that hardware men can get in no other way. The information they will give will be of the greatest value, not only from an instructive standpoint, but from a financial viewpoint as well. For instance, the discussion of market conditions and what is likely to happen in any branch of the trade in the coming months, what conditions are likely to obtain regarding prices, shipments, etc., is obviously of real and immediate value to any hardware dealer in shaping his business policy. Such information is important at any time, but in a period like the present, when business is facing a period such as it has never had to face before, it is particularly important.

Excellent Arrangements

Excellent arrangements have been made for the convention and with a full attendance of hardware men from all over the province, the gathering of 1919 will be the greatest in the history of the association.

OIL TRADE WITH CHINA IS GROWING RAPIDLY

Within two decades China has developed a trade in vegetable oils that now nets 30,000,000 taels (about $300,000) a year. The United States takes 75 per cent. of China's total annual export of wood oil, amounting to 30,000 tons. Following are its uses in China:

As a paint oil for outside purposes, the cruder oil, applied to native boats, paints, varnishes and preserves in one operation; with certain Chinese mineral substances added, it is a waterproofing varnish for silks, etc.; as an adulterant in lacquer varnish; as an illuminant; mixed with lime and bamboo shavings, for calking native boats, Chinese ink made from the soot of wood oil, a dressing for leather and a varnish for furniture.

In America it is chiefly used for the manufacture of varnish, since it possesses the advantage of drying quickly and of making high-class varnish with cheap gums.

HOW CUSTOMERS ARE LOST

There was a noise on the front verandah, the door opened, a parcel dropped on the floor, the door slammed again and the boy was off to the wagon, but not before the lady of the house got to the door and reminded the boy that there was a side entrance to the house where groceries should be delivered, and that she did not want her clean front porch messed up with his dirty boots, but the only answer she got was an impudent grin.

Immediately this indignant customer called up the store to complain. The phone was answered by the head clerk, who explained that the boss was out, but he would tell him of the occurrence and see that it did not happen again.

But it did happen again, the very next day. This time she did not call up the store, but the next day another delivery boy from another store brought the groceries, but he went to the back door as he was instructed to do by the proprietor of the store.

You may think this customer was a little hasty, and perhaps a little fussy, but this is an important matter with busy housekeepers, and they judge the store by its service, and the delivering of the goods is just as important as the buying and selling.

Look into your delivery system. Does your driver go to the back door? Is he courteous with customers?

And your clerks who would some day be merchants, do you pay strict attention to complaints of customers, and try to remedy the faults or do you just forget about them, as was most likely done in this case and a customer lost?

Remember advertising, prompt and careful deliveries will not get you far if you don't back it up, and this much abused word "service" doesn't mean anything in your store.

TRADE INQUIRIES

228. **Aluminum ware.**—A commission firm in Barbados would like to represent a Canadian firm manufacturing aluminum and enamelled ware.

231. An engineering agent with English training and long experience in South Africa is prepared to take up Canadian agencies in machinery or specialties.

232. **Iron and steel.**—A South African agent with good South African experience is prepared to take up the representation of Canadian firms in iron and steel and their manufactures.

234. **Specialty agencies.**—An old-established agency firm calling on the jewelry trade is prepared to take up any special line which can be sold to jewelers. Full particulars, such as catalogues, price lists, and when possible, samples, are requested with first correspondence.

235. **Mining supplies.**—A Johannesburg firm making a specialty of supply to the mines, is prepared to take up the representation of any supply except machinery. Carbide, chemicals, shovels, hammers, pickaxes, belting and such lines are of special interest.

236. **Household supplies.**—A Johannesburg firm, specializing in household supplies, ask for catalogues, price lists, and other details from Canadian manufacturers of pianos, organs, tables, chairs, furniture, packed k.d.s., enamelware, sewing machines, castors, lock and other lines.

237. **Lawn mowers.**—A Johannesburg firm ask for catalogues and price list of Canadian-made lawn mowers.

238. **Agencies.**—A South African commission agent, well established with branch offices in several centres of South Africa, is prepared to take up Canadian agencies in special lines, such as tools, all kinds, ploughs, hardware, all kinds, tables, chairs, furniture, k.d.s., and paint and varnish.

239. **Catalogues and price lists.**—A firm of wholesale jobbers ask for Canadian catalogues and prices lists on all lines suitable for the general wholesale dealer.



A Continuous Drive

A steady, irresistible drive has carried the Martin-Senour Company into the very forefront in the Canadian Paint and Varnish field.

This drive has established the thousands of Martin-Senour Dealer-Agents in a position where they are enabled to procure and control the larger share of the paint and varnish trade of their districts.

The successful methods pursued in this drive will be continued by even more aggressive means.

"Quality the best" has always been the Martin-Senour Watchword.

Every product carrying our label absolutely guaranteed to best serve the purpose for which it is made.

Advertising and sales help the strongest we can plan and carry into effect.

The whole-hearted effort of an experienced personnel in Administrative, Manufacturing, and Sales Departments, devoting their entire energies to serving well our customers.

A combination of Quality and Service which establishes beyond all doubt that MARTIN-SENOUR Paints and Varnishes are the easiest and most profitable to sell.

Let us present for your consideration our exclusive Agency Plan.

A Postal request does not obligate you to buy. It merely indicates your willingness to be shown.

MARTIN-SENOUR 100% PURE PAINT & VARNISHES

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
MONTREAL
WINNIPEG TORONTO HALIFAX

MARTIN-SENOUR SPIC-SPAN FINISHES

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps 25% B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Canuck" Shells, Smokeless, $41 per M, net; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 12½% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augurs, add 10%
Rockford Auger Bits, 50 and 10%.

Irwin Auger Bits, 10% to 12½% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	$13 25	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No 2, doz.	12 50	13 20
No. 3, doz.	13 50	14 20
No. 4, doz.	14 50	15 25

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BARS, CLOTHES

No. 4, dozen	$ 9 00
No. 5, dozen	11 00
No. 6, dozen	13 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30%.
Standard Quality, 30, 10%.
Side Lace Leather, lb. $1.70-$1.90
Cut Lace Leather, lb. 1.90- 2.20
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50, lb.	5 00
No. 3 x 60, lb.	7 50
No. 4 x 100 lb.	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, IRONING

No. 32, 5 x 12 in., doz.	$11 00
No. 35, dozen	25 00
No. 36, dozen	29 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1918.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 20%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 25%.
Machine Bolts, ⅜ in. dia. and smaller, larger lengths, 15%.
Machine Bolts, 7-16 in. dia. and larger, 5%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 30%.
Square Head Blank Bolts, 5%.
Bolt Ends, 5%.
Plow Bolts, 15%.
Elevator Bolts, 10%.
Fancy Head Bolts, 10%.
Shaft Bolts ($3 list), 10%.
Step Bolts, large head ($3 list), 10%.
Whiffletree Bolts, 10%.
Nuts, square, blank, add to list, $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%. Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. 12-14c
F.O.B. Montreal, London, Toronto.

BRASS

Spring sheets, 24 gauge and heavier, base	$0 40
Rods, base ½ to 1 in., round	0 37
Tubing, seamless, base	0 48
Copper tubing, iron pipe size, base, ¾ in. up to 3 in.	0 52

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy	$14.50-$17
30-gal. Standard	14 00

BOARDS (Wash), Zinc Doz.

Pony	$2 60
Improved Globe	5 40
Neptune	5 40
Standard Globe	5 40
Original Globe	5 90
Jubilee	6 05
Newmarket King	6 05
Western King (enamel)	8 25
Beaver (brass)	7 60

F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 80 4	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list + 5%.
Triplex Spring Hinges, 20-10%.
Chicago Mortise Floor (5,000), 20, 7½ and 5%.
Chicago Relax Floor (6,000), 25-10-10-2½%.
Chicago Premier (4000), 12½%.
Chicago Ajax (3,000), 12½%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20%.
Chicago Screen Door (2000), 40-2½%.
Chicago Screen Door (3000), 16 2-3%.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc. B.B.B.

CHAIN

	Fire Welded Proof Coil Mont'l	Tor'to	Welded Fire Mont'l	Tor'to
3-16 in.	$22.75	$17.00	$.....	$.....
¼ in.	16.75	14.50	21.75	23.70
5-16 in.	14.15	12.50	19.00	18.35
⅜ in.	13.00	11.50	15.90	14.00
7-16 in.	12.75	11.30	15.65	13.80
½ in.	12.50	11.15	15.50	13.65
5/8 in.	12.35	10.95	15.25	13.45
¾ in.	12.25	10.70	15.10	13.20
⅞ in.	12.05	10.60	15.00	13.10
1 in.	11.90	10.50	14.85	13.00

Electric Welded

	B.B.	B.B.B.
3-16 in.	$18.00 $19.00	$..... $.....
¼ in.	14.95 16.00	16.20 .....
5-16 in.	12.55 13.50	13.80 .....
⅜ in.	11.35 12.25	12.60 .....
7-16 in.	11.10 12.00	12.35 .....
½ in.	10.95 11.80	12.20 .....
5/8 in.	10.70 11.55	11.95 .....
¾ in.	10.40 11.25	11.65 .....

Montreal and Toronto American Proof Coil Chain

	B.B.	B.B.B.
3-16 in.	$17.25	$.....
5-16 in.	14.25	17.25
⅜ in.	13.00	16.00
7-16 in.	12.75	15.45
½ in.	12.55	15.25
5/8 in.	12.25	.....

Electric Welded B.B.B.—Chain, ¼ in., $13.75; 5-16 in., $12; F.o.b. Toronto.

Cow ties, 20%; trace chains net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl. $2.80-$2.95 in car lots; $3.40-$3.50 bbl. in small lots.

Paris plaster, five-barrel lots $4.00; single barrel, $4.50. F.O.B. Toronto.

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0 $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto-Hamilton. Fergus, London, St. John, N.B.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

CHOPPERS, FOOD

Universal—Dozen—No. 0, $19.25; No. 1, $23.30; No. 2, $28.35; No. 3, $36.45.

Russwin—Dozen—No. 0, $19.20; No. 1, $23.40; No. 2, $28.20; No. 3, $36.60.

F. o. b. Montreal, Toronto.

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6.85
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 60
18—6-strand, 50 ft. lengths	5 65
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER

Montreal Toronto

Casting ingot, see weekly report.

Bars, ½ to 2 in.	$43 50	$43 00
Plain sheets, base, 16 oz. and heavier	42 00	46 00
Copper sheet, tinned, 14x60 in., 14 oz.	43 00	.....
Copper sheet, planished, base 16 oz. and heavier	50 00	46 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs: No. 111, $1.55; No 121, $1.70; No. 122, $2.25; No. 127, $2.25; No. 100, $2.80 per dozen.

F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	77
No. 7, lb.	76
Nos. 8, 9, 10, 12	75

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal. Montreal Toronto

Ordinary,	52 sheets.	$ 9 00	$ 8 00
Do.,	60 sheets.	9 10	8 10

	Apollo	Crown	Gorbals
18x24x52	.....	....	....
60	.....	....	....

COKE, TIN PLATES

	Per box
IC, 20x28 base	$20 00
IX, 20x28 base	23 00
IXX, 20x28 base	27 00
IXXX, 20x28 base	31 00

F.O.B. Toronto

Raven and Murex Grades—
IC, 20x28 base, 112 sheets..
IX, 20x28 base, 112 sheets..
IXX, 20x28 base, 56 sheets..
IXXX, 20x28 base, 56 sheets

(Nominal) f.o.b. Montreal.

TERNE PLATES

I. C. 20x28, 112 sheets.... $22 00

F.O.B. Toronto.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$20 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50
Sleepmeter	1 65

F.O.B. Montreal, Toronto, London, Hamilton

CROWBARS, $10.50 per 100 lbs

NAILS
WIRE
STRAIGHTENED-RODS
BALE TIES

The Graham Nail Works

Operated by THE CANADA METAL CO., LIMITED
Formerly operated by H. S. HOWLAND, SONS & CO. LTD.

FRASER AVENUE,
TORONTO

PHONE, PARKDALE 428

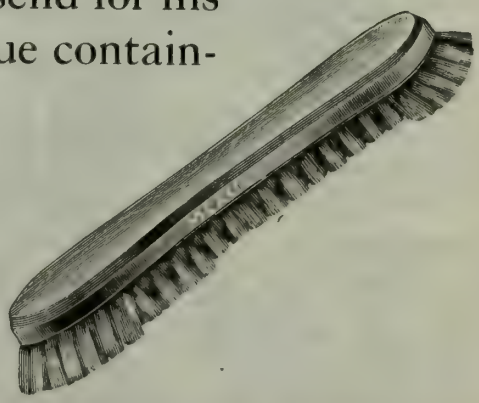
A Meakins' Brush To Efficiently Meet Every Present Day Demand





There is a Meakins' Brush to squarely meet every possible demand—a Meakins' Brush to turn every enquiry into a sale.

We want every Hardware Dealer to send for his copy of our latest illustrated catalogue containing a complete list of Meakins' Brushes.



Meakins & Sons, Limited

WINNIPEG

Hamilton London Toronto Montreal

DRILLS—
Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank.
List each.

1/8	$0.45	19/32	$1.20
5/32	.45	5/8	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
1/4	.60	23/32	1.60
9/32	.65	3/4	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
3/8	.80	27/32	2.00
13/32	.85	7/8	2.10
7/16	.90	29/32	2.20
15932	.95	15/16	2.30
1/2	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.
Bit Stock, list per dozen—

3/32	$2.70	3/4	$8.50
1/8	3.00	7/16	10.50
5/32	3.50	1/2	13.00
3/16	4.00	9/16	15.50
7/32	4.50	5/8	18.00
1/4	5.00	11/16	21.00
9/32	6.00	3/4	24.00
5/16	7.00	7/8	30.00

Bit Stock Drills .....37½ to 40%
Blacksmiths', ½-in. shank.. 37½%
Straight Shank 37½%
Straight Shank, wire..... 37½%
Taper Shank 37½%

DOORS,
See Screen Doors.
F.O.B. Toronto.

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares.

FILES AND RASPS
Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	25-27½%
Black Diamond	25-27½%
Delta Files	20
Firth Files	50

F.O.B. Toronto, Montreal, London and Hamilton.

FITTINGS
Cast iron fittings, 12½%; Malleable bushings, 28%; cast bushings, 28%; unions, 35%; plugs, 22% off list. Net prices Class B, black, 24c lb.; Class C, 16c lb.; galvanized, Class B, 33c lb.; Class C, 24c lb.
Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	3 00
Under 40 lbs.	3 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Russet rope shank, 1¼ in...	13 85
Black rope shank, 1 in.....	13 75
Black rope shank, 1¼ in.	12-50-13 85
Hand sewn, no shank, 1 in..	17 40
Hand sewn, no shank, 1¼ in.	18 75

Halters (Sisal)
7-16 in. gross, $24; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)
All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neckyokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.
F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's

HANGERS, BARN AND PARLOR

	List
Atlas. No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP
Heavy, Net Prices.

	Strap Doz. pairs.	Tee
4-inch	$2 70	$2 30
5-inch	3 33	2 88
6-inch	3 60	3 24
8-inch	4 86	3 69
10-inch	8 64	6 57
12-inch	10 71	10 44
14-inch	12 24	10 62

Light. Net Prices, figured at discount 10%.

3-inch, doz. pairs..	$0 90	$0 90
4-inch	1 08	0 99
5-inch	1 26	1 17
6-inch	1 53	1 35
8-inch	2 25	1 60
10-inch	....	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6-in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.
Discount, 25%.
F.o.b. Toronto, London, Hamilton, and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOES, Grub $10 50 11 00

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 15	$5 00-$5 50
No. 3, per doz.	4 25	5 50- 6 40
No. 4, per doz.	4 35	6 00- 7 40
Little Giant	6 00	....
Barden Patent	6 00	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
		Less 20c	
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heav yiron	6-8	7 75	....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Fetherweight "XL" steel	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight(front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS
Nos. 0, 1, 2, and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$17 50
Corrugated, ⅝ in., 100 ft.	20 50
Corrugated, ¾ in.	$23 50
Corrugated, 1 in., 100 ft.	35 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS
Coppered wire, 3 in., $1.10 gross, F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL
See weekly report.

IRON, TINNED
Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots..	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished per set	$1 95
Mrs. Potts, No. 50, nickel-plated, set	2 10
Mrs. Potts, handles, japanned, doz.	1 65
Sad irons, common, plain, 3, 4, and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each.	$4 00 4 10
Canadian Beauty Electric Irons—	
Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton

LADDERS, Etc.

Step Ladders	Per ft.
Perfect, 6 to 10 ft. only	$0 31
Hercules, 4 to 10 ft.	0 33
Hercules, 12 to 14 ft.	0 38
Faultless, 4 to 10 ft. only	0 29
Ontario, 4 to 10 ft. only	0 26
Shelf Lock, 4 to 8 ft. only	21

Single and Fruit Picking

10 ft. to 16 ft.	20c ft.
18 ft. to 20 ft.	23c ft.
Chair ladders, each	2 00
F.o.b. Toronto, Hamilton, London.	

Extension Ladders	Per ft.
Up to 32 ft.	0 20
34 to 40 ft.	0 22

F.O.B. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (round reflec.)	17 00
Little Bobs	2 10-4 20

F.O.B. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short	$0 95-$1 10
Cold blast	1 00- 1 10

3 doz. cases, 95c doz.; 6 doz. cases, 30c doz.

Cold blast, genuine ruby	$4.75

F.o.b. Toronto, London, Hamilton, and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2	$1 90-$2 00
Steel Thumb, No. 3	2 50- 2 70
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	$10 00
Dowswell	10 00
Noiseless	15 50
Hamilton	12 00
Ottawa	10 50
Peerless	10 50
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	22 00
Ideal Power	28 00
Seafoam, electric	107 00
Seafoam, engine drive	49 00
New Idea, electric	184 00
Sunshine	9 50
Popular, No. 1	10 50
Popular No. 2	10 00
Economic	12 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	50 50
Do., do., electric	108 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I A L	18 50
Perfection, engine drive	55 50
Perfection, engine drive	15 50
Gem	16 50
Winner, plain	13 50
Connor Improved	10 00
Jubilee	9 50
Canada First	19 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.00

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$12 50	$13 25
Pick, doz.	12 50	13 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$29 40
No. 8, dozen	33 60
Universal—	
No. 4, doz.	$38 10 39 60
No. 8, doz.	46 40 48 60

MOPS

O-Cedar, doz, net	$12 00
Sprustex, No. 2, doz.	$8 00 8 40
S.W. Mops, complete, doz.	5 25 5 40
Mop Sticks, doz., No. 8	2 00
Cast Head Mop, doz.	2 00
Crescent, doz., No. 10	2 50 3 35
Crank wringing, doz.	6 90

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London Hamilton.

NAILS
List adopted July 10, 1912.
Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1½ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.50 base.
Freight equalized on above points.
F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.55 base.
Freight equalized on above points.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $5.62½.
Sault Ste. Marie, Port Arthur, Fort illiam, $5.55 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.
Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.
Cut Nails—Montreal, $5.35 base; Toronto, $5.35 base; London, $5.35; Hamilton, $5.35; no equalization of freights.
Roofing Nails—American, large head, keg, $10.
F.o.b. Montreal, Toronto, Hamilton.

NAILS (HORSE)
C Brand

Size Capewell—	Per 100 lbs.
No. 5	$23 00
No. 6	22 00
No. 7	21 00
No. 8	20 00
Nos. 9 to 12	19 00

Discount, 10%.

RAMSAY'S

Tremendous Lesson in Paint

The German fleet was really unseaworthy because of the lack of Paint.

Is this not a lesson that every paint dealer can convey to his customers—what a valuable asset RAMSAY'S PAINT is?

Tell your customers that RAMSAY'S PAINTS and VARNISHES answer this lesson — they have the PROTECTIVE PROPERTIES for the HOME, BARN and OUTBUILDINGS wherever used.

A Few of Our Big Sellers



Next Spring will be a paint Spring.
Sell "The Right Paint to Paint Right."

A. Ramsay & Son Company

77 Years Making Paints and Varnishes

Toronto **Montreal** Vancouver

Revillon Wholesale Ltd., Distributors
Edmonton District

If any advertisement interests you, tear it out now and place with letters to be answered.

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
4	1¾"	10 00
3	1⅞"	$20 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch...	10 50	36 inch...	$15 00
30 inch...	12 75		

½ inch mesh and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

OAKUM

Best (American)	$21 00-$22 00
U.S. Navy (unspun)	
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	
U.S. Navy (spun)	21 50
Plumbers (spun)	$10 00- 10 50

F.o.b. Montreal, Toronto

OILS	Montreal	Toronto
Royalite, gal.	0 19½	0 18½
Palacine, gal.	0 22½	021½
Gasoline, net, gal.	0 34	0 33
	List	Gallon
Black oil (Summer)	0 19½	0 18½
Black oil (Winter)	0 20½	0 19½
Imperial Kerosene Tractor	0 55	
Capital cylinder	0 62	0 61
Machine oil, regular grades	33½-42½	32½-41½
Standard gas engine oil	0 40½	0 39½
Paraffine	0 29	0 28

List, less 15% on above.

Polarine Oil, list	0 90
Polarine Oil, heavy, list	0 90
Gargoyle Mobiloil, list	1 33

List, less 25% on above.

Fuel oil, bbls. net	0 10¼
Fuel oil, tank cars, net	0 08¾

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER	Per 400-ft. roll
Dry Fibre, No. 1 roll	$1 10-$1 20
Dry Fibre, No. 2 roll	0 62- 0 65
Anchor Brand	1 20
Rosin Sized Sheeting, red	1 05
Do., blue	1 10
Tarred Fibre, No. 1 roll	1 25- 1 30
Tarred Fibre, No. 2 roll	0 77- 0 83
Surprise Fibre	0 67- 0 71
Tarred felt, per cwt.	4 10
Cyclone (dry)	1 20
Cyclone (tarred)	1 30
Joliet (dry fibre)	0 65
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeting (per 100 lbs.)	13½ 0 15
Carpet Felt, 16 oz., per 10 lbs.	$5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—

5 to 6 lbs., doz.	$12 00
6 to 7 lbs., doz.	12 75
7 to 8 lbs., doz.	13 50

Rock—

7 to 8 lbs., doz.	12 50

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in.	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 38.

Standard Buttweld

Per 100 feet.

	Steel Blk.	Gal.	Gen. Wrot. Iron Blk.	Gal.
⅛ in.	$ 6 00	$ 8 00	$.....	$.....
¼ in.	4 68	6 81	5 28	7 41
⅜ in.	4 68	6 81	5 28	7 41
½ in.	6 21	7 78	7 06	8 63
¾ in.	7 82	9 95	8 97	11 10
1 in.	11 56	14 71	13 26	16 41
1¼ in.	15 64	19 90	17 94	22 20
1½ in.	18 70	23 76	21 45	26 54
2 in.	25 16	32 01	28 86	35 20
2½ in.	40 37	51 19	.....	.....
3 in.	52 79	66 94	.....	.....
3½ in.	67 16	84 18	.....	.....
4 in.	79 57	99 74	.....	.....

Standard Lapweld

	Steel Blk.	Gal.	Gen. Wrot. Iron Blk.	Gal.
2 in.	$28 86	$35 34	$32 56	$39 03
2½ in.	42 12	52 36	47 97	58 21
3 in.	55 08	68 47	62 73	76 12
3½ in.	69 00	86 94	78 20	96 14
4 in.	81 75	193 00	92 65	113 90
4½ in.	93 00	118 00	112 00	137 00
5 in.	108 00	137 00	130 00	159 00
6 in.	140 00	178 00	169 00	206 00
7 in.	283 00	292 00	219 00	268 00
8 L in.	193 00	244 00	230 00	281 00
8 in.	222 00	281 00	265 00	324 00
9 in.	266 00	336 00	.....	.....
10L in.	246 00	312 00	294 00	360 00
10 in.	317 00	402 00	379 00	464 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list		$8 00
3 in., in 10-ft. lengths, list		9 70
4 in., in 10-ft. lengths, list		12 80
5 in., in 10-ft. lengths, list		17 50
6 in., in 10-ft. lengths, list		21 30

Net list.

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

Medium and extra heavy pipe, 2 to 6 inch	15%
Medium and extra heavy fittings, 2 to 6 inch	25%
8 inch pipe and fittings	Net list

F.O.B. Toronto, Montreal

PIPE (STOVE)

See prices under Wares, etc.

PITCH	
Pine, black, per bbl.	8 50
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)	
4-oz bottles, doz., list	3 00
12-oz. bottles, doz., list	6 00
1-qt. can, doz., list	15 00
½-gal. cans, doz., list	24 00
1-gal. cans, doz., list	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 25%; Iron Burrs, 25%.

Copper rivets, usual proportion of burrs, add 15%; burrs, add 40%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square
Samson, 1-ply, roll	$2 30
Samson, 2-ply, roll	2 75
Samson, 3-ply, roll	3 30
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
R. S. Special, 3 ply	2 25
Amazon, 1-ply	2 05
Amazon, 2-ply	2 35
Amazon, 3-ply	2 65
Everlastic, 1-ply	1 80
Everlastic, 2-ply	2 10
Everlastic, 3-ply	2 40
Good Luck, 1-ply	1 80
Good Luck, 2-ply	2 10
Good Luck, 3-ply	2 40
McCombe Sp., 1-ply	1 75
McCombe Sp., 2-ply	2 00
McCombe Sp., 3-ply	2 25
Black Cat, 1-ply	2 05
Black Cat, 2-ply	2 35
Black Cat, 3-ply	2 65
Black Diamond Ready Roofing, 2 ply	1 12
Black Diamond Ready Roofing, 3 ply	1 38
Liquid roofing cement, per gal. in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 50
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto, London, Montreal.

ROPE	Lb.
Pure Manila basis	35½
British Manila basis	31
New Zealand hemp basis	31
Sisal basis	27½

Above quotations are basis ...

¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., 1½c; 9-16 to 7-16 in. inclusive 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 8-16 in., 2½c extra.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	54
Halyards	47
Hemp, deep sea line basis	47
Hemp, tarred ratline basis	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42
Italian rope basis	On application
Cotton, ⅛ in.	0 81¾
5-32 in.	0 80¾
3-16 in.	75 77¼
¼-in. and up	74 76¼

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star Sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Toronto, Montreal.

SCALES	Scale List	Stamping extra
Champion—		
4 lb.	$ 5 50	$0 20
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to discount of 5%; Standard scales 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES	Doz.
Cast Steel	$
Golden Clipper	16 00
Little Giant	17 00
Bush	15 50

F.o.b. Toronto, London.

SCREEN DOORS

Kasement, No. 1, 2 ft. 8 in., $28.80; 2 ft. 10 in., $30.00; 3 ft., $31.20; Nos. 2, 3 and 4, 2 ft. 8 in., $31.20; 2 ft. 10 in., $32.40; 3 ft., $34.20 dozen.

SCYTHES	Doz.
00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	82½
Wood, R. H., brass	82½
Wood, O. H., brass	82½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	20
Hexagon cap	20

Wooden Bench Screws

Dozen	$7 00

SHEETS, BLACK

See Montreal and Toronto report

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

10¾ oz.	$8 50
U.S. 28	8 10
U.S. 26	7 80
22 and 24	7 65
18 and 20	7 50
16	7 35
14	7 20

F.o.b. Hamilton and Toronto

Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75, 26-gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand.	Montreal	Toronto
14 gauge		
16 gauge		
18-20 gauge		
22-24 gauge		
26 gauge		
28 gauge		
10¾ ozs.		

Add 25c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16			
18-20			
22-24			
26			
28			

Less 25c in case lots

SHINGLES

Standard galvanized	$10 00
Standard painted	8 00

Discount 7½%.

SIDING METAL

Standard galvanized	$8 50
Standard painted	6 50

Discount 7½%.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces freight is equalized on Montreal.

SOLDERING COPPERS

Basc, ⅜ lbs., 58-lb., F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	18 75
Perfection No. 33, 3-burner	24 25
Perfection No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Discount 25% off list.

Freight allowed on shipments of 12 stoves.

McClary Glass Front Oven No. 70, each, net	4 25
Detroit Glass Front Oven No. 85, each, net	4 50

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters.	List
No. 525, each	7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list

Freight allowed on shipments of 24 heaters.

Alex. McArthur & Co., Ltd.

TRADE MARK

82 McGill Street Montreal, Canada

BLACK DIAMOND

TARRED FELTS

and SHEATHINGS

Made at our own Paper Mills.

SAVE COAL

BY USING

BUILDING PAPER

Prices Guaranteed

during 1919 on

Automobile SKATES

To fully protect the trade, prices of Automobile Skates are guaranteed against decline until Dec. 31st, 1919.

Next season's range of models is unusually complete.

For prices and full particulars write Head Office or nearest Branch.

Canada Cycle & Motor Co.

LIMITED

Montreal, Toronto WESTON Winnipeg, Vancouver

February is here. Have you sent in your order to ANGLO-CANADIAN LEATHER CO., LIMITED, 665 King Street West, Toronto, for your spring supply of TAP SOLES and TOP LIFTS.

We would specially draw your attention to the following lines, subject to trade and cash discounts:

Men's	6	inches	to	dozen	pairs	Heavy	No. 124,	at	$2.85	per	dozen pairs
	5½	"	"	"		Hy. Med.	No. 125,	at	2.65	"	" "
	5	"	"	"		Med.	No. 126,	at	2.45	"	" "
or better grade	4½	"	"	"		Light	No. 123,	at	3.60	"	" "
Boy's	5	"	"	"		Med.	No. 130,	at	2.15	"	" "
Women's	4	"	"	"		Light	No. 37½,	at	2.25	"	" "
Men's	5	"	"	"		Large	No. 50,	at	1.40	"	" "
Toplift	5	"	"	"		Med.	No. 51,	at	1.25	"	" "
Boy's	5	"	"	"		Small	No. 52,	at	1.10	"	" "
Women's	4¾	"	"	"		Large	No. 56,	at	.80	"	" "
	4¾	"	"	"		"	No. 81,	at	.90	"	" "

IN STOCK

Anglo-Canadian Leather Company, Limited

665 KING STREET WEST -:- TORONTO

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	25 and 25	25 and 25	25 and 25
Draining Tools	25 and 25	25 and 25	....
Hollow Back Scoops	25 and 25	....	25 and 25
Sand Shovels	25 and 25	....	25 and 25
Hollow Back Shovels	25 and 25	....	25 and 25
Hollow Back Coal Shovels	25 and 25	....	25 and 25
Riveted Back Scoops	25 and 25	25 and 25	25 and 25
Miners' Spring Point Shovels	25 and 25	....	....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	....
Hollow Back Scoops, No. 2, black	34.50	....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	....	30.00
Sand Shovels, No. 2, black	27.50	....	24.00
Hollow Back Shovels, No. 2, black	27.50	....	24.00
Riveted Back Scoops, No. 2 black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	....	....

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

	Bissell's Doz.
American Queen, Nickeled Fittings, Cyco Ball Bearing	$48 00
Club, Jap. Cyco Bearing	102 00
Champion, Nickeled Fittings	40 00
Champion, Japan'd Fittings	34 00
Grand, Nic., Cyco B.B.	61 00
Grand, Jap., Cyco B.B.	55 00
Grand Rapids, Nic., Cyco B.B.	45 00
Grand Rapids, Jp., Cyco B.B.	39 00
Parlor Queen, Nic., Cyco, B.B.	51 00
Princess, Nic., Cyco B.B.	46 00
Standard, Nickeled Fittings	42 00
Standard, Jap'd. Fittings	36 00
Universal, Nic., Cyco Bearing	43 00
Universal, Jap., Cyco Bearing	37 00

SWEEPERS, VACUUM

	Bissell's Doz.
Grand Rapids, Nic.	$98 00
Household, Jap.	88 00
Superba, Nic.	114 00

F.o.b. factory Niagara Falls, Ont.,

Prices guaranteed by manufacturers against their own decline to June 30, 1919. Also stocked by jobbers.

SWEEPERS (ELECTRIC)

Steel frame	36 40
Aluminum frame	43 90
Attachments, set	8 25

F.o.b Toronto, Hamilton, London.

TACKS

Discount

Wire Tacks .....60 and 10%

Revised Hardware Tack List adopted Jan. 1, 1916 .....60 and 15%

Double pointed tacks....60 10%

Shoe findings list adopted July 5, 1917—Net list.

List of Capped Goods adopted Jan. 1, 1916..60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOASTERS, ELECTRIC

Canadian Beauty	$4 50
Upright, with rack	$6 40

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount.

F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft.		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10		Net List

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME)

	Doz. with chain
Victor, No. 1	$2 20
Jumo, No. 1	2 95
Hawley & Norton, No. 1	3 45
Newhouse, No. 1	5 00

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER)

	Per lb.
500 ft.	$0 22
550 ft.	0 23¾
600 ft.	0 25
650 ft.	0 26½

In 5-ton lots ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb. 75-77-80¾

4-ply, wrapping, lb. 79-81¼-85

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.o.b. Newmarket

VALVES

	%
Ground work	40
Compression work, standard	45
High grade	41
Cushion work	40
Fuller work, standard	43
High grade	36
Basin cocks, No. 0 Standard	38
High grade	38
Bath cocks	48
Flatway stop and waste cocks, standard	47
High grade	45
Roundway stop and waste cocks, standard	45
High grade	45
Brass steam cocks, standard.	10% advance on list
Radiator valves, standard	10
D., removable seat	Net list
Patent quick opening valves.	30
Globe, angle and check valves, standard	Net
Do., Jenkins Disc.	5% advance on list

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 40-10%.

Colonial, 27½%.

Imperial Ware, 27½%.

Pearl, 27½%.

Premier, net list.

Canada Ware, net list.

Diamond, net list. White Ware, 45%

Japanned Ware, list plus 30%.

Japanned Ware, White, list, plus 40%.

Plain and Jap Sprinklers, list plus 30%.

Barb $6.75

Stamped Ware, plain, 45%.

Stamped Ware, retinned, 40%.

Copper Bottoms, list, plus 10%.

Tinners' Trimmings, plain, 45%.

Tinners' Trimmings, retinned, 40%.

Tinners' Trimmings, general, list plus 20%.

Factory Milk Cans, list plus 50%.

Milk Can Trimmings, list, plus 60%.

Cream Cans, list, plus 25%.

Railroad Cans, list, plus 20%.

Pieced Tinware, C.B., list, plus 70%.

Sheet Iron Ware, list, plus 20%.

Pieced Ware, ordinary, list, plus 50%. Fry Pans, 40%.

Spiders, steel, net list; cast iron, 10%.

Fire Shovels, Japanned, list, plus 20%.

Steel Sinks, painted, list plus 25%.

Steel Sinks, galvanized, list, plus 25%.

Light Galv. Pails and Tubs, list plus 30%.

Heavy Galv. Pails and Tubs, list, plus 20%.

Garbage Pails, list, plus 20%.

Jap. Coal Hods, list, plus 40%.

Galv. Coal Hods, list, plus 50%.

Paper Lined Boards, 30 and 10%.

Wood Lined Boards, 30%.

Stove Pipe, patent, per 100, 6 in., $22.28; 7 in., $23.87.

Common, made-up, per 100, 5 and 6 in., $24.67; 7 in., $26.07.

Polished, made-up, per 100, 5 and 6 in., ...; 7 in., ...

Stove Pipe Thimbles, 45%.

Copper Boilers, list, plus 10%.

Copper Tea Kettles, list, plus 10%.

Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.

Copper Tea and Coffee Pots, list, plus 10%.

Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

Nickel-plated Ware, 50%.

F.o.b. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS

Round plain. Sizes given are size of hole. In boxes of 50 lbs., list prices, per 100 lbs.—¼-in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.20; ⅞ in., $18.20; 15-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 33 1-3 per cent. Net extras, 26 to 49 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb. per 100 lbs.	$5.50-$5.85	$5.50	$5.35
Section, ½ lb. per 100 lbs.	$5.50-$5.85	$5.50	$5.50
Solid, 3 to 30 lbs., per cwt.	4.25	4.25	3.75

WHEELBARROWS

Navvy, steel wheel, doz.	$58 20
Garden, steel wheel, doz.	68 40
Light garden, doz.	55 80

F.o.b. Montreal, Toronto, London

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire	Per 100 lbs.
No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35
Stovepipe Wire	
No. 18	9 60
No. 19	9 50
Hay Wire in Coils	
No. 13	6 85
No. 14	7 00
No. 15	7 20
No. 16	7 45
Smooth Steel Wire.	
Nos. 0-9 gauge, base	6 25

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra: No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

List of extras in 100-lb. lots, net

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

Oiled and Annealed Wire	
No. 10	$6 45
No. 11	6 47
No. 12	6 55
Wire Bale Ties	
No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45
Fence Wire	
No. 9 pl. galv.	5 40- 5 75
No. 12 pl. galv.	5 55- 5 95
No. 13 pl. galv.	5 65- 6 05
No. 9 coil sp.	5 45- 5 85
No. 12 coil sp.	5 60- 6 00

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples	
Fence staples, bright	$5 75
Fence staples, galvanized	6 50

In 25-lb. boxes add 50c extra.

Poultry Netting Staples	
Poultry netting staples, galvanized, list	$12 00

Less discount of 12½%.

Bright poultry netting staples $1.10 less than galvanized after discount has been made.

Copper and Brass Wire	
Copper wire	10%
Brass wire, 3 to 24 gauge, add	40%
25 to 36 gauge, add	25%

Wire Cloth	
Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls	$3 25
In 50-ft. rolls	3 30
Galvanized, per 100 sq. ft. in 100 ft. rolls	4 75 5 50
Bronze, sq. ft.	0 14

F.o.b. Toronto, Hamilton, London

Wire Goods	
Discounts apply to list adopted Nov. 20, 1916.	
Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 80
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	100 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 90
Eureka, 11 in.	71 40
Eclipse	97 70

Discount off above list, 30% and 5%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

For zinc products and zinc sheets See weekly report.

WRENCHES

Trimo—	Doz. net		Doz. net
8 in.	$15 60	18 in.	$35 00
10 in.	17 40	24 in.	50 60
14 in.	24 45		
Coes—	**Doz. net**		**Doz. net**
6 in.	$14 60	15 in.	$35 00
8 in.	17 50	18 in.	46 60
10 in.	20 40	21 in.	56 80
12 in.	26 20		
Stillson—	**Each**		**Doz. net**
6 in.	$1 20		$14 00
8in.	1 35		15 60
10 in.	1 50		17 40
14 in.	2 10		24 45
18 in.	3 00		35 00
24 in.	4 35		50 60
36 in.	....		94 30
48 in.	....		129 20

Lowe Brothers Paints

Are You Willing to Place Your Reputation Behind the Paint You Sell?

Your reputation is your greatest asset. It is the foundation of your business—the guarantee of its present and future prosperity. Why take chances with it by handling a line of paints you cannot sincerely recommend?

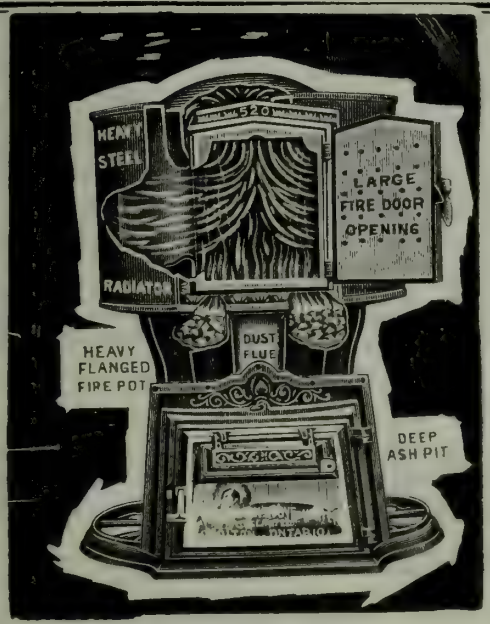
Line up behind the best paint. It will pay you. It will help the sale of the other goods you carry. It will mean for you new customers—repeat orders—good will.

People want quality and the worth of the money they spend—and they are going to the store that will give it to them.

Write us for information. Ask about the great advertising campaign we are organizing among your customers for the sale of paint this spring.

LOWE BROTHERS, LIMITED, TORONTO

DAYTON BOSTON NEW YORK CHICAGO KANSAS CITY MINNEAPOLIS ATLANTA



Hardware and Stove Dealers who are coming to Convention are invited to visit our plant and show rooms, also sample room at Royal Connaught.

Agencies and Show Rooms:
Chas. Rankow, Durban, South Africa; Webb Brothers, Georgetown, Demerara, British Guiana; Burns Export Corporation, 56 Pine St., New York, N.Y.

New Idea Warm Air Furnace

MORE HEATING SURFACE on every NEW IDEA FURNACE than any other furnace. Ash pit large and roomy, less chance of ashes banking up and burning out grates.

FIRE POT one piece, with deep flanges adding one-third more heating surface. Very heavy. Guaranteed for FIVE YEARS.

RADIATOR large, giving more surface than found in other furnaces.

NEW IDEA DUPLEX GRATES (Patented) take care of any size clinker from either Hard or Soft Coal. They operate so easy a child can operate them. They work so well that there are never any ashes worth sifting, saving the dirtiest work necessary in attending old-style furnaces.

New Idea Furnace made in seven sizes. And every one Guaranteed.

Get the NEW IDEA FURNACE AGENCY for 1919 and see your furnace business grow. They sell themselves and others. Write now for Agency.

The Hamilton Stove & Heater Co., Limited

SUCCESSORS TO

GURNEY, TILDEN & COMPANY, LIMITED

Head Office and Works, - Hamilton, Ontario

Offices and Warerooms: Winnipeg, Vancouver, Montreal

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8.90 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID

Bronzing liquid, No. 1..$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE	Montreal	Toronto
Per lb.	13-14	15-16

COLORS (DRY)	Per lb.
Raw Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Raw Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 [illegible]
Imp. green, 100 lb. kegs	0 25
Chrome green, pure	[illegible]
Chrome yellow	17-31
Brunswick green, 100 lb. k	[illegible]
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100 lb. k	0 06
Venetian red, best bright	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry	0 15
Golden ochre, 100 lb. kegs	0 06½
White ochre, 100 lb. kegs	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	3½-5
French ochre, barrels	0 06
Spruce ochre, 100-lb. kegs	7-8c
Canadian red oxide, bbls	2 -2¼
Super magnetic red	2¼-2½c
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto

COLORS IN OIL, PURE

1 lb. tins—

Venetian red	0 21
Indian red	0 35
Chrome yellow, pure	0 [illegible]
Golden ochre, pure	30-32
French spruce ochre, pure	25-28
Greens, pure	28-35
Siennas	0 32
Umbers	0 32
Ultramarine blue	0 52
Prussian blue	1 50
Chinese blue	1 50
Drop black	0 30
Ivory black	0 31
Signwriters' black, pure	0 40
Lampblack	0 40
Marine black, 5 lb. irons	0 20

F.o.b. Montreal, Toronto.

ENAMELS (white)	Gal.
Duralite	$6 50
Albagloss	3 50

GLUE	Per lb.
Brantford All Round Glue—	
Case No. 7—50-lb. pkgs	$28 00
Case No. 8—100 ½-lb. pkgs	31 00
Case No. 9—200 ¼-lb. pkgs	38 00
Discount.	
French medal (prices withdrawn)	
English common sheet	32-34
English prima	35-38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	28-30
Ground glue, No. 2, 112-lb. bags	22-24
Do., No. 2, less than bags	24

GLASS	Single Thick	Double Thick
Per 100 ft.		
Under 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	53 55
01 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 20 to 25%.

Sheet glass, 5 to 10%. Cash 2%. F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE			
Plates up to 1 foot, each			$0 80
Plates from	1 to 2 feet, each		0 90
"	2 to 3 "		0 95
"	3 to 4 "		1 15
"	4 to 5 "		1 35
"	5 to 7 "		1 50
"	7 to 10 "		1 70
"	10 to 12 "		1 75
"	12 to 15 "		1 85
"	15 to 25 "		1 95
"	25 to 50 "		2 15
"	50 to 75 "		2 20
"	75 to 90 "		2 25
"	90 to 100 "		2 30
"	100 to 120 "		2 60
"	120 to 140 "		2 90

Plates 101 to 110 wide containing not over 100 ft. each... 3 00
Plates 111 to 120 wide containing not over 100 ft., each... 3 40
Plates 101 to 110 wide containing over 100 ft., each..... 3 40
Plates 111 to 120 wide containing over 100 ft., each..... 3 75
Trade Discount, 25%.
City deliveries, 33 1/3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS

Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil)

Prices are per 100 lbs in ton lots
Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 20c advance per 100 lbs. F.o.b. London and Windsor, 40c per 10 0lbs. F.o.b. Toronto and Hamilton, 30c per 100 lbs. F.o.b. Fort William and Port Arthur, ... per 100 lbs.
Maritime differential 35c per 100 lbs over Montreal.

	Montreal	Toronto
Anchor, Pure	$16 00	$16 30
Crown Diamond	16 00	16 30
Crown, Pure	16 00	16 30
Green Seal	16 00	16 30
Ramsay's Pure	16 00	16 30
Moore's Pure	16 00	16 30
Tiger, Pure	16 00	16 30
O.P.W. Dec. Pure	16 00	16 30
Red Seal	16 00	16 30
Decorators' Pure	16 00	16 30
O.P.W. English	16 20	16 50
Elephant Genuine	16 50	16 80

B.B. Genuine Lead, less than tons, $17.45, Toronto; $16.90, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt	$14 00	$14 50
Genuine, 100-pound kegs, per cwt	14 75	15 50
Less quantity	16 00	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE

	Per pound Dry	Paste
Barrels, 600 lbs.	$....	$0 21
200s	0 32½	....
100s	0 33	0 22
50s	0 33	0 23
25s	0 34½	0 23
10s	0 35	....
5s	0 36	0 25
2s	....	0 26½
1s	0 39¼	0 29
⅛s	0 43¼	....

F.o.b. Toronto, Montreal, Hamilton and London.

MURESCO

Tints, 5-lb. packages, per 100 lbs.. $9.60; white, 5-lb. packages, $9.00.
F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon, 1 gallon can basis

Elephant, white	$4 20
Elephant, colors	3 80
B.H. English, white	4 30
B.H. English, colors	4 05
B.H. Floor	3 50
B.H. Porch Floor	4 05
Minerva, white	4 15
Minerva, colors	3 90
Crown Diamond, white	3 80
Crown Diamond, colors	3 55
Crown Diamond, floor	3 50
B.H. Fresconette, white	3 35
B.H. Fresconette, colors	3 25
Moore's House Colors, white	4 05
Moore's House Colors, colors	3 90
Moore's Egyptian Paint, all colors	3 25
Moore's Floor Paint	3 50
Moore's Sani-Flat	3 00
Moore's Mooramel	6 50
Jamieson's Crown Anchor	3 55
C.P.C. Pure, white	4 30
C.P.C. Pure, colors	4 05
O.P.W. Canada Brand, white	4 05
O.P.W. Canada Brand, colors	3 75
O.P.W. Canada Brand, floor	3 50
O.P.W. Flat Wall, white	3 35
O.P.W. Flat Wall, colors	3 25
Ramsay's Pure, white	4 15
Ramsay's Pure, colors	3 85
Martin-Senour, 100%, white	4 30
Martin-Senour, 100%, colors	4 05
Martin-Senour, Porch Paint	4 05
Martin-Senour, Neutone, white	3 35
Martin-Senour, Neutone, colors	3 25
Senour's Floor Paint	3 50
Sherwin-Williams, white	4 30
Sherwin-Williams, colors	4 05
Sherwin-Williams Floor	3 50
Flat Tone, white	3 35
Flat Tone, colors	3 25
Lowe Bros., H.S., white	4 30
Lowe Bros. H.S., colors	4 05
Lowe Bros. Hard Drying Floor	3 50
Mellotone, white	3 50
Mellotone, colors	3 35
Sanitone, white	3 35
Maple Leaf, white	4 30
Maple Leaf, colors	4 05
Maple Leaf, floor	3 50
Pearcy's Prepared, colors	3 50
Pearcy's Prepared, white	3 75

F.o.b. Montreal, Toronto.

PARIS GREEN	C.P. Berger's and Munro's Per lb.	
In barrels, about 600 lbs.	0 60¼	0 61
In arsenic wegs, 250 lb. drums	0 61¼	0 62
In 25 lb. drums	0 62¼	0 63
In 1 lb. packets, 100 lbs. in case	0 64¼	0 65
In ½ lb. packets, 100 lbs. in case	0 66¼	0 67
In 1 lb. tins, 100 lbs. in case	0 66¼	0 67

Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PUTTY	Montreal Standard	Toronto Less than tons
Bulk, in casks	$5 60	$5 90
Bulk, 100-lb. drums	6 45	6 75
Bulk, 25-lb. drums	6 70	7 00
Bulk, 12½-lb. irons	6 95	7 25
Bladder, in bbls.	7 35	7 65

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2 cwt. advance.
Ottawa prices are 20c, Hamilton 30c London and Windsor 40c per 100 lbs over Montreal quotations.

ROSIN

Barrels, 100 lbs.	$8 00
Less, per lb.	0 10

SHELLAC

Pure White, gal.	5 15
Pure Orange, gal.	4 75

Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Toxite, 1 gal. cans	$3 30
B.H. Vanisher	3 00
Cumoff	3 30
Takof	3 25
O.P.W. Presto	2 75
Lingerwett	2 80-3 25
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
No. 1 Furniture, extra, barrels, $1.16-$1.21 gal.; gal. tins	$1.32-$1.44
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz.	1 40
Depend-on, list	3 50
B.H. Maritime Spar, list	7 90
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.	
Elastilite	3 50
Granitine Floor Finish	3 50
Hydrox Spar	3 65
Sun Varnish	2 60
Sun Spar	4 68
Sun Waterproof Floor	3 40
Jasperite Interior and Exterior	2 65
Jasperite Pale Hard Oil	1 90
Jasperite Indestructo Floor Finish	2 65
Jamieson's Copaline	3 02
M-S Marble-Ite Floor	3 29
M-S Wood-Var	3 29
M-S Double Spar	4 57
M-S Finest Interior	3 86
Elastic Interior	2 64
Mar-not	3 40
Quick Action House	2 4[illegible]
Rexspar	4 62
Sear-Not	3 34
Kyanize Spar	4 95
Kyanize Cabinet Rubbing	3 85
Kyanize Interior	3 85
Luxeberry light	3 85
Luxeberry granite	3 85
Luxeberry spar	4 95
Ramsay's Universal	2 92
Crown Diamond Floor	2 60

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg	0 75
½ gal. package, per pkg	0 40
Coralite, 5-lb. pkgs., white	0 07
Coralite, 5-lb. pkgs., colors	0 07½
B.H. Frescota, 5-lb. pkge., white	7 80
B.H. Frescota, 5-lb. pkge., colors	8 40

F.o.b. Montreal, Toronto.

WASTE	
Cream, Polishing	$0 21½

WHITE

XXX	0 20
XX	0 19
X	0 17½
XC	0 16
Japanese	0 15
XXX Extra	0 19½
XX	0 18¼
XLCR	0 17
X Empire	0 15½
X Press	0 14

COLORED

No. 5	15
No. 1	14
No. 7	13
No. 1A	11½
No. 1B	10½
Fancy	16½
Lion	15
Standard	13½
Popular	12
Keen	10½

Above lines subject to trade discount for quantity.

WAX	Per lb
WAX	Per lb.
C. & B. Floor Wax	$0 40
B.H. Wax	0 40
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 45
Old English	0 58
Johnsons	0 57
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Edwards, lb.	0 40
Ramsay's	0 45
S. & W.	0 54
Crown Diamond	0 45

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls	$2 50

F.o.b. Montreal, Toronto, London.

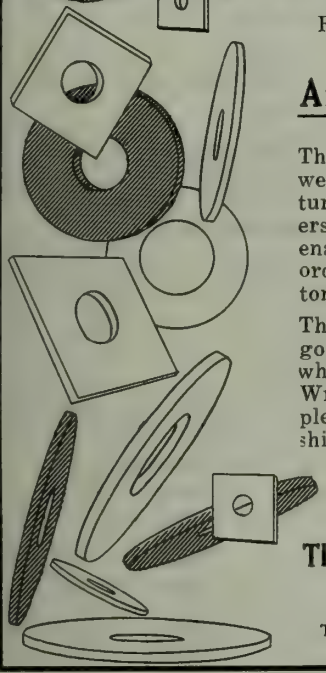
Gilders, bolted, in bbls.	$3 00

WOOD ALCOHOL	per gal.
In five gallons	$1.80-$1.90
In barrels	1.70

$4 extra for barrels
F.o.b Montreal, Toronto, London.

Unimeco

WROUGHT WASHERS



Round and Square, Plain and Galvanized

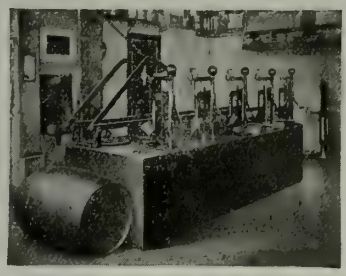
Annealed Rivet Burrs

The unusual high standard we maintain in the manufacture of both Wrought Washers and Annealed Rivet Burrs enables you to offer extraordinary value to your customers.

The "Unimeco" line means good profits and more worth while business for the Dealer. Write us for prices and complete information. Prompt shipments guaranteed.

The Union Iron & Metal Co.
Limited
1951 DUNDAS ST. W.
TORONTO CANADA

Study the Pictures



Profit—Safety—Convenience
With the BOWSER.



Loss—Danger—Inconvenience
Without the BOWSER.

No question about which is preferable

The two illustrations above are from actual photographs and vividly picture the advantages of a Bowser equipped oil room.

You can install this modern equipment and handle your paint oils with profit—safety—and convenience, and know that in the Bowser you get the best that money, expert workmanship and the experience of 32 years can produce.

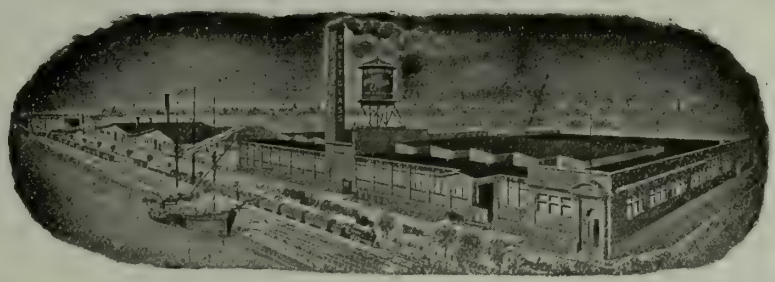
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S. F. BOWSER & CO.
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Sales Offices In All Centres
Representatives Everywhere

BOWSER
Paint Oil Storage Systems

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regale Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 26c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Dougle Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $11.25 per 100 lbs.

BAR IRON

Bar Iron—$5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 15-2½%.

Agricultural or No. 1 leather belting, 30-10-7½% off list.

Standard, 27-10% off list. Extra 27%.

"The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.60 per lb.; cut, $1.80 per lb.; rawhide, sides, $1.55; cut, $1.75.

Blue Stone (Vitriol), 11¾c.

BOLTS

Carriage, ⅜ and smaller, up to 6 incr, 20%; over 6 inch, 10%; 7-16 inch and larger, net list, machine, ⅜ and under, up to 6 inch, 25%; over 6 inch, 15%; 7-16 and over, 5%; machine set screws, 20%; plough bolts, 10%; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $19.20; ¼, $16.25; 5-16 in., $13.75; ⅜, $12.75; 7-16, $12.35; ½, $12.25; 9-16, $12.25; ⅝, $12.00; ¾, $11.65; 1 in., $11.40; Logging, 5-16 in., $15.55; ⅜, $14.55; ½, $14.05; tie-out, 47½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 85
Lookout	1 75
Sleepmeter	1 85

COPPER

Sheet and planished copper, 75c per lb. Tinned, 65c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 76 lb.

DRILLS

Bit stock, 37½%; Blacksmith, ½ in. round shank, 25%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.85; 10 in., $7.60; 12 in., $8.95

Conductor pipe, 2 in., per 100 ft., $8; 3 in., $9.65; 4 in., $12.75.

ENAMELWARE

See Wares.

FILES

Globe	Discount 40-5%
Nicholson Gen.	Discount 30%

FITTINGS—Malleable.

Class A	60%
Class B and C, off new list	60-10%
Bushings	10%
Unions	25%
Nipples 4" and under	40%

FORMALDEHYDE

400-lb. bbls., 51c lb.; 200-lb. bbls., 52c lb.; 100-lb. bbls., 53c lb.; 10-lb. jugs, $5.50 each; 5-lb. jugs, $2.90 each; 2-lb. jugs, $1.25 each.

GALVANIZED WARE

See Wares

GLASS, WINDOW

	Single	Double
Up to 25 in.	$15 50	19 50
26 to 40	16 50	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	21 50	27 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 05
Cold Blast, regular	1 05

GRINDSTONES

Per 100 lbs., $3.50.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 15% off.

Corrugated Strap Hinges — 4, $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherweight, $9.95.

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$10 50
28 Am. or 26 Eng.	10 10
26 Am. or 26 Eng.	9 80
24	9 65
22	9 65
18 and 20	9 50
16	9 35

IRONS, SAD

Common Sad Irons, 8 lbs., 11c uer lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$2 00
Mrs. Pott's No. 50, set	2 15

Mrs. Pott's common and iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $14.40.

LEAD WASTE, $15.40.

LATCHES—THUMB, STEEL

	Doz.
2	$1 90
3	2 50
4	5 25
Barn Door	
5	2 95
8	3 20
9	5 50

LINSEED OIL

See weekly report

MACHINES—WASHING

	Each
Dowswell	$6 35
New Century B	11 65
New Idea	13 00
Snowball	9 75

MATTOCKS

Pick, $13.85; cutter, $13.85.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in
Woodyatt	$8 50	$9 00
Empress	11 00	11 50
Daisy	6 60	.....
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $5.35 base; Winnipeg, $5.85 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	$6 30
30 in.	7 65
36 in.	9 00
2 in. mesh x 24 in.	3 05
30 in.	3 60
36 in.	4 20
48 in.	5 60
60 in.	6 95
72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.75; 36 in., $6.10; 48 in., $7.25; 60 in., $8.50; 72 in., $9.75.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c. Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 52c.

PAINTS

Stephens' Out White, $4.45; Stephens' House, $4.20; Stephens' Floor, $3.40; Silkstone, $3.40; Stephens' Barn Paint, $1.85.

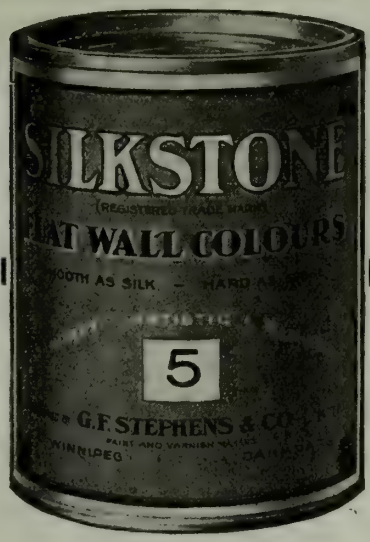
POLISH

O'Cedar —

	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	$2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page)

Smooth as Silk



Hard as Stone

Silkstone Flat Wall Colors

This is a seasonable time of the year for pushing sales on interior paints.

Silkstone Flat Wall Colours are meeting with an ever-increasing demand on account of the immediate and universal satisfaction they give. The colours present a soft, pleasing finish, can be washed with soap and water, a distinct advantage over Kalsomine. You can make many additional sales by recommending *Silkstone*. It's superior and more sanitary then wall paper. A guarantee of satisfaction with every can.

Stephens' Special Wall Size

Here is the sizing to sell when the best of results are desired, stops suction with one coat, can be used under any material and on all kinds of plaster walls, patent wall boards, etc. The most economical and satisfying sizing to use as a priming coat for *Silkstone Flat Wall Colours*. A profitable line for every dealer.

The service we render and the quality of our products are big aids to the development of the hardware dealer selling Stephens' Paints.

Write for our agency proposition.

G. F. STEPHENS & CO., LIMIIED - WINNIPEG & CALGARY
PAINT AND VARNISH MAKERS

Economical *Superior*

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 ft.	Black	Galv.
¼ inch	$ 5 40	$ 7 74
⅜ inch	5 50	7 88
½ inch	7 38	9 10
¾ inch	9 32	11 60
1 inch	13 77	17 20
1¼ inch	18 63	23 22
1½ inch	22 28	27 77
2 inch	30 00	37 40
2½ inch	48 10	59 80
3 inch	63 87	78 20
3½ inch	81 80	.....
4 inch	96 90	.....
4½ inch	113 00	.....
5 inch	131 40	.....
6 inch	171 00	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $9.25; full polished, ...; 18 x 24, half polished, $9.25; full polished, ... 20 x 28, half polished, $9.50; full polished, ...

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 15%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 26¼c base; pure Manila, 30c base; British Manila, 28¼c base; lath yarn, 26¼c base; African hemp, 28¼c base; cotton rope, ¼ and over, 71c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90

B. & A.—

00, 0	$0 37	$6 75
½	0 40	7 15
1	0 45	8 10
1½	0 52	9 45
2	0 60	10 90
2½	0 70	12 50
3	0 80	14 30

SASH BALANCES (Caldwell).

10% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 25%. Set Screws, 20%.

SCYTHES—

	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—

No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—

	Doz.
Grand Rapids, Nic.	$101 00
Household, Jap.	91 00
Superba, Nic.	117 00

F.o.b. Jobbers' Warehouse, Winnipeg. Prices guaranteed by manufacturers against their own decline to June 30, 1919.

STEEL SHEETS, BLACK

10 gauge	$7 65
12 gauge	7 65
14 gauge	7 70
16 gauge	7 75
18-20 gauge	8 30
22-24 gauge	8 35
26 gauge	8 40
28 gauge	8 50

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., $15.05 per doz.; D.H. Rd. Pt., $15.05 per doz.; L.H. Sqr. Pt., $15.05; L.H. Rd. Pt., $15.05; Bulldog & Jones, D.H., Rd. Pt., $16.30; D.H. Sqr. Pt., $16.30; L.H. Rd. Pt., $16.30; L.H., Sqr. Pt., $16.30; L.H., Rd. Pt., $16.30; Black Cat and Crescent Scoops—No. 4, $19.00 doz.; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50; Moose & Jones Scoops, No. 4, $19.90; No. 6, $20.90; No. 8, $21.40.

SOLDER. Per pound, 50 to 51.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $6.05 at Fort William, $6.45 Winnipeg; galvanized staples, $6.85 Fort William, $7.25 Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes $5.50 base. Band steel, $5.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

15% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 10%.

TIN AND TERNE PLATE—

20 x 28 I.C. box	$23 50
20 x 28 I.X. box	27 00
20 x 33 I.C. box	28 50
20 x 33 I.X. box	32 50
Terne plates	24 00

TRAPS, GAME—

	Victor	H.& N.	Jump
No. 0	$1 95	$....	$....
No. 1	2 30	3 60	3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 75	10 00	....

TUBS—

	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply, cones	$0 72
Cotton, 3-ply, balls	0 76
Cotton, 4-ply, cones	0 75
Cotton, 4-ply, balls	0 79

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40% discount.

Colonial, Imperial, Pearl, 0% discount.

Premier, Canada, Diamond, plus 12½%.

Whiteware, 40% discount.

Japanned Ware, list, plus 40%.

Japanned Ware, white, list, plus 50%.

Japanned Sprinklers, list, plus 40%.

Stamped Ware, plain, 40% discount.

Stamped Ware, ret'd, 33 1/3% discount.

Pieced Tinware, ordinary, list, plus 65%.

Pieced Tinware, copper bottoms, list, plus 85%.

Sheet Iron Ware, list, plus 30%.

Light Galv'd Pails and Tubs, list, plus 40%.

Heavy Galv'd Pails and Tubs, plus 30%.

Jap. Coal Hods, list, plus 50%.

Galv'd Coal Hods, list, plus 60%.

WASHERS—

Iron, small lots, 33% off list plus $1.50; full boxes, iron, 33 1/3% off list plus $1.00.

WHITE LEAD—

Decorators' pure, ton lots, $16.90; less than ton lots, $17.25.

WIRE, BARB—

Lyman, 4-point, $5.05 Winnipeg; Glidden Cattle, 2-pt., $5.10 Winnipeg; Baker, 2-pt., $4.80 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; plain galvanized; Winnipeg, No. 9, $6.00; No. 12, $6.15; coil spring, Winnipeg, No. 9, $6.05; No. 12, $6.20.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN—

Bale ties, 14 gauge, single loop $7.65 Winnipeg; $7.25 Ft. William. Brass snare wire, per lb., 80c.

WIRE, ANNEALED—

No. 9, $6.75; 10, $6.80; 12, $6.95; 14, $7.15; 15, $7.25; 16, $7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 6 70
8 in.	8 00
10 in.	9 40
12 in.	12 00
15 in.	16 80
Perfect Handle—	
6 in.	15 00
8 in.	18 00
10 in.	21 00
12 in.	27 00
15 in.	36 00
18 in.	48 00

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$ 1 05
8 in.	1 20
10 in.	1 80
14 in.	1 85
18 in.	2 60
24 in.	3 80
36 in.	7 05
Trimo—	
10 in.	$1 50
14 in.	2 10
18 in.	3 00
24 in.	4 35

	Dozen	
Always Ready—	Black	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS—

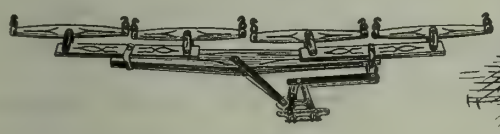
Eze, $62.55 per doz.; Reliance, $78.70 per doz.; Emperor, $105.90.

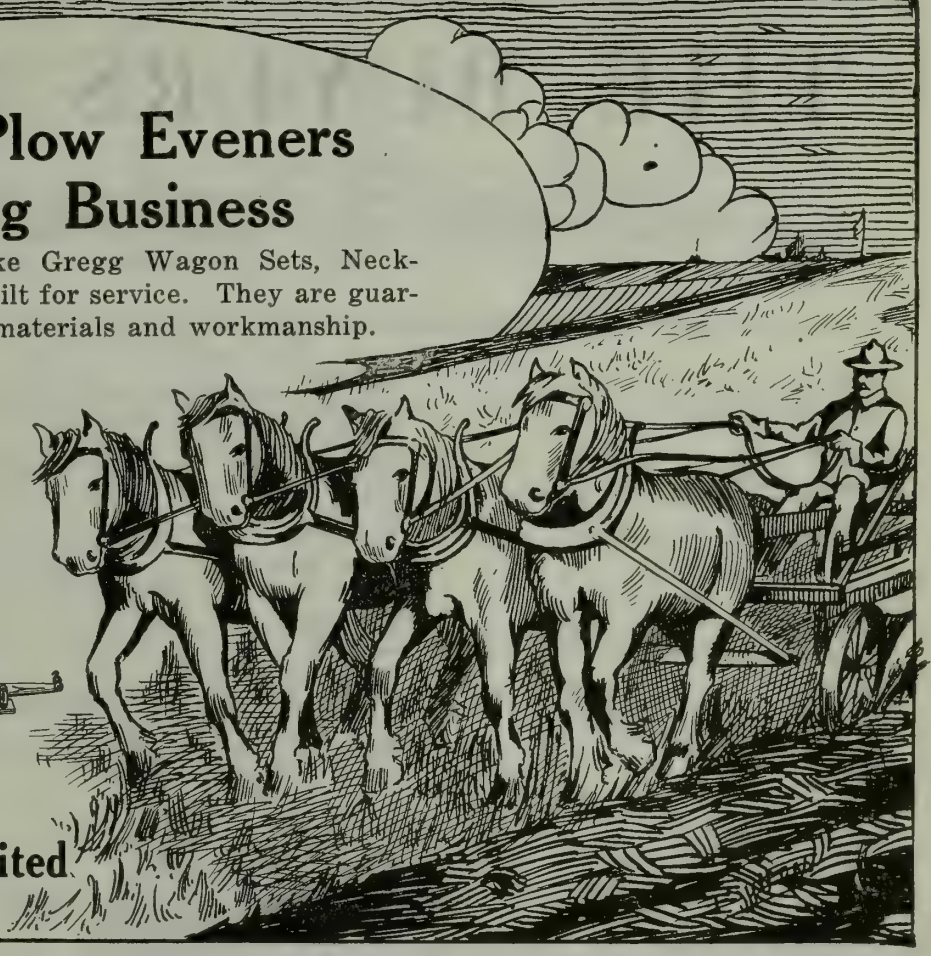
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Gregg Plow Eveners, like Gregg Wagon Sets, Neck-yokes and Hitches, are built for service. They are guaranteed against defective materials and workmanship.

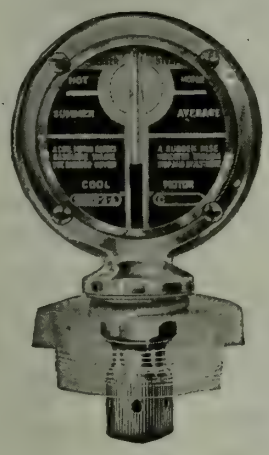
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It is Cheaper to Prevent Trouble than to Cure it

The BOYCE MOTOMETER installed on a car insures safety in operation. No driver, not even an expert, can absolutely guess at motor temperatures. And a Boyce Motometer installed on a car absolutely demonstrates this fact the first day it is installed.

It immediately detects motor troubles, such as overheated engines, lack of oil, radiator leaks, any defects in the circulating systems, improper carburetor adjustment, and like troubles, and gives warning in ample time to avoid serious injury, with its consequent expensive repairs.

WHEN THERE IS TROUBLE THE MOTOMETER SAYS—STOP!

Send for descriptive booklet, "What Every Car Owner Should Know," and complete information.

GREAT WEST ELECTRIC CO., LIMITED
WINNIPEG

Distributors of Laco Tungsten and Nitro Lamps

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Plewes, Ltd., Winnipeg, Man.

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Canadian Asbestos Co., Montreal, Que.

Asbestos Pipe Coverings
Canadian Asbestos Co., Montreal, Que.

Ash Sifters
Furnival & Co., Toronto.
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Ankle Supports
Owen Sound Steel Press Works, Owen Sound, Ont.

Auto Accessories, Equipment and Supplies (Jobbers)
Auto Accessories Ltd., Winnipeg, Man.
J. E. Beauchamp & Co., Montreal, Que.
Canada Sales Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
North American Hardware Co., Ltd., Montreal.
Prairie Motor Sales Co., Moose Jaw, Sask.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Toronto.

Auto Accessories, Equipment and Supplies (Manufacturers)
Air-Tite Mfg. Co., St. Thomas, Ont.
W. H. Banfield & Sons, Ltd., Toronto.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
Barcalo Mfg. Co., Buffalo, N.Y.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
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Gutta Percha & Rubber Ltd., Toronto.
The Lockwood-Ash Motor Co., Jackson, Mich.
Line, Kimball Co., Moose Jaw, Sask.
Metal Specialties Mfg. Co., Chicago, Ill.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
Will B. Lane, Chicago, Ill.
Perfection Sanitary Brush Co., Toronto.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
Kinsinger, Bruce & Co., Niagara Falls, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties Co., Hamilton, Ont.

Automobiles
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Automobile Parts
Kinzinger, Bruce & Co., Ltd., Niagara Falls, N.Y.
McKinnon Industries, Ltd., St. Catharines, Ont.

Awnings
J. J. Turner & Co., Peterboro, Ont.

Axes
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Foundries & Forgings, Brockville.
Can. Warren Axe & Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Babbitt Metal
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton

Barb Wire
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Bars and Racks, Clothes
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Liners
J. N. Warminton & Co., Montreal, Que.

Batteries, Dry
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.

Batteries, Flashlight
The Can. National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Toronto, Ont
Usona Mfg. Co., Inc., Toledo, Ohio.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
Kinzinger, Bruce & Co., Ltd., Niagara Falls.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
Wentworth Mfg. Co., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.

Brake Lining
Thermoid Rubber Co., Trenton, N.J.
Haddow Brokerage Co., Montreal, Que.

Brass Goods
Haddow Brokerage Co., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Williams Bros. & Piggott, Ltd., Birmingham.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Conveyor
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.
Plewes, Ltd., Winnipeg, Man.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.
Samuel Trees & Co., Toronto, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
London Bolt & Hinge Works, London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Wilkinson & Kompass, Hamilton.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boxes, Tin
A. R. Whittal Can. Co., Ltd., Montreal, Que.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal, Que.

Butchers' Tools
Haddow Brokerage Co., Montreal, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain Conn.

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Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Perfection Sanitary Brush Co., Toronto.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brooms
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

Buckles, Harness and Trunks
McKinnon Industries, Ltd., St. Catharines, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
R. Johnson, Slapham & Morris, Ltd., Manchester, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
Peterboro Lock Mfg. Co., Ltd., Peterboro, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Canoes and Boats
Canadian Canoe Co., Peterborough, Ont.
Peterborough Canoe Co., Peterborough, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
Cannon Oiler Co., Keithsburg, Ill.

Caps for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpenters' Tools
Haddow Brokerage Co., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Casseroles
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cement, Rubber

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Folding
J. E. Beauchamp & Co., Montreal, Que.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
McKinnon Industries, Ltd., St. Catharines, Ont.

Choppers, Ice
The Haddow Brokerage Co., Montreal, Que.
L. & I. J. White Co., Buffalo, N.Y.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Clippers
Chicago Flexible Shaft Co., Chicago, Ill.

Closets
Wakyte Mfg. Co., Ltd., Winnipeg, Man.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Lines
Coleman Fare Box Co., Toronto.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Stratford Mfg. Co., Ltd., Stratford, Ont.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Coopers' Tools
Haddow Brokerage Co., Montreal, Que.

Coping Saws
Thos. Birkett & Son Co., Ltd., Ottawa.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Cooking Ware
Corning Glass Works, Corning, N.Y.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Crocks, Butter
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Crucibles
Canadian Asbestos Co., Montreal, Que.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers' Sons & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Curry Combs
The Burrow, Stewart & Milne, Ltd., Hamilton, Ont.

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville.

Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Diaphragms Rubber

Dies, Stocks, Etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. Co. of Canada, Galt.

Disinfectants
J. E. Beauchamp & Co., Montreal, Que.

Display Racks and Stands
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

Doors
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.

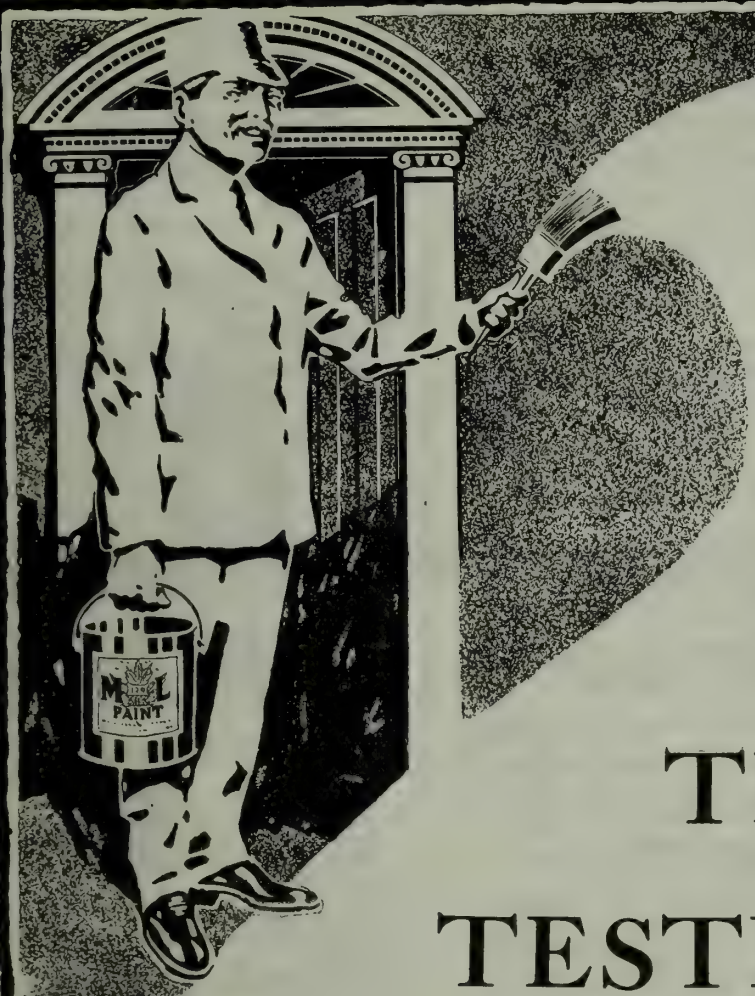
Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons, Birmingham, Eng.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

Doubletrees
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.



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CANADA

THE BUYERS' GUIDE

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drop Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies. Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Oellette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man
The Hessco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Usona Mfg. Co., Toledo, Ohio.

Electric Supplies
W. H. Banfield & Sons, Ltd., Toronto.
The Hessco Electric Mfg. Co., Toronto, Ont.

Emery
Dominion Glue & Emery Co., Montreal, Que.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass.
British America Paint Co., Ltd., Victoria, B.C.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
DesRochers, Ltd., Montreal, P.Q.

Eveners for 2, 3, 4, 6 and 8 Horses
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Excelsior
Rankin & Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Garanoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
H. W. Johns-Manville Co., New York.
Northern Electric Co., Montreal.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Canada Foundries & Forgings, Brockville

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton

Fenders for Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Files
E. C. Atkins Co., Hamilton, Can
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal
Wilkinson & Kompass, Hamilton.
DesRochers, Ltd., Montreal, P.Q.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass

Fire Appliances and Liquids
Pyrene Mfg. Co., Ltd., Montreal, Que

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson Iver Arms & Cycle Works, Fitchburg Mass.

Fire Door Fittings
Ullith Mfg. Co., Ltd., Hamilton, Ont
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Department Supplies
Canadian Consolidated Rubber Co., Montreal
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fireplace Fixtures
Stover Mfg. & Engine Co., Freeport, Ill.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Scythes & Co., Ltd., Toronto, Ont.
Finnie & Murray, Ltd., Winnipeg, Man.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Specialties
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont.

Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.

Forgings, Drop
McKinnon Industries, Ltd., St. Catharines, Ont

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Furnaces
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Fdry. & Machine Co., Ltd., Moncton, N.B.
Saunders & Co., Montreal, Que.

Fruit Jars
Dominion Glass Co., Ltd., Montreal.
Walter Woods & Co., Hamilton.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.

Fuses, Electric
The Hessco Electric Mfg. Co., Toronto.

Fuses, Electric, Refillable
The Clemens Electrical Corporation, Hamilton.

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Flanges for Wheels
McKinnon Industries, Ltd., St. Catharines, Ont

Flag Holders
J. E. Beauchamp & Co., Montreal.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanizers
McKinnon Industries, Ltd., St. Catharines, Ont.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
R. & S. H. Thompson & Co., Ltd., Montreal, Que
Winnipeg Ceiling & Roofing Co, Winnipeg.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garden Seats
J. E. Beauchamp & Co., Montreal.

Garage Hardware
Ullith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Garages
Pedlar People, Ltd., Oshawa, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal
The Steel Co. of Canada, Ltd., Hamilton, Ont

Galvanized Iron Cornices
Pedlar People Ltd., Oshawa, Ont.

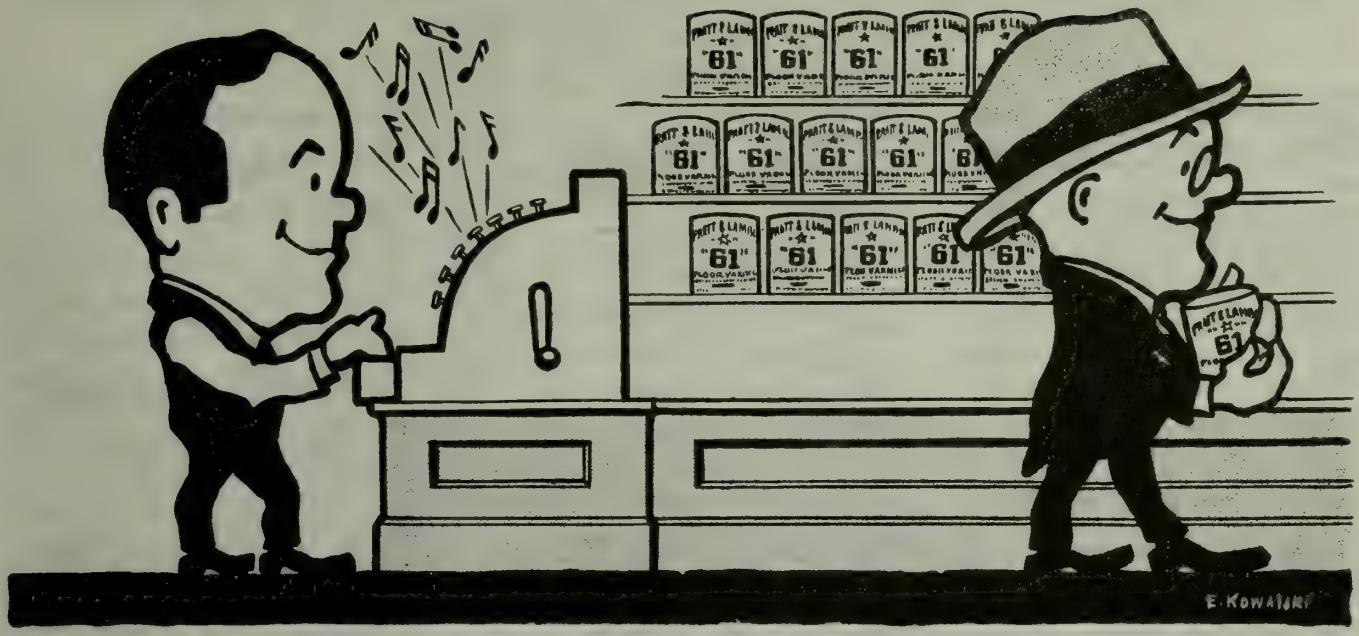
Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.



It's Music to their Ears!

THE "Song of the Sale" bursts forth early and often from the P&L dealer's cash register, because his store is identified with that 24 carat, quick-sale line — "61" Floor Varnish in Colors!

It's music to the ears of the dealer because it means a quick turnover! It's music to the ears of the customer because he knows he is getting one hundred cents worth of durable, satisfaction-giving varnish for every dollar he invests.

"61" in Colors is the same reliable "61" Floor Varnish that has made good with P&L dealers and consumers for 30 years. It is backed up with a nation-wide advertising campaign to increase its already far-reaching popularity.

Let this advertising boost your store and link it up with that 70-year-old P&L reputation for quality varnishes. Write today for full particulars of Introductory Assortment.

PRATT & LAMBERT-INC.
VARNISH MAKERS 70 YEARS
24 COURTWRIGHT ST., BRIDGEBURG, ONT.
FACTORIES
BRIDGEBURG, ONTARIO

NEW YORK BUFFALO CHICAGO
LONDON PARIS SYDNEY

"61" FLOOR VARNISH

for Floors, Furniture and all Woodwork

Now made in Eight Colors

THE BUYERS' GUIDE

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
J. H. Williams & Co., Brooklyn, N.Y.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glasses, High Pressure
The Strong Machinery & Supply Co., New York, N.Y.

Gauges, Water (Standard Extra Heavy Automatic
The Penberthy Injector Co., Ltd., Windsor, Ont.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
The Johnston Brokerage Co., Pittsburgh, Pa.
A. Ramsay, Son & Co., Montreal.
Sanderson-Pearcy Co., Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.

Glue Pots, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Glue, Sheet and Ground
Canada Glue Co., Brantford, Ont.
DesRochers Ltd., Montreal, Que.
Dominion Glue & Emery Co., Montreal, Que.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves
American Pad & Textile Co., Ltd., Chatham, Ont.
Hamilton-Carhartt Co., Toronto.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Poison
Kill-em-Quick Co., Regina, Sask.
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

Granaries, Portable, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg.

Graphites
Canadian Asbestos Co., Montreal, Que.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Guns
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd., Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Wks., Buffalo, N.Y
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Wks., Buffalo, N.Y
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.

Hames, Steel and Iron
McKinnon Industries, Ltd., St. Catharines, Ont.

Hammocks
Galt Robe Co., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles, Canthooks and Peevies
West-Woods, Ltd., Winnipeg, Man.

Handles, Chest and Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hangers, Door
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canada Steel Goods Co., Hamilton, Can.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Hangers, Barn Door
Allith Mfg. Co., Ltd., Hamilton, Ont.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Can.
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling Ill.
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Harness
Samuel Trees & Co., Toronto.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
Belleville Hardware Mfg. Co., Belleville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Coleman Fare Box Co., Toronto.
Lyons & Marks, Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling Ill.
North American Hardware Co., Ltd., Montreal Que.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
McKinnon Industries, Ltd., St. Catharines, Ont.

Hatchets
Canada Foundries & Forgings, Ltd., Brockville
Haddow Brokerage Co., Montreal, Que.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Electric
Chicago Flexible Shaft Co., Chicago, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Stover Mfg. & Engine Co., Freeport, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont
National Mfg. Co., Sterling, Ill.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., Ltd., St. Marys, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Plewes Ltd., Winnipeg, Man.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.

Hooks for Logging Chains
McKinnon Industries, Ltd., St. Catharines, Ont.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hubs for Ford Cars
McKinnon Industries, Ltd., St. Catharines, Ont.

Hub Caps
McKinnon Industries, Ltd., St. Catharines, Ont.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Ingersoll Watches
R. H. Ingersoll & Bro., Montreal, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto
Th Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Insecticides
The McDougall Bros., Ltd., Manchester, Eng.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Ironing Boards and Tables
J. E. Beauchamp & Co., Montreal.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Iron, Corrugated
Canada Metal Co., Toronto.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

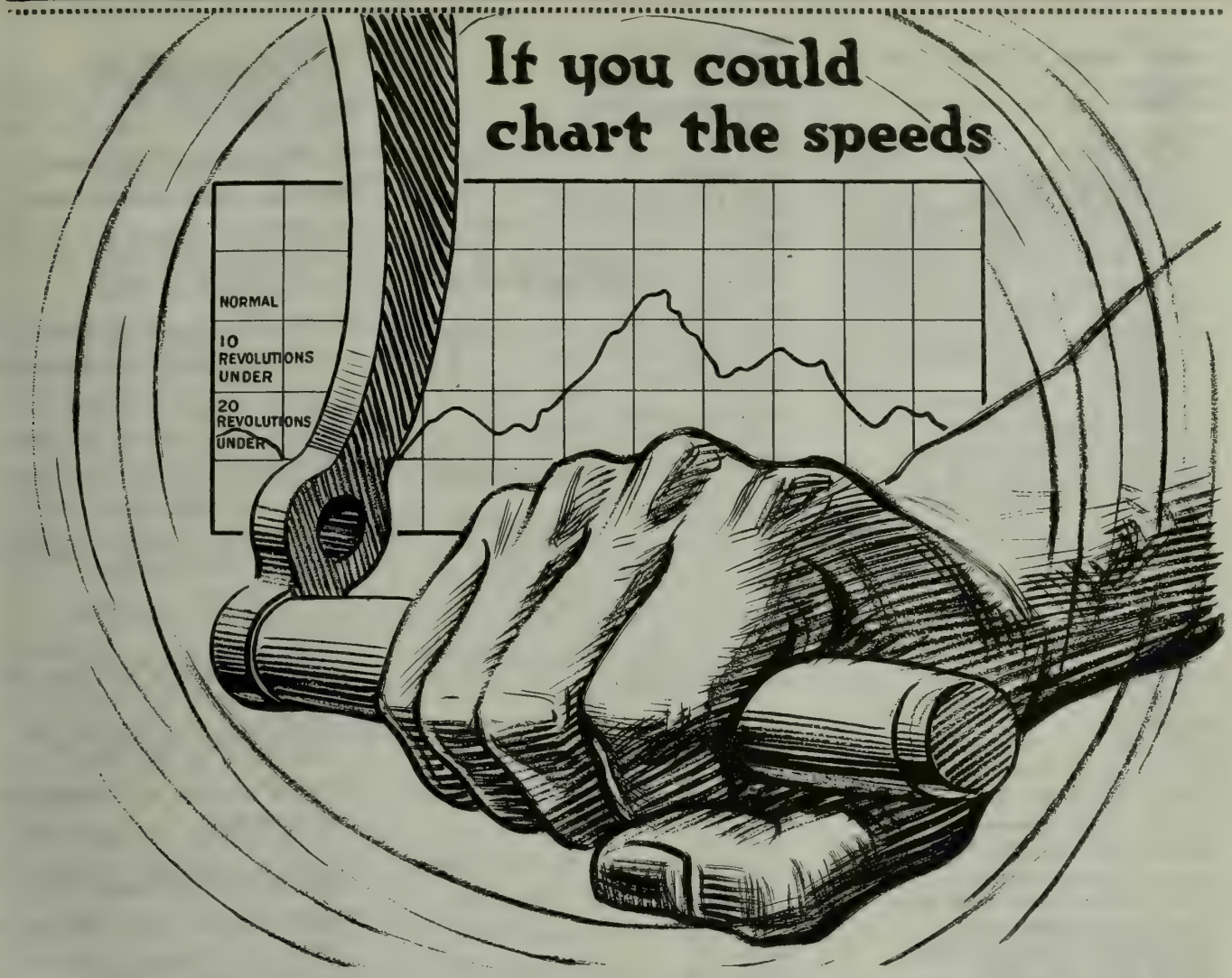
Jardinieres
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Jugs
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Kalsomine
British America Paint Co., Ltd., Victoria, B.C.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.



Around and Around and Around!

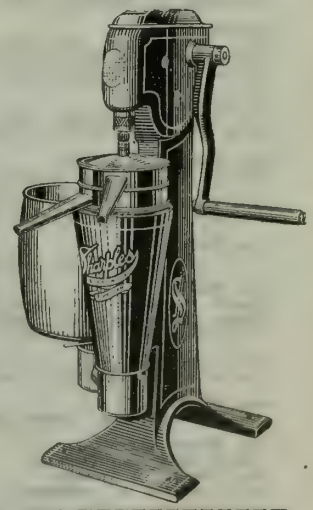
No human hand can keep up a fixed normal speed.

If every owner of a fixed feed separator—especially those who think they are skimming clean—could see a chart of the great variation in speed during one week's separation, they would be amazed. The chart would show that practically all the time the separator was being turned below speed and wasting butterfat. Actual tests prove that 95% of all separators are turned below speed most of the time, and all separators are turned below speed some of the time. No matter how careful you are, it is humanly impossible to turn at a fixed speed, day in and day out. Speedometers, bells and other contraptions only show how wasteful fixed feed separators are.

SHARPLES SUCTION-FEED CREAM SEPARATOR

SKIMS CLEAN AT ANY SPEED.

Every progressive dealer will be interested in the above reproduction of a Sharples advertisement to dairymen and farmers. It points the way to greater sales; it proves the weakness of the fixed feed separator; it shows why the thrifty farmer is eager to know about the Sharples. Take advantage of it thru a Sharples Dealer Contract. There's a big idea behind a Sharples contract. Find out about it. Write nearest office.



THE SHARPLES SEPARATOR CO., Toronto, Ont. Regina, Sask.

Sharples Milker—the ONLY milker with a squeeze.

THE LOUNSBURY CO. Newcastle, N. B. — Distributors through all their branches. — J. CLARK & SON Fredericton, N.B.

"Over 2,425,000 Sharples Separators in daily use."

THE BUYERS' GUIDE

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extention, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.
Otterville Mfg. Co., Ltd., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.

Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.
North American Hardware Co., Ltd., Montreal

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.
North American Hardware Co., Ltd., Montreal, Q.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.
North American Hardware Co., Ltd., Montreal.
Feverlight Co., Winnipeg, Man.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.
Schultz Mfg. Co., Hamilton, Can.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Lawn Swings
J. E. Beauchamp & Co., Montreal.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Taylor-Forbes Co., Guelph, Ont.

Lawn Sprinklers
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

Leather Belting and Soles
Plewes Ltd., Winnipeg, Man.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Leather Dashes and Fenders
McKinnon Industries, Ltd., St. Catharines, Ont.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lighting Systems, Store
Benjamin Electric Co., Toronto.

Lighting Fixtures, Store
Benjamin Electric Co., Toronto.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Canada Linseed Oil Co., Ltd., Montreal and Toronto.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
Peterboro Lock Mfg. Co., Peterboro, Ont.

Logging Chain Hooks
McKinnon Industries, Ltd., St. Catharines, Ont.

Lugs for Silos
McKinnon Industries, Ltd., St. Catharines, Ont.

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machinists' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

Malleable Iron Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Malleable for Carriages
McKinnon Industries, Ltd., St. Catharines, Ont.

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Marine Supplies
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

Metallic, Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Menders, Utensils
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
North American Hardware Co., Ltd., Montreal.
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Mirrors
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Neckyokes
McKinnon Industries, Ltd., St. Catharines, Ont.
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Oarlocks
McKinnon Industries, Ltd., St. Catharines, Ont.

Nipples
The Steel Co. of Canada, Ltd. Hamilton, Ont.

Nipples for Radiators
McKinnon Industries, Ltd., St. Catharines, Ont.

Oakum
Canadian Asbestos Co., Toronto, Ont.
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

Oil, Coal
Imperial Oil Co., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos Davidson Mfg. Co., Ltd., Montreal.
The Gilbert & Barker Mfg. Co., Springfield, Mass.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Stains
British America Paint Co., Ltd., Victoria, B.C.

Oil Storage and Distributing Systems
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Orange Dorinders
J. E. Beauchamp & Co., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
McGregor, Banwell Fence Co., Ltd., Walkerville.

THE HOT-FLO ELECTRICAL FAUCET

Now Ready For You



Instantly heats water electrically. Turn of the faucet controls both water and electric current.

This will be welcome news for the many users and dealers who have been trying to secure this remarkable device during the past year.

The war caused unexpected difficulties in quantity production, but they have been overcome and the result is a faucet, in unlimited numbers, that has a greater capacity and is more durable than the original model.

The New Hot-Flo Sells for $12

Send check for one and try it yourself. It will please you as it does every one who has seen it.

Electrical Products Corporation

OF CANADA

120 St. James St., Montreal, Canadian Distributors

SHIRLEY, TAYLOR, SMITH

152 Bay St., Toronto Distributors

J. T. BLYTHE, 358 Franklin St., Ottawa Distributors

THE BUYERS' GUIDE

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.
British America Paint Co., Ltd., Victoria, B.C.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., St. John, N.B.

Paint, Copper
British America Paint Co., Ltd., Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paint Oil Storage and Handling Systems
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
Walter Woods & Co., Hamilton.

Paper, Wrapping
Walter Woods & Co., Hamilton.

Packing Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Patches
W. C. Wood Co., Minneapolis, Minn.

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.

Percolators, Coffee
Canadian General Eletric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Piston Rings
The Ever Tight Piston Ring Co., St. Louis, Mo.

Piston Rod Packing
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestos Co., Montreal, Que.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg Mass.

Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.

Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal

Pipe, Galvanized, Conductor
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg

Pipe, Lead
Canada Metal Co., Toronto
Heyt Metal Co., Toronto
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto

Planters, Corn
Otterville Mfg. Co., Otterville, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Barcalo Mfg. Co., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Plumbers' Tools
Barcalo Mfg. Co., Buffalo, N.Y.
J. H. Williams & Co., Brooklyn, N.Y.

Planes
Caverhill, Learmont & Co., Montreal
Stanley Rule & Level Co., New Britain, Conn.

Polishes, Auto and Furniture
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pony Kars
J. E. Beauchamp & Co., Montreal, Que.

Post Hole Diggers
Otterville Mfg. Co., Otterville, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.

Powder, Gun
Hercules Powder Co., Delaware.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Pumps, Hand and Power for Paints, Oil and Gasoline
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Pumps, Curb, for Oil and Gasoline
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
Canada Foundries & Forgings, Brockville
Stover Mfg. & Engine Co., Freeport, Ill.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
Rapid Radiators, Limited, Toronto, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal

Radiolite Watches
R. H. Ingersoll & Bro., Montreal, Que.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto
The Toronto Lock Mfg. Co., Toronto, Ont.

Rakes
Coleman Fare Box Co., Toronto.
Ward & Payne, Sheffield, Eng.

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Sheffield, Eng.

Reamers
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Rivets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter Bulloch Co., Gananoque
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Roofing Cement and Paint
The Alpine Chemical Co., Ltd., Toronto.

Roofing, Ready
Bird & Son, Hamilton, Can.
Bishopric Wall Board Co., Ltd., Ottawa Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.

Rope Grips
Coleman Fare Box Co., Toronto.

Rope
Plymouth Cordage Co., North Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Resin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Fred Smith, Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Spring Joint
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Saddlery Hardware
McKinnon Industries, Ltd., St. Catharines.

Saws, Crosscut and Band
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Sawset
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Fry's (London), Limited, London, Eng.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Victor Saw Works, Hamilton, Ont.

Scales
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canadian Fairbanks-Morse Co., Ltd., Montreal
Renfrew Machinery Co., Ltd., Renfrew, Ont.

Scales, Machinists'
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.



Before



After

"BEFORE"—To the stove dealer, this reproduction illustrates a familiar sight—the old stove that you allowed your customer a few dollars for in the deal for a new one.

Now, the question arises in your mind, "Shall I dump it in the junk heap, or put it in shape to sell again at an attractive profit?"

You have the extra fittings to put the inside in good order, and we have the equipment and expert workmen to put all nickel trimmings in the same condition as when new, and at a small cost.

What are the net results?

1. You are in a position to allow your new stove customer more money for his old stove—he is thoroughly satisfied.

2. When you and us convert this old stove into practically a new one, as shown above as "AFTER," you will have a "most as good as new" stove to sell to a customer at a medium price—he will be absolutely satisfied.

3. Now you have made two sales instead of one—have two satisfied customers instead of one—have made two profits instead of one, and you are satisfied.

4. Now, remove all the nickeled trimmings from the old stoves you have on hand, wrap in old newspapers and pack securely in a box and send them along to us—we will make them look like new at a trifling cost, and we will be satisfied.

5. Up to now everybody is satisfied, and you can feel that you have conserved instead of wasted.

We have been rendering this service for years and have scores of satisfied customers.
We have recently doubled our capacity and can give you quick delivery.
On receipt of your shipment of fittings we will quote prices for your approval.

THE FLEXIBLE CONDUIT CO., LIMITED

GUELPH, CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.

THE BUYERS' GUIDE

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.

Saws, Crosscut and Band
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Windows
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.
J. E. Beauchamp & Co., Montreal, Que.

Gorden Seats
J. E. Beauchamp & Co., Montreal, Que.

Seats, Fibre
J. E. Beauchamp & Co., Montreal, Que.

Separators
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
B. & S. H. Thompson, Montreal, Que.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can

Shovels, Snow
J. E. Beauchamp & Co., Montreal, Que.
Coleman Fare Box Co., Toronto.

Shingle Stains
The Alpine Chemical Co., Ltd., Toronto.
British America Paint Co., Ltd., Victoria, B.C.
Sturgeons, Ltd., Toronto.

Sifters, Ash
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont

Silver Plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Solder
J. E. Beauchamp & Co., Montreal, Que.
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Sleighs
J. E. Beauchamp & Co., Montreal, Que.

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.
Soren Bros., Toronto, Ont.

Soldering Paste
Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Anglo-Canadian Leather Co., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

Soot, Destroyer
Canada Witch Co., Ltd.
Moncrieff & Endress, Ltd., Winnipeg, Man.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.

Spark Plugs
The Can. National Carbon Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Jun
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1684 St. Urbain St., Montreal
Hyslop Bros., Toronto
The Lockwood-Ash Motor Co., Jackson, Mich.
Northern Electric Co., Ltd., Toronto
The Royal Canadian Specialties, Hamilton.
Sharp Spark Plug Co., Cleveland, Ohio.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sporting Goods
J. E. Beauchamp & Co., Montreal, Que.

Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal
Eureka Planter Co., Woodstock

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Sturgeons, Ltd., Toronto.

Stampings
Coleman Fare Box Co., Toronto.
Wentworth Mfg. Co., Ltd., Hamilton, Ont

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Stoneware
Medalta Stoneware, Ltd., Medicine Hat, Alta.

Store Fixtures
Cameron & Campbell, Toronto.

Stoves
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal
Enterprise Foundry Co., Sackville, N.B.
Gurney Foundry Co., Toronto
Merchants Hardware Specialties, Ltd., Calgary
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.
Royal Fireless Cooker Co., Ottawa, Ont.

Stoves, Gas and Coal
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

Steel, Cold Rolled Band
J. E. Beauchamp & Co., Montreal, Que.
J. N. Warminton & Co., Montreal, Que.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Merchants Hardware Specialties, Ltd., Calgary
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Hamilton

Steel Wagon Hardware
McKinnon Industries, Ltd., St. [illegible] Ont

STUCCO BOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sweat Pads
American Pad & Textile Co., Chatham
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Tacks
Steel Co. of Canada, Ltd., Hamilton, Ont.

Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont
R. McDougall Co., Ltd., Galt, Ont.

Tanks, Galvanized Steel
Winnipeg Ceiling & Roofing Co., Winnipeg

Tanks, for Paint Oils, Oil, Gasoline, Kerosene, etc.
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Storage
The S. F. Bowser Co. of Canada, Ltd., Inc Toronto, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co. of Canada, Ltd., Dundas
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa

Tapping Attachments
Pratt & Whitney Co. of Canada, Ltd., Dundas
Wells Bros. of Canada, Galt

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tapes, Measuring, Steel and Woven
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
The Lufkin Rule Co. of Canada, Ltd., Windsor Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Tents
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
Soren Bros., Toronto, Ont.

Tin Plate
B. & S. H. Thompson & Co., Ltd., Montreal, Que

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.
North American Hardware Co., Ltd., Montreal Q

Tires and Tubes, Automobile and Motor Truck
Canadian Consolidated Rubber Co., Montreal
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal

Tire Patch
W. C. Wood, Minneapolis, Minn.

Automobile, Aeroplane, Bicycle, Carriage, Motorcycle, and Motor Trucks

Tires and Tubes.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
W. C. Wood, Minneapolis, Minn.

Tire Repairs
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Trucks
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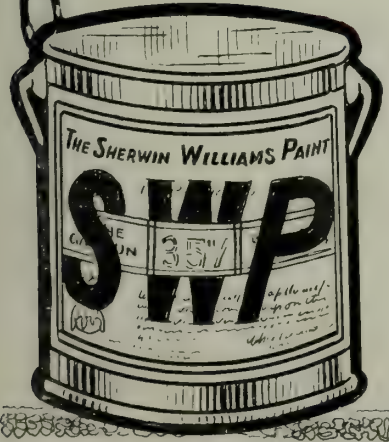
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Jardine & Co., Ltd., A. B., Hespeler, Ont.

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Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

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F. E. Myers & Bro., Ashland, O.

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Thos. Pink Co., Ltd., Pembroke, Ont.

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Coleman Fare Box Co., Toronto.

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Goodell-Pratt Co., Greenfield, Mass.
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Standard Tube & Fence Co., Woodstock

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Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Fred Smith, Toronto.

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Scythes & Co., Ltd., Toronto.
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McDonald & Willson, Ltd., Toronto, Ont.
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The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
National Brass Co., London, Ont.
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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
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Canada Paint Co., Montreal
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Glidden Varnish Co., Ltd., Toronto, Ont.
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DesRochers, Ltd., Montreal, P.Q.
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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
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Otterville Mfg. Co., Otterville, Ont
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Dowswell, Lees & Co., Hamilton
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Rice, Lewis & Sons, Ltd., Toronto
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Carter White Lead Co., Montreal
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E. Pullan Waste & Wipers Co., Toronto.

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B. Greening Wire Cloth Co., Ltd., Hamilton

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Canada Wire & Iron Goods Co., Hamilton, Ont
Caverhill, Learmont & Co., Montreal
B. Greening Wire Cloth Co., Ltd., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Montreal
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The Steel Co. of Canada, Ltd., Hamilton, Ont
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Merchants Hardware Specialties, Ltd., Calgary, Alta.
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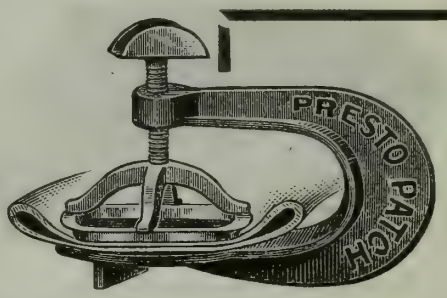


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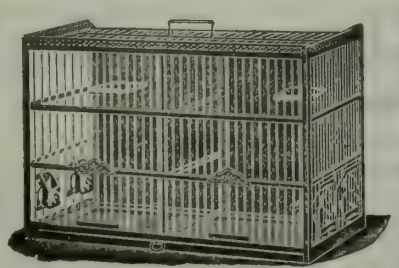
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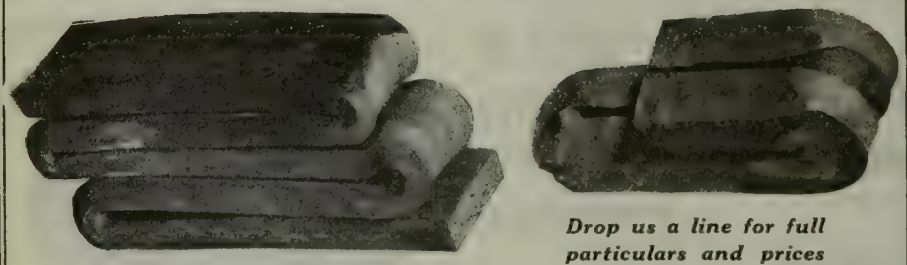
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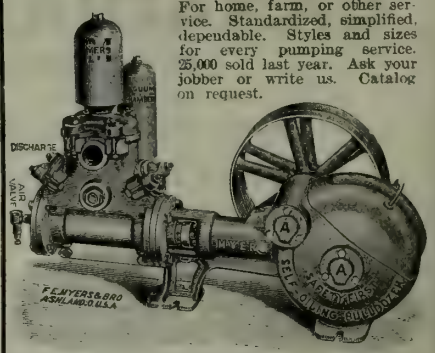
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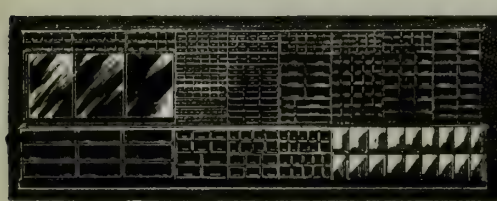
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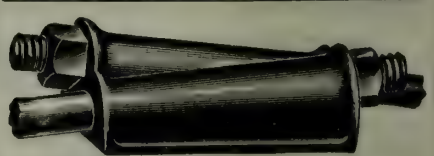
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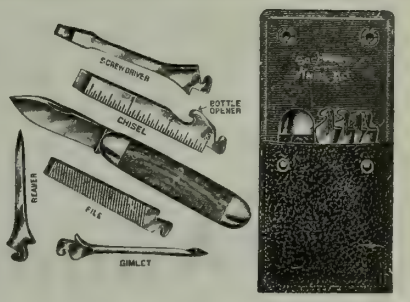
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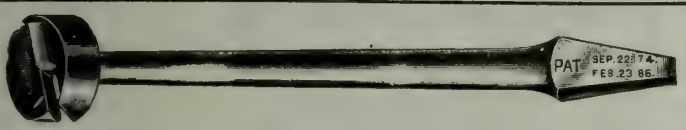
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Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for Machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.

Flags :: :: Flags :: :: Flags

There is brisk demand for all kinds of flags, and well-assorted stocks in sizes ranging from 3 ft. by 1½ up to 12 ft. in Jacks and Canadian Ensigns are being carried by many hardware men throughout Canada.

More local trade is done by having goods on hand for delivery when required—for the **Public Schools, City Hall,** various **Churches** for draping inside, over **Pulpit** or **Honor Rolls, Lodges** and other places. Our Flag Catalogue is now ready for distribution and will be mailed for the asking.

GOVERNMENT CONTRACTORS **J. J. TURNER & SONS, LIMITED** PETERBOROUGH ONTARIO



The Peterboro Lock Mfg. Company, Limited

Peterboro, Canada

Established 1885

MANUFACTURERS OF

BUILDERS' HARDWARE

Ship Hardware, Saddlery Hardware, Padlocks, Door Checks, Brass and Iron Castings, Stampings and other Hardware Specialties.

If any advertisement interests you, tear it out now and place with letters to be answered.

The Big Annual Spring Buying and Directory Number of HARDWARE AND METAL

Canada's National Hardware Weekly

will appear on

March 22

The advertisements in HARDWARE AND METAL'S Annual Spring Number are salesmen who are right on the job when Canadian hardware merchants are placing the biggest orders of the year.

Hardware buyers in Canada hang up their copy of HARDWARE AND METAL'S Spring Number, close beside their desk. A cord is inserted in the upper left-hand corner for this purpose.

Impress buyers with the importance of your firm and the quality of your goods! Make the impression strong and lasting by using big space in the biggest and best annual issue of any Canadian trade paper.

There is scarcely a hardware store of importance in any part of Canada where you will not find HARDWARE AND METAL.

Do Your Bit!

BUY W-S S WAR-SAVINGS STAMPS

DO not think patriotic work is a thing of the past. The great need to-day is to repatriate the returned soldier, and to promote Prosperity so as to solve the problem of the War Burden.

The Dominion of Canada requires your help.

You can be a vital factor in the Government's plan to sell War-Savings Stamps by getting your customers to buy Thrift Stamps.

If they buy the Thrift Stamps from you, they will soon be War-Savers, helping themselves and the country in the great work of Reconstruction.

Put up your Thrift signs, get your stock of stamps, and push the sale among your customers.

Every Bank and Money-Order Post Office carries Thrift Stamps.

SELL THRIFT STAMPS

PEDLAR'S PERFECT METAL CEILINGS AND WALLS



Renovation Days Are Here!

The advent of spring brings up the question of renovation. Everywhere people's thoughts begin to dwell on improvements.

As a wide-awake merchant, keen upon taking advantages of seasonable opportunities you can readily see the advantage that you derive from suggesting Pedlar's Metal Ceilings and Walls for **the home, the store, the church, the lodgeroom, school, public hall,** etc.

Many hardware men profit by suggesting metal for interiors of all kinds of buildings which they hear are to be renovated. There's a hint here for you. And with the unrivalled Pedlar range of choice patterns you can land a big share of the business.

The Pedlar People Limited

(Established 1861)

Executive Offices and Factories: Oshawa, Ont.

Branches: Montreal, Quebec, Ottawa, Toronto London, Winnipeg, Vancouver.

DU PONT CANADIAN INDUSTRIES

DU PONT



350,000 Shooters

When the boys of the Canadian Army return to civil life, they will give a new impetus to outdoor sports. **There will be more hunting and more trapshooting.**

You should therefore make your store known as the headquarters in the neighborhood for DuPont Sporting Powders.

Since 1802 DuPont Powders have been the choice of experienced shooters—and are loaded by the leading ammunition makers in Canada and the United States.

E. I. Du Pont de Nemours & Company

Established 1802

Wilmington, Del. U.S.A.

DU PONT

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Hardware and Metal Subscribers

Buy for business as well as for private consumption. That is why one inquiry frequently pays for an entire year's advertising. Advertisers in HARDWARE AND METAL reach only the cream of the trade—the best and biggest buyers in Canada.

The
Financial Post
THIS WEEK

ON "OTTAWA'S DUTY TO BUSINESS"

"Let us emphasize the situation. Industry and business are in a good, sound position so far as the present is concerned. It is the future which causes apprehension. We believe that labor and price problems can be solved if other factors for uncertainty are removed and public opinion remains reasonably rational. But capital looks to the Government for some reasonable assurance of fair treatment and until that assurance is given there will be a tendency to mark time. While capital marks time there will not be any industrial progress or general development, because any such expansion requires money. The investor cannot expect to devote his funds to any enterprise which does not give reasonable guarantee as to security and a fair income."

ON THE TARIFF PROBLEMS

"We cannot but conclude that the farmers' great grievance is not the tariff but the combination of financiers and manufacturers; all through the speeches and all through the conversations, that thought continually cropped out. They frankly admitted that a tariff was necessary as a means of raising revenue, and that it might be necessary for the upbuilding of industries based upon Canada's natural resources, but if the tariff was to be used to enable a few groups of manufacturers to extort high prices, then they were prepared to smash the whole tariff.

"This antagonism is not confined to the farmers alone; it is the opinion of the country generally. And the public are not holding the Government blameless. Cabinet Ministers have winked at or frankly supported these supposedly powerful combinations."

Besides the important articles from which the above quotations are made, THE POST this week deals with the following amongst

OTHER SUBJECTS OF INTEREST

Canada Faces Shipbuilding Loss
Outlook for Flour Mills Grows Serious
Textile Mills Have Enlarged Field in Canada
Trade Combines and the Public
Think Profit of Manufacturers Too High
Fewer Changes in Montreal Leases to Take Place
The Mortgage Situation in the Northwest
Toronto Rails Earnings Went Largely to City
Attitude Towards Public Utilities is Bolshevism
Provincial Paper Mills Are Probed
St. Lawrence Mills Again Operating
Cobalt Mining Co. to Acquire a B.C. Property
Detroit United Up $1,500,000. Net Declines
B.C. Permanent Co. Reduced Expenses
Bond Market Was on the Quiet Side During Week
Business Men Settle Police and Fire Terms
Graduated Taxes Are Favored in City of London
Mutual Life Adds 65.5% of New Business
Manufacturers' Life Has Splendid Year
Ukrainians of Canada Want Say in Peace
Banks Discuss Reciprocity as Financial Factor
Reconstruction for Cripples on Economic Lines
Gold and Credit and Problems of Reconstruction

Fill in this Form and keep in Touch with Canadian Affairs

The MacLean Publishing Co.,
143-153 University Ave., Toronto.

Send me THE FINANCIAL POST every week till further ordered. I will pay subscription price $3.00 per year on receipt of bill or you may draw on me for this.

Name .....

Address .....

.....

H.&M.

Meet Us at the Convention

Royal Connaught Hotel, Hamilton, Ont.
February 18, 19 and 20th

Our representatives will be on hand showing lines of **AUTOMOBILE ACCESSORIES** by which every live Hardware Merchant can greatly increase his profits.

Note a few items:

Crescent Wrenches and Pliers **Apco-Ford Parts**
Mossberg's Wrenches, Socket Sets and Ford Necessities
K-D Lamps and Assemblies **Lane's Socket Sets**
Central Accessory Switches, etc., and many other items of interest



Utility Scales

for immediate delivery

Suitable for kitchen, hospital, nursery and doctor's uses—weighs up to 15 lbs. ½ dz. on attractive display card. **$5.00** per dozen.

LYONS & MARKS

38 Yonge Street - TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

WHY have our sales increased 200% over last year?

BECAUSE our prices, quality equal, are 10% lower than others

OUR GRADES

Colored---1B, 1A, 7, 1, 5

White---Jap, XC, X, XX, XXX

ACME WASTE MFG. CO.
LIMITED
482 WELLINGTON ST. W., TORONTO
5 Queen Street, Montreal 1206 McArthur Bldg., Winnipeg

C. KLOEPFER, LIMITED
Edward Halloran, General Manager
44-50 Wellington St. East, TORONTO
Factory at Guelph, Ont.

We solicit your enquiries on—

IRON and STEEL

CARRIAGE HARDWARE and AUTOMOBILE ACCESSORIES
BLACKSMITHS' HARDWARE and SUPPLIES, Etc.

Prompt attention and quick delivery assured.



J.E.B. Quality CO.

Ideal Veneer Chair Seats

Of all sizes and styles. Write for our Catalogue A.

J. E. Beauchamp & Co., Montreal
Agents at Vancouver, Winnipeg, Toronto, Quebec, St. John, New York

The Engineers' Supply Co.
173 McDermot Ave., E. Winnipeg, Man.

Importers Jobbers Manufacturers' Agents

Engine Packings, Belting, Asbestos Products,
Power House Supplies and Specialties

Consignments Solicited.

Open to negotiate for new lines for Western Canada.

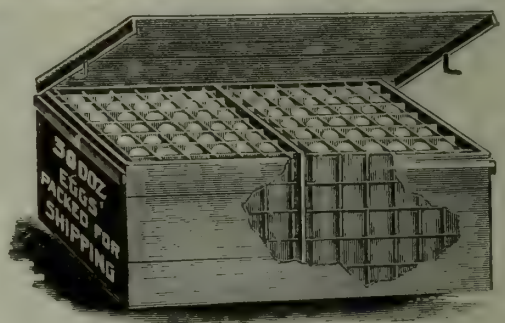
Get Ready for Official Peace Celebration

All Wool Bunting **FLAGS** *Write for Prices*

OF ALL NATIONS NOW IN STOCK

FINNIE & MURRAY, LTD.
WINNIPEG, MANITOBA
Manufacturers of Tents and all Canvas Goods

THE MILLER BROS. CO., LIMITED



Manufacturers of
White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.
20-38 DOWD STREET, - MONTREAL, CANADA

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

R. JOHNSON, CLAPHAM & MORRIS, LTD.
HARDWARE FACTORS
24-26 LEVER STREET
MANCHESTER - ENGLAND

Invite correspondence direct from Canadian Manufacturers of Builder's Hardware, Woodenware, Handles, Shelf and Heavy Hardware for immediate purchase and shipment to the British Market.

Address all correspondence to
Mr. R. A. COWMAN, c/o. the above Company

Look for the full name

Russell Jennings

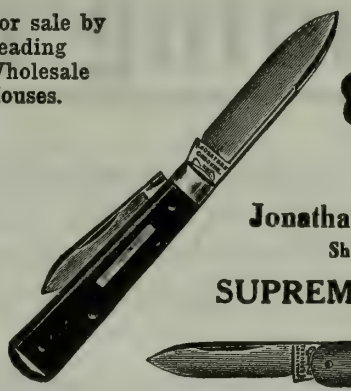
stamped on the round of our

Auger Bits

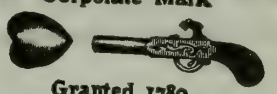
The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.
CHESTER, CONN., U.S.A.

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY



JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our
CUTLERY
By seeing that the exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA
James Hutton & Company
MONTREAL

BUR-NOR HATCHETS
WITH STEEL HANDLES

A Handle that doesn't break.
A Blade that keeps its temper.

15 Different Styles.

Make inquiries to-day about it.

BURGESS-NORTON MFG. CO.
GENEVA, ILL.

Representatives for Quebec and the Maritime Provinces:
HARDWARE AGENCIES, SOUTHAM BUILDING, MONTREAL

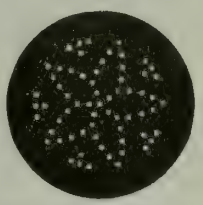


H.R.S & Co.

LOOK FOR THE FLAG & CROWN MARK
SHEFFIELD CUTLERY

Henry Rogers Sons & Co., Limited
Established 112 Years
SHEFFIELD AND WOLVERHAMPTON ENGLAND

Chair Seats---In Three Ply Veneer Staple Patterns



Every C.V.C. chair seat is made of best material, well glued, nicely formed and carefully bored; corners of seats well rounded, edges smoothed, sand-papered and finished with real church pew varnish.

Ask for samples, and compare with any other make.

Canadian Veneering Co. Inc.
Acton Vale, Quebec

Distributors: Richardson & Bureau, 55 St. Francois-Xavier St. Montreal

SOLASTIC ROOF CEMENT

AGENTS WANTED

A waterproof, elastic and pliable compound applied with a putty knife or trowel.

GENERAL PURPOSE BLACK

A durable, elastic paint, heat and weather resisting, suitable for Roofs, Metal Buildings, Fences and all Woodwork.

ALPINE WOOD PRESERVATIVE or SHINGLE STAIN, made in various colors. Cheap but reliable.

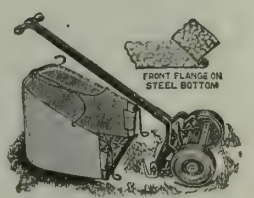
Sole Makers:
ALPINE CHEMICAL CO., DUKE ST., TORONTO

"EASY EMPTYING" GRASS CATCHERS

"Favorably Known the World Over"

Rigid — Light — Durable

Many exclusive patented features and strong selling points explained in catalog.



THE SPECIALTY MFG. CO.
St. Paul, Minn., U.S.A.

Becoming a Bigger Man

WHAT is the difference between some men you know and others known to you? Why are some men earning $3,000 a year and some $30,000? You can't put it down to heredity or better early opportunities, or even better education. What, then, is the explanation of the stagnation of some men and the elevation and progress of others?

We are reminded of a story. A railroad man, born in Canada, was revisiting his home town on the St. Lawrence River. He wandered up to a group of old-timers who sat in the sun basking in blissful idleness. "Charlie," said one of the old men, "they tell me you are getting $20,000 a year," "Something like that," said Charlie. "Well, all I've got to say, Charlie, is that you're not worth it."

A salary of $20,000 a year to these do-nothing men was incredible. Not one of the group had ever made as much as $2,000 a year, and each man in the company felt that he was a mighty good man.

Charlie had left the old home town when he was a lad. He had got into the mill of bigger things. He developed to be a good man, a better man, the best man for certain work. His specialized education, joined to his own energy and labor sent him up, up, up. To put it in another way: Charlie had always more to sell, and the world wanted his merchandise—brain, skill and ability. Having more to sell all the time, he got more pay all the time.

Charlie could have stayed in the old home town; could have stagnated like others; could have been content with common wages. In short, Charlie could have stayed with the common crowd at the foot of the ladder. But Charlie improved himself and pushed himself, and this type of man the Goddess of Fortune likes to take by the hand and lead onward and upward. Almost any man can climb higher if he really wants to try. None but himself will hold him back. As a matter of fact, the world applauds and helps those who try to climb the ladder that reaches towards the stars.

The bank manager in an obscure branch in a village can get out of that bank surely and swiftly, if he makes it clear to his superiors that he is ready for larger service and a larger sphere. The humble retailer can burst the walls of his small store, just as Timothy Eaton did, if he gets the right idea and follows it. It is not a matter of brain or education so much as of purpose joined to energy and labor. The salesman or manager or bookkeeper or secretary can lift himself to a higher plane of service and rewards if he prepares himself diligently for larger work and pay. The small manufacturer, the company director, the broker—all can become enlarged in the nature of their enterprise and in the amount of their income—by resolutely setting themselves about the task of growing to be bigger-minded men.

Specialized information is the great idea. This is what the world pays handsomely for. And to acquire specialized information is really a simple matter, calling for the purposeful and faithful use of time. This chiefly.

One does not have to stop his ordinary work, or go to a university, or to any school. One can acquire the specialized information in the margin of time which is his own—in the after-hours of business. Which means: If a man will read the right kind of books or publications, and make himself a serious student at home, in his hours—the evening hours or the early morning hours—he can climb to heights of position and pay that will dazzle the inert comrades of his youth or day's work.

IF business—BUSINESS—is your chosen field of work, we counsel you to read each week THE FINANCIAL POST. It will stimulate you mentally. It will challenge you to further studious effort. It will give you glimpses into the world of endeavor occupied by the captains of industry and finance. With the guidance of the POST, and with its wealth of specialized information, you, a purposeful man, aiming to go higher in life and pay, will find yourself becoming enlarged in knowledge and ambition, and will be acquiring the bases and facts of knowledge which become the rungs of the ladder you climb by.

It is the first step which costs. But this cost is trivial—a single dollar. We offer you the POST for four months for a dollar. Surely it is worth a dollar to discover how right we are in our argument. If you have the will to go higher in position and pay, sign the coupon below.

THE MACLEAN PUBLISHING COMPANY, LIMITED,
.—143-153 University Avenue, Toronto.

Send me / us THE FINANCIAL POST for four months for one dollar.

Money to be enclosed / remitted

Signed .....

H. M. .....

TINKER TOM'S TALKS.



Talk No. One Hundred and Eighty-Four

There'll be big doings this year in the repairing, rebuilding and new construction lines. Keep a good stock of "PREMIER" GALVANIZED STEEL SHEETS on hand and get your full share of the prosperity. Order from your jobber now.

TINKER TOM

Look for Talk No. 185 next week.

DOMINION SHEET METAL CORPORATION, Limited
HAMILTON, CANADA

TRADE MARK "MORRISCA"

When you see the above Trade Mark on anything pertaining to Fishing Tackle you need have no hesitation in recommending it to your customers.

There is no possibility (except in a few articles) of prices for Fishing Tackle being reduced before next season, so that during the period of transition you would be well advised to place orders well ahead of your every-day requirements.

Orders for future delivery are now being booked, but owing to the great pressure we have had with Government work it will be some time yet before we are able to attain our pre-war output.

Our new General Catalogue is now in preparation, and we are placing on a Register the names of Fishing Tackle Dealers who will obtain a copy on publication. Have you sent in your name? If not, do so now.

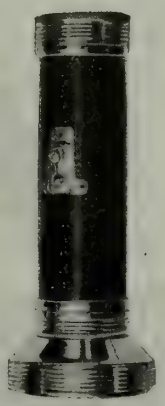
In the meantime we invite and welcome your enquiries and will be pleased to quote you for anything we can supply. We are Wholesale only, and all enquiries from consumers direct are referred to the nearest retailer. We don't cut into his business.

Morris Carswell & Co., Ltd.
118 Howard Street, Glasgow, Scotland

Kwiklites

MEHASCO

ANOTHER MEHASCO MESSAGE 25



Here is another well-advertised line, Metal Kwiklites. They are the latest and highest type of Flashlights, and made from the very best of materials. The cases are strong, drawn from solid sheet brass. They are non-short-circuiting; the battery will not run down by being left on metal objects. The Reflectors are scientifically designed and show up well on the darkest night, or in fog or smoke. They are also beautiful in appearance, and are of standard sizes, and their batteries are interchangeable with all other well-known makes. We feature strongly the Miners' regular two-cell and the three-cell, as well as the vest pocket. We also carry a stock of battries and bulbs. If interested we will be pleased to hear from you.

MERCHANTS HARDWARE SPECIALTIES
LIMITED
CALGARY

MADE IN CANADA

BUFFALO OILS

Special Cylinder Oil for Steam Engines
Harness Oil. Neatsfoot Oil
A Gas Engine Oil (for gasoline engines).
Tractorlene Oil (for oil burning engines).
Ideal Thresher's Machines Oil (for general use).
Automobile Oil and Transmission Greases.



These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K." guaranteeing the quality of the product.

BADGES

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD
HAMILTON, ONT.

BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

STOVE MICA

All sizes of Clear Mica in stock for immediate shipment.

Price List on Application

Mica Company of Canada, Limited
P.O. Box 156, Hull

Robert W. Hunt & Company's Report on Sodering Fluxes

All leading brands of sodering fluxes, including muriatic acid, were tested, in comparison with Allen Fluxes by Robert W. Hunt Co., Testing Engineers, Chicago. Allen Fluxes made joints that yielded at 15,224, 16,378 and 18,963 pounds per inch, while muriatic tested only 6,036 lbs. and various compounds at from 7,182 to 14,702 lbs.

at it since '93

BISSETT & WEBB, Ltd., 126 Lombard St., Winnipeg, Man

STERLING

Hack Saw Blades and Machines

Manufactured by

Diamond Saw & Stamping Works
BUFFALO, N.Y.

A. H. FRASER

Representing Manufacturers of Hardware and Auto Accessories in Western Canada

1150 Homer St. VANCOUVER, B.C.

TRADE SAWYER MARK Registered

STITCHED CANVAS BELTS

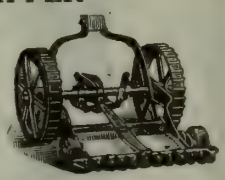
"THE QUALITY BELT"

PLEWES LIMITED, Distributors, WINNIPEG

A good concern to do business with

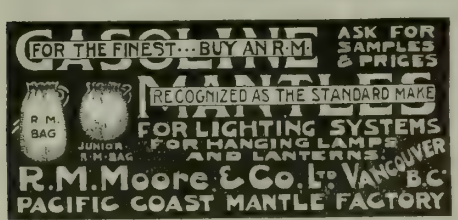
THE CLIPPER

There are three things that destroy your lawn: Dandelions, Buck Plantain and Crab Grass. In one season the Clipper will drive them all out. All dealers should investigate selling possibilities. Drop us a line and we will send circular and prices.



CLIPPER LAWN MOWER CO., Dixon, Ill.









The PARMENTER BULLOCH CO., Ltd.

GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

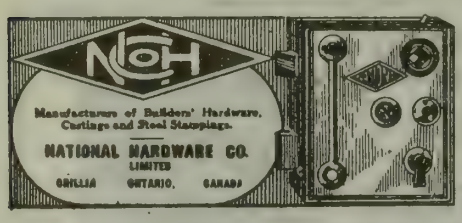
TENTS, AWNINGS

FLAGS ALL SIZES, ALL KINDS

Lumbermen's, Sportsmen's, Hunters' and Campers' Complete Outfits. Clothing, Footwear, Supplies and Accessories.

Send Postcard for Catalogue

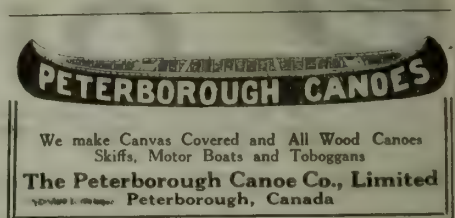
GRANT, HOLDEN, GRAHAM LTD.
OTTAWA, CANADA











Wanted

POSITIONS WANTED

TORONTO MANUFACTURERS' AGENT wants to add one or two good builders' supply lines for Ontario. Excellent wholesale and retail connection in hardware and lumber, also architects. Covering territory four times yearly. Box 177, Hardware and Metal.

RETURNED OFFICER DESIRES POSITION. Executive and selling experience. Also the manufacturing of builders' and general hardware. Box 195, Hardware and Metal.

YOUNG MARRIED MAN, GOOD REFERENCE, five years' retail and wholesale hardware experience, desires a position in retail wholesale hardware. Apply Box 202, Hardware and Metal.

HARDWARE SALESMAN—SIX YEARS' EXperience, age 23, single, desires change of position March first. Good window dresser. At present employed in northern Ontario. Excellent references. Box 196, Hardware and Metal.

PLUMBING AND HARDWARE MANAGER IS open for engagement as travelling salesman. Seven years' experience. Best of references. Box 199, Hardware and Metal.

MISCELLANEOUS

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

MERCHANTS' STATIONERY.—150 EACH—Letterheads, Envelopes, Statements and Shipping Tags,—Post paid anywhere in Ontario, $5.00—other provinces, $5.25—The Farmers' Printery, Beaverton, Ontario.

STOVE REPAIRS FOR ADMIRALS, CLIMAX, Pen Esthers, Acmes, Crown Hurons, Garlands, Colonials, Marvels, Silver Kings, Souvenirs, Imperial Oxfords, Jewels, Peninsulars, Sterlings, Oak Laurels, Sunlights, Pandoras. Write for full list of stoves and prices. Grundy Bros., Strathroy, Ont.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher. Limited, Room 314 Stair Building, Toronto.

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensome hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis Fensome Elevator Co., Toronto.

WANTED

WANTED—FIXTURES FOR SHELF HARDware. Must be in first-class condition and a bargain. Send full particulars and a cut if possible. J. A. Mulligan, Wardsville, Ont.

FOR SALE

FOR SALE—ONE OF THE LARGEST HARDware businesses in the County of Ontario. Annual turnover around $60,000. Tinshop and plumbing in connection, only one in town. All machinery and tools and store fixtures included in rent of store. Purchaser required to buy stock only. Take stock in February. Grand opportunity to get into a going concern at once. Stock at invoice prices, in first-class condition, around $18,000. Have auditor's annual financial reports for eight years, which will show large profits. Good reasons for selling. Box 180, Hardware and Metal.

HARDWARE BUSINESS FOR SALE—TURNover $25,000. No opposition. Good running business in a good Ontario town. Good reasons for selling. Box 205, Hardware and Metal.

STOCK OF TINSMITHS' TOOLS AND MATErial—Owing to the death of the proprietor, the late A. H. Stillman, the above is offered for quick sale. Only tinsmith shop in village of 700 population. Shop can be leased. Low rent. Splendid opportunity for practical man wanting a business. $500 will handle this. Address, Mrs. A. H. Stillman, Warkworth, Ont.

HARDWARE BUSINESS IN GOOD DISTRICT, 75 miles from Calgary. No opposition. Clean, staple stock. Easy terms. Good reasons for selling. Apply Box 173, Hardware and Metal.

FOR SALE—A BATTERY OF SIX BOWSER pumps and tanks, together or separately. Also set Cameron & Campbell's drawers, nail bins and tool cabinet. Box 201, Hardware and Metal.

AGENCIES WANTED

ENGLAND—A LIVE HARDWAREMAN, SIXteen years' selling experience, about to establish showrooms, is anxious to represent Canadian manufacturers of hardware and kindred trades. Arrangements to carry moderate stocks can be made. Well connected with Birmingham and London houses. Advertiser spent several years in Canada and knows the Canadian trade. Box: "English Agencys," Hardware and Metal, 88, Fleet Street, E.C. 4, London, Eng.

AGENCIES WANTED—BY A GOOD LIVE man to work Quebec City and district. Can produce references. Apply 167 Grande Allee, Quebec, P.Q.

An Exceptional Opportunity

SPORTING GOODS BUSIness or senior partner's interest for sale. Doing largest business in Middle West and capable of any desired expansion. Stock carried about $25,000. Now is the time to get in. Particulars from Box 171, Hardware and Metal.

HELP WANTED

LIVE SALESMAN WANTED FOR QUEBEC City, Levis and Three Rivers, also salesman for balance of Quebec Province exclusive of Montreal. Reply stating experience, lines sold, territory now covered and how often; also furnish names of two or more reliable references. Remuneration by commission only with extra bonus according to sales. Exclusive territory if sales warrant. Box 172, Hardware and Metal.

MANUFACTURER OF WOODENWARE household article with large sale through Ontario and Quebec, desires selling connection with A1 salesman making territory from Winnipeg, westward; same for Maritime Provinces. Liberal commission. State territory you are covering and give references. Address E. M. Adams, Jr., Sherbrooke, Que.

AGENTS WANTED IN EVERY TOWN TO handle our guaranteed roofing cement. Box 383, Hardware and Metal.

WANTED—HARDWARE AND FURNITURE travellers to carry side lines of washing machines.

Wanted—Hardware and furniture dealers to handle water power, electric or hand machines. One Minute Washer Co., 74 Logan Ave., Toronto.

WANTED—GOOD RETAIL HARDWARE MAN. Must be good window dresser, card writer, advertiser and salesman. State age, experience, salary. George Taylor Hardware, Limited, Cobalt, Ont.

TRANSLATIONS

ENGLISH INTO FRENCH. COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

G. T. MUMFORD
GALT BUILDING
WINNIPEG CANADA
Bank and Commercial References

At The Convention

STANLEY DAVIES, representing Toronto Lock Mfg. Co., Toronto, Canada, will be at the Hardware Convention, room 1013, with a full line of samples of the well-known To-Lo-Co. Builders' and Cabinet Hardware, and Rixson Door Checks and Products.

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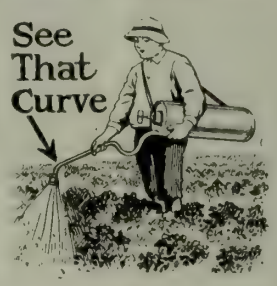
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The One Best Seller

Anyone can see at a glance that the curved lance is a big feature. With it you get the nozzle under the leaves without wrenching your back all day. That point alone sells the



O-K-Spra

Its obvious advantages save you a lot of selling talk.

The efficiency non-clog nozzle has a thimble shape strainer that keeps going longer than that of any other sprayer—another big selling point.

These features make the O.K.-Spra doubly useful for all kinds of spraying.

Won't it pay you to lay in a good stock of O.K.-Spras — the easy sellers. Write us for information.

The Canadian Potato Machinery Co., Limited

GALT ONTARIO

The Shingle Stain

Soligum

WOOD PRESERVATIVE & STAIN

Made by Major & Co. Hull, Eng.

Retails: Browns $1.30, Greens and Reds $1.60 per gal.

Send For Agnts' Terms

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STURGEONS LIMITED

TORONTO

Live Salesman

You will find that live retail salesmen, invariably read Hardware and Metal each week. You can reach the best retail salesmen in Canada through the "Wanted" page of HARDWARE AND METAL.



Aloxite Cloth in Economy Rolls Will Help You to Develop More Business

THE men who use Aloxite Cloth in the garages, general machine and repair shops and in the factories need tools, Carborundum sharpening stones, wheels and supplies.

When you introduce Aloxite Cloth in Economy Rolls you will have made friends. You will have opened the way for more business.

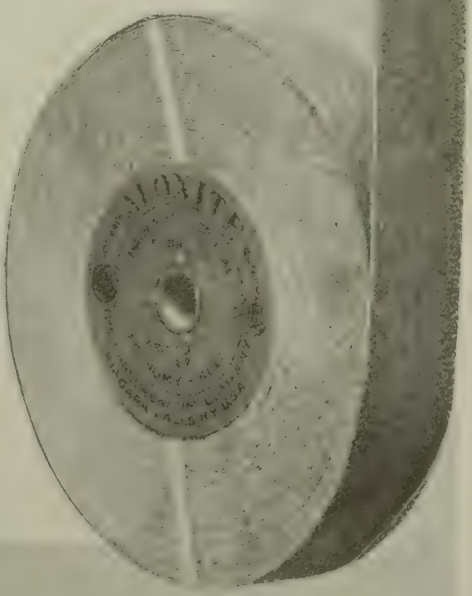
Aloxite Cloth in Economy Rolls

Saves time—saves cloth. The user just snips off a piece in the desired length and width. He doesn't waste time and spoil good cloth tearing a strip from a sheet.

Aloxite Cloth does the work of the old-time emery cloth. It cuts cleaner and faster—gives a finish in less time. It is flexible and is uniformly coated with accurately graded Aloxite grains. And there are a hundred and one uses for it.

Study these talking points—they will help you make sales

Aloxite Cloth in economy rolls is just one of the many Carborundum products that keep the cash registers busy.



The Carborundum Company
Niagara Falls, N. Y.



180 pages, bound in red Atholeather cover with gold title. Good paper. Size 1½ in. x 7 in.

Just Show Him This Book

When You Show Him Starrett Tools

A BOOK of exceptional value to the practical machinist. Sequel to the well-known "Starrett Book For Machinists' Apprentices" now in its 4th edition. It contains technical data, tables relating to machine speeds, power transmission, drilling, turning and milling, materials, etc.

Edited by men prominent in the machinery field—men who know exactly what the practical machinist needs.

Sell your customers this book—retail price 50 cents. It will help sell them more of the high-quality Starrett Tools. If you haven't stocked, write us immediately, Department MA.

THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers
Mfrs. of Hack Saws unexcelled.

Athol, Mass.

New York **London** **Chicago**

42-893

HAMILTON CONVENTION NUMBER

HARDWARE AND METAL

Vol. XXXI
No. 8

PUBLISHED EVERY SATURDAY SINCE 1888

February 22
1919

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA



Galvanized Sheets

FOR

SPRING DELIVERY

BOOK YOUR ORDERS EARLY

The demand will be great in view of the much lower prices ruling, and four years accumulation of deferred work.

QUALITY --PRICE -- SERVICE

Dominion Sheet Metal Corporation
Limited
HAMILTON

It Pays to Display O-Cedar



This O-Cedar Display Stand will help you to give O-Cedar its merited prominence on your counter. Free with an order for $27 (net) worth of O-Cedar Products.



This attractive sign for window or counter comes to you complete with cord and lamp, ready to be attached to any electric light socket. Free with an order for $40 worth of O-Cedar Products.

THE other day, a merchant told us he would like to display O-Cedar Products, but he had not room enough. After talking the matter over, however, he came to the conclusion that he couldn't afford *not* to show O-Cedar in one of the most conspicuous parts of his store.

He had forgotten to take into consideration the fact that O-Cedar Products are among his most quickly-moving specialties. Some of the lines he had been featuring most prominently would only sell to an ordinary family about once every ten years. O-Cedar Polish, on the other hand, from six to twelve times a year for the ordinary household.

When you consider the good percentage of profit that you make on each sale of O-Cedar, and multiply that by the number of sales per year to each customer, can you think of any article which better deserves the most expensive display space in your store than O-Cedar Polish, and O-Cedar Polish Mop.

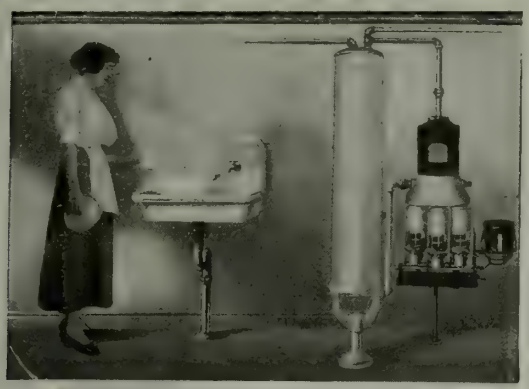
If you, too, have overlooked O-Cedar Products in the arrangement of your store and window display, consider the claims of O-Cedar from the standpoint of possible profits, and you will be sure to look up the conspicuous part for showing this money-making line.

Before this day's work is over, will you instruct your clerks to give O-Cedar "preferred position" in your store.

Order from your jobber.

Channell Chemical Company, Limited

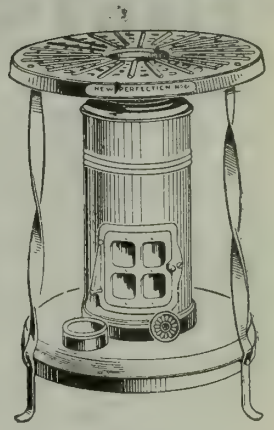
369 Sorauren Ave. - Toronto



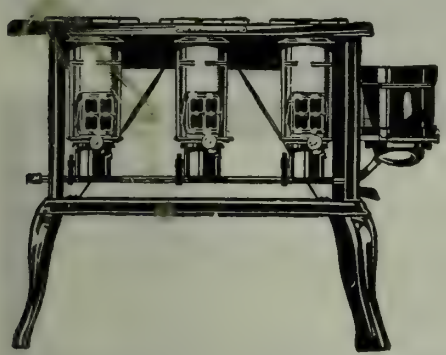
THE NEW PERFECTION KEROSENE WATER HEATER is solving the hot water problem for many a rural home.

The "New Perfection" Cook Stoves and Heaters

ALL YEAR 'ROUND SELLERS IN RURAL CANADA — STOCK THEM THIS SPRING



NO. 61. NEW PERFECTION STOVE. It has the regular New Perfection burner. Oil reservoir surrounds the burner. Glass indicator to see oil level.



PERFECTION ONE AND TWO-BURNER OVEN. Made with glass swing door, and blue enamel door frame.

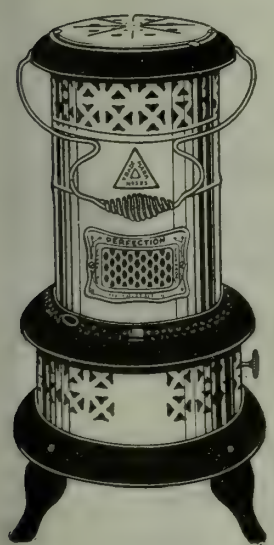
With the housecleaning season in sight the demand should start for this line of stoves and heaters in rural and suburban districts.

The New Perfection stoves and heaters are rapidly becoming all-year-round sellers. There's no reason why they should not be used in the rural home the same as gas is used in the cities—every day of the year.

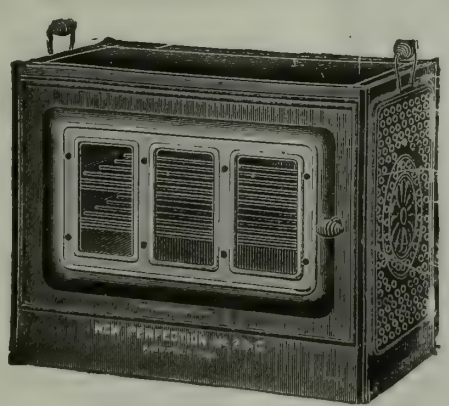
Order your spring and summer stock the next time the "Rice Lewis" representative calls, or write to us direct.

Rice Lewis & Son, Limited

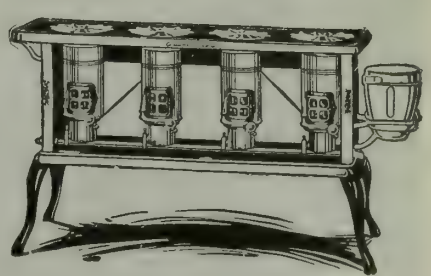
VICTORIA ST., TORONTO



1918 *PERFECTION OIL HEATER in four sizes and styles. We carry in stock Nos. 520, 525, 530, and the blue enamelled line, No. 630. We also carry a stock of wicks.*



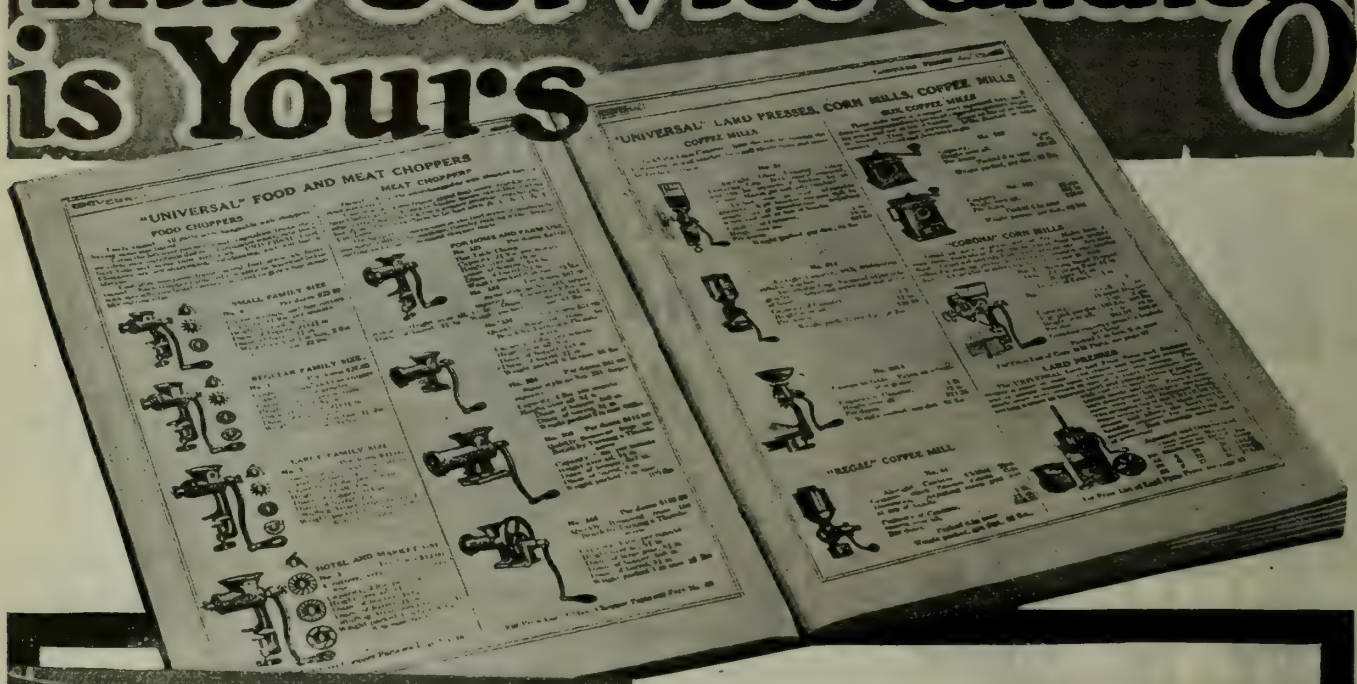
NO. 33. NEW PERFECTION COOK STOVES, with or without cabinet. One of the most popular stoves in the Perfection line, for medium size family.

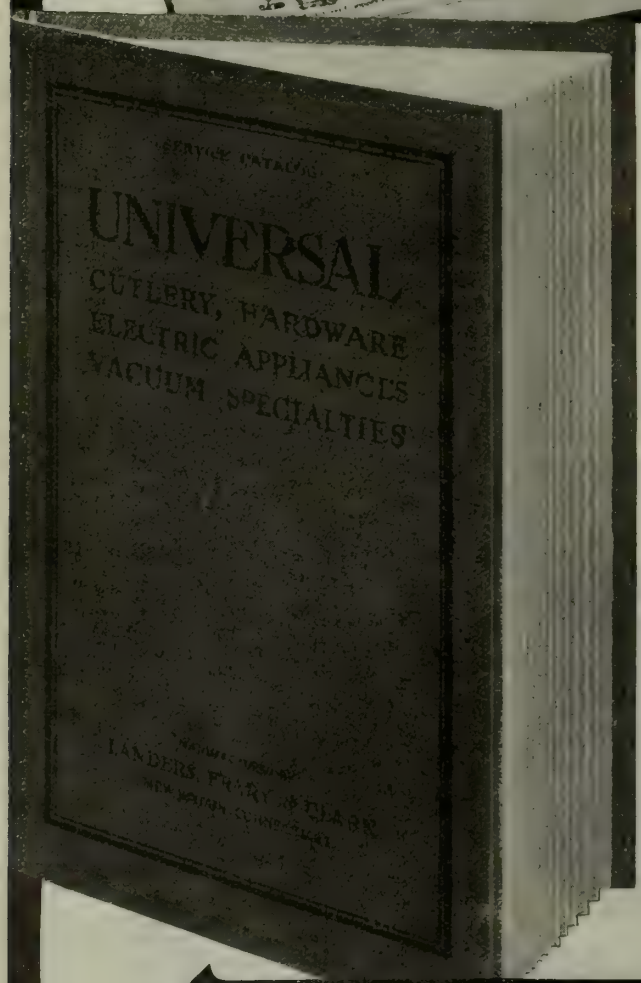


NO. 34. NEW PERFECTION COOK STOVE. This is the four-burner type, especially designed for large family.

We carry wicks of the New Perfection Cook Stoves in stock at all times.

This Service Catalog is Yours





You need this new UNIVERSAL Service Catalogue.

It shows a specially selected assortment of UNIVERSAL products which should be in the stock of every hardware dealer.

Your profits increase with your turnover. Concentrate on goods you can get and sell quickly.

Your jobber can ship on receipt of order goods listed in this catalogue.

If you have not received a copy write for it to-day.

LANDERS · FRARY & CLARK
NEW-BRITAIN CONNECTICUT

A. MACFARLANE & CO., LTD.
MONTREAL QUEBEC

UNIVERSAL

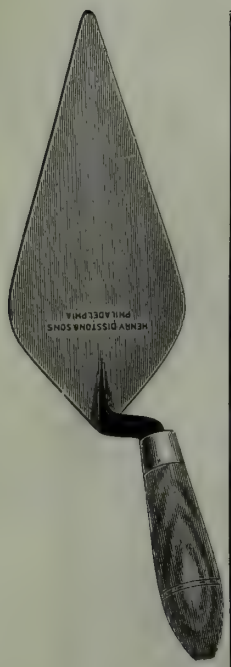
DISSTON BRAND TOOLS

Headquarters

LEWIS BROS., LIMITED

MONTREAL

DISSTON BRAND TOOLS



Disston Tools

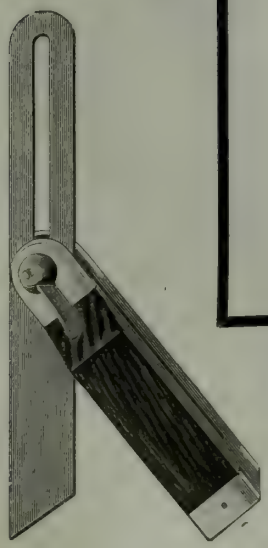


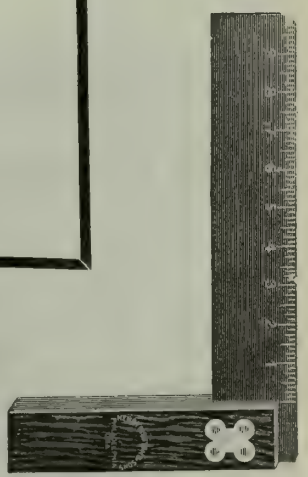


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That Last for GENERATIONS

Price is not a determining factor unless *quality* is considered





Most Carpenters Use

DISSTON BRAND TOOLS

LEWIS BROS., LIMITED, MONTREAL

WHOLESALE DISTRIBUTORS EVERYTHING IN HARDWARE

Automobile Supplies

RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES

SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

If any advertisement interests you, tear it out now and place with letters to be answered.

Genco RAZORS

A Square Foot of Selling Space

That Can Be Made Very Profitable In Your Store

THE space occupied by this Genco Razor Display Case is about one square foot. Besides containing and protecting the razors, it catches and holds the eye and gives the goods a pleasing display. As a salesman it is on the job every minute.

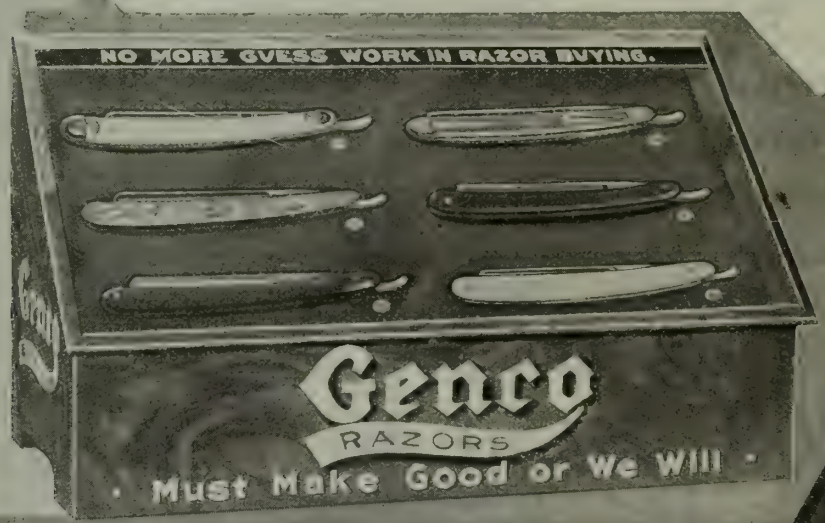
The case is made of pressed steel, with handsome Circassian walnut finish. It holds six Genco Razors of different design on constant display against a background of Royal Purple plush and there is ample room beneath for carrying stock.

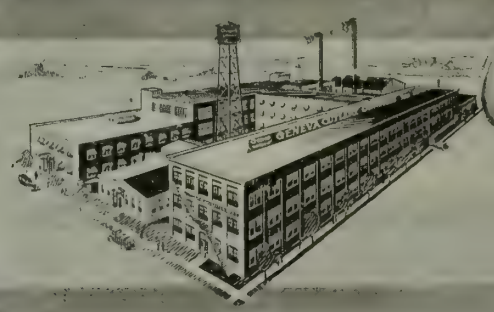
All current Genco Razor advertising features this case prominently. It goes to work for you the minute it appears on your counter. Let it be a reminder to your customers of the 500 master cutlers who, in the largest high grade razor factory in the world, grind the quality in and the guess work out of Genco Razors.

We are making a special proposition which includes one of those display cases free with your first order. Write for the details of this offer now, while the matter is fresh in your mind. It's quite a good thing. Mention the name of your jobber when writing us.

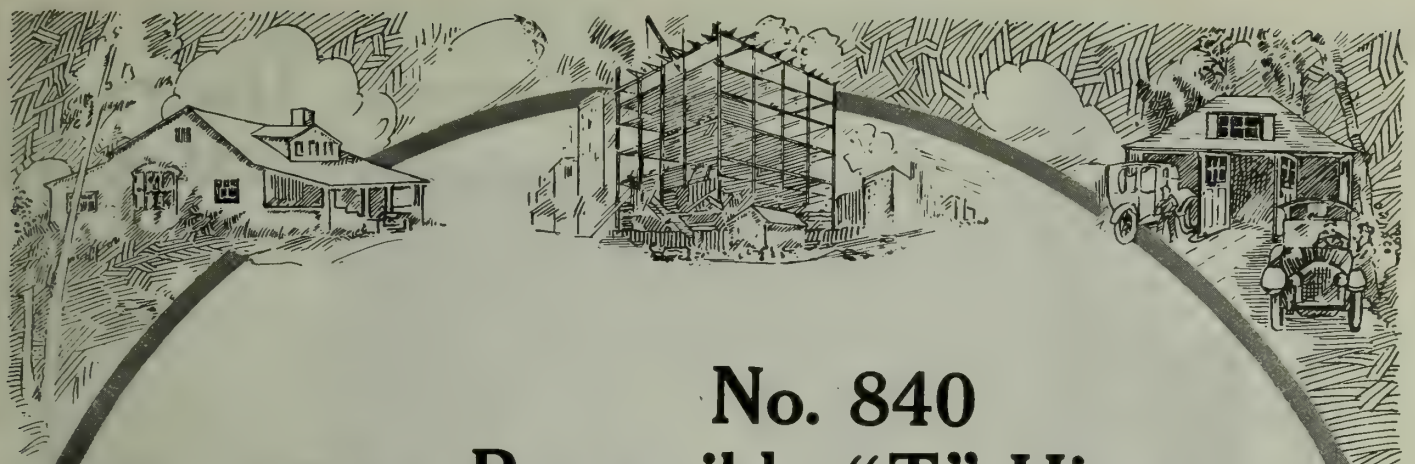
GENEVA CUTLERY COMPANY

159 Gates Avenue, Geneva, New York









No. 840 Reversible "T" Hinge

Presents more selling opportunities for the dealer.



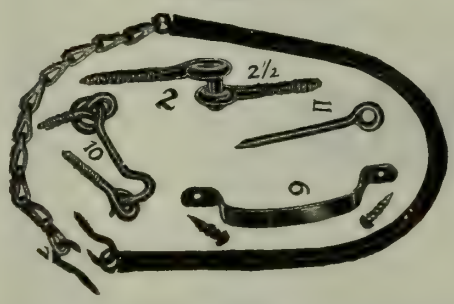
Here is an ideal Hinge well worth the consideration of the prospective Garage Owner. The number of private garages are steadily increasing each succeeding year with the corresponding demand for high-grade materials in the building. You can best meet this demand with our **No. 840 Reversible "T" Hinge.**

Made especially for Garage Doors, in 8 in. and 10 in. sizes. Can be used as a full surface hinge or mortised into the jamb when brick construction is used. Comes to you packed in the **"Unusual National Way,"** one pair in a box, with screws, and supplied in a great variety of finishes.

Write us for prices and our complete catalogue of **Builders' Hardware.**

NATIONAL MANUFACTURING CO., STERLING, ILL.





Kasement Screen Doors

Appeal to the Householders BECAUSE

—There is practically no fitting. Holes are bored ready for hinges (right or left). Hours of time (money) saved every spring and fall.

—They are light, neat looking, easy to keep clean, revarnish or paint.

—They allow the maximum ventilation.

—They positively WILL NOT SAG.

And Appeal to the Dealers BECAUSE

—There is only one pattern to stock.

—3 sizes fit all openings (in some localities 2 sizes are sufficient).

—Doors are well crated, and the complete hardware sets in separate cartons are all ready to hand out.

—A GOOD PROFIT CAN BE MADE.

Sold from Coast to Coast.

Kasement Skrene Dore Co.

183 Church St. TORONTO

Factory: Burlington, Ont.

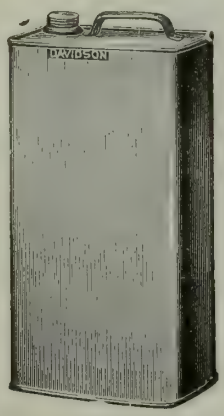
"Davidson's" Sugar Makers' Supplies

Illustrated are several lines of "Sugar Makers' Supplies"

Besides these we manufacture a number of different styles both in Sap Buckets, Syrup Cans and Spiles.



Empire Spout



Square Maple Syrup Can

These Goods are fully described in our catalogue. Now is the time to get your orders in to insure prompt delivery. We have on hand a good stock of all lines and can ship at once. Prices will be gladly quoted on application.



Long Pattern Sap Bucket

The Thos. Davidson Mfg. Co., Limited,

Toronto, Ont.
Montreal Que.
Winnipeg, Man.

If any advertisement interests you, tear it out now and place with letters to be answered.



SAMSON AXES

The unquestionable reputation of the "Samson" Trade-Mark for the best and only the best, is your assurance that the quality of materials in the "Samson" Axe is unexcelled.

SUPERIOR FOR GOOD SERVICE

H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE

TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.



Before



After

"BEFORE"—To the stove dealer, this reproduction illustrates a familiar sight—the old stove that you allowed your customer a few dollars for in the deal for a new one.

Now, the question arises in your mind, "Shall I dump it in the junk heap, or put it in shape to sell again at an attractive profit?"

You have the extra fittings to put the inside in good order, and we have the equipment and expert workmen to put all nickel trimmings in the same condition as when new, and at a small cost.

What are the net results?

1. **You are in a position to allow your new stove customer more money for his old stove—he is thoroughly satisfied.**

2. **When you and we convert this old stove into practically a new one, as shown above as "AFTER," you will have a "most as good as new" stove to sell to a customer at a medium price—he will be absolutely satisfied.**

3. **Now you have made two sales instead of one—have two satisfied customers instead of one—have made two profits instead of one, and you are satisfied.**

4. **Now, remove all the nickeled trimmings from the old stoves you have on hand, wrap in old newspapers and pack securely in a box and send them along to us—we will make them look like new at a trifling cost, and we will be satisfied.**

5. **Up to now everybody is satisfied, and you can feel that you have conserved instead of wasted.**

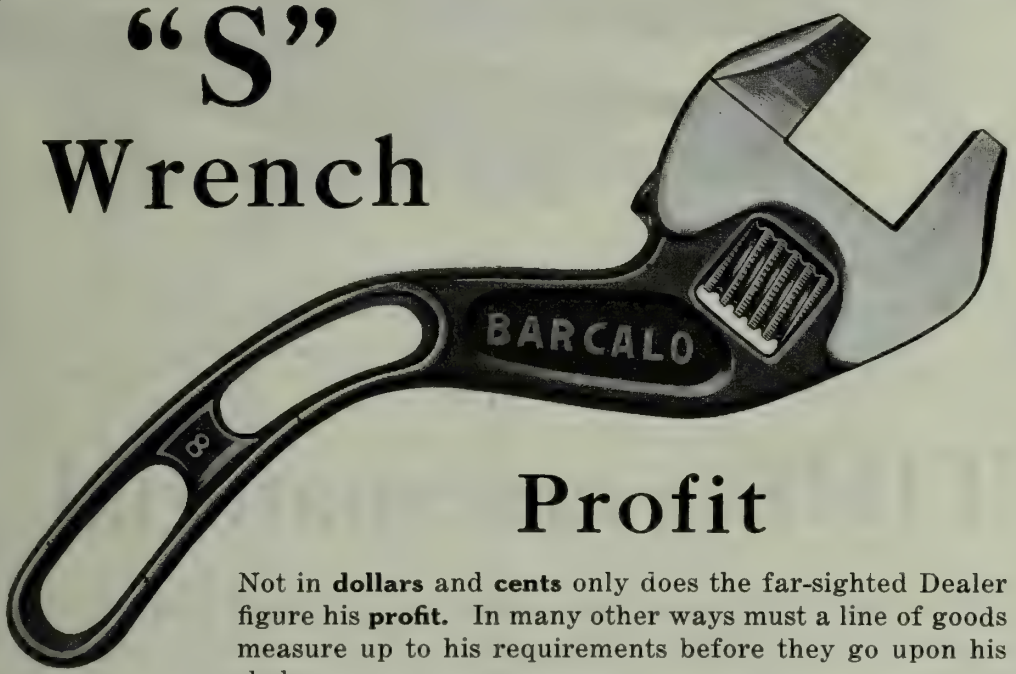
We have been rendering this service for years and have scores of satisfied customers.
We have recently doubled our capacity and can give you quick delivery.
On receipt of your shipment of fittings we will quote prices for your approval.

THE FLEXIBLE CONDUIT CO., LIMITED

GUELPH, CANADA

BARCALO

"S" Wrench



Profit

Not in **dollars** and **cents** only does the far-sighted Dealer figure his **profit.** In many other ways must a line of goods measure up to his requirements before they go upon his shelves.

The **Barcalo "S" Wrench**, taken from every angle, is the most profitable wrench any **hardware dealer can handle.** It proves its worth where others fail. Its extraordinary strength, its ability to perform tasks, impossible to other wrenches, its lasting qualities and its simple construction makes it an easy wrench for you to sell and an ideal one for the mechanic, machinist and garageman to use.

Our guarantee—of replacing without question, free of charge, any unsatisfactory wrench is proof of the confidence we place in the Barcalo "S" Wrench and your assurance of satisfied customers.

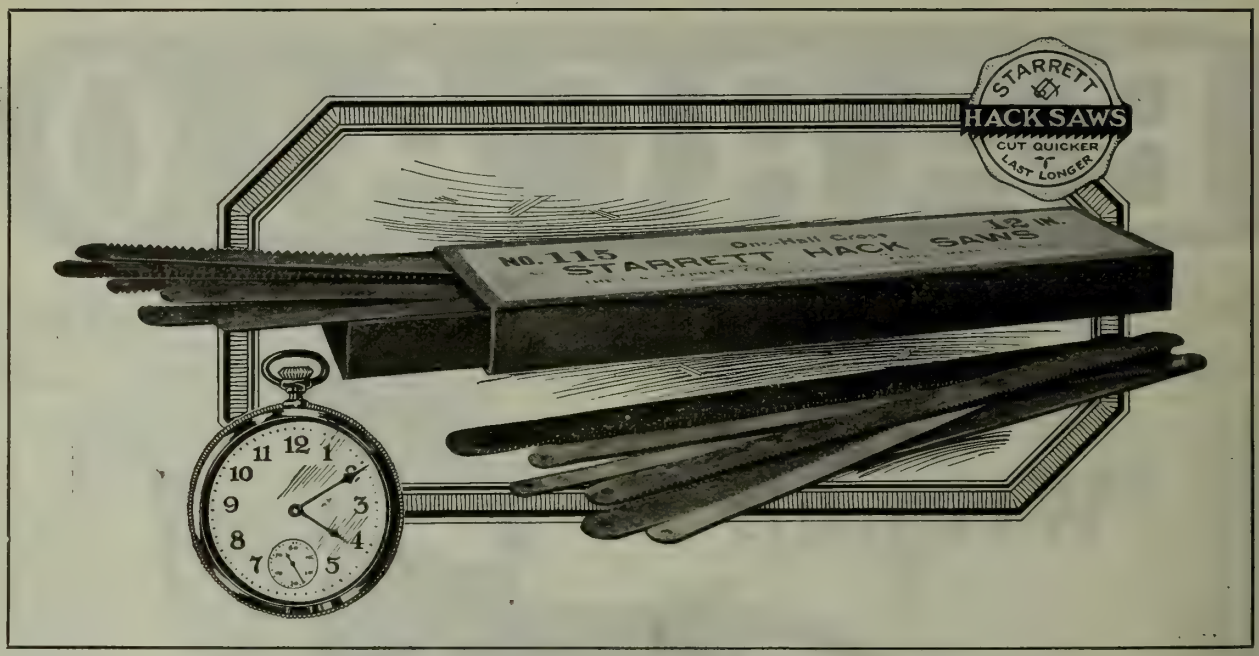
Made in 6, 8, 10, 12 and 14 in. sizes.
May we explain the splendid profits to be made selling this line?
Write for catalogue and prices—now.

Barcalo Manufacturing Company
Buffalo, New York

MONTREAL---GEORGE L. COHOON
11 St. Sacrament St.

TORONTO---GEORGE H. SMITH
44 Adelaide St. West

WINNIPEG---D. PHILIP
138 Portage Ave. East



TIME-a raw material

The greatest service a hack saw can give your customers is economy of time and material. To-day time is vital—the most valuable raw material—help your customers not to waste it, because time is often the difference between profit and loss. Remind them that Starrett Hack Saws cut fastest—so saving time.

WRITE FOR OUR CATALOG No. 21MA

Besides the hack saws and frames it shows the many styles and sizes of Starrett fine precision tools.

THE L. S. STARRETT COMPANY

The World's Greatest Tool Makers
Manufacturers of Hack Saws Unexcelled

ATHOL, MASS.

NEW YORK LONDON CHICAGO

42-894

If any advertisement interests you, tear it out now and place with letters to be answered.

"Where there's a WILT — there's the Way"



A Quality Mark

The name of **WILT** stands for the best in **Drills.** To the mechanic it's the **welcome sign** of **great efficiency** and **unusual service**—to the dealer, it's the substance of merchandising **profits** and customers' **good-will.**

Not only do we endeavour to maintain the **highest possible standard** both in **material** and **workmanship,** but we educate the user up to the point of getting the best out of our Drills, and demonstrate to the Retailer the certain profits for him.

It's a service you can't afford to ignore.

WILT TWIST DRILL CO. OF CANADA, LIMITED
WALKERVILLE, ONT.
London Office, Wilt Twist Drill Agency
Moorgate Hall, Finsbury Pavement, London, E.C. 2, England

WILT
HIGH SPEED AND CARBON TWIST DRILLS

For Ventilators

TONCAN METAL

Resists Corrosion

Foul air, gases and fumes of a corrosive nature are constantly passing through the interior of ventilators, while the exterior is exposed to the weather and the usual exterior corrosive conditions.

The experience of hundreds of users has shown that the use of Toncan Metal in ventilators is the best possible way to guard against expensive renewals.

For Eaves Trough, Balconies, Flashing, Ridges, Ventilators, Roofing, Siding and all exterior sheet metal work, Toncan Metal offers unsurpassed resistance to corrosion. Recommend it—specify it -- *Use* it.





THE PEDLAR PEOPLE, LTD.

Canadian Distributors

OSHAWA - ONTARIO

The Stark Rolling Mill Co., Canton, Ohio, Sole Makers

1 Gigantic Toncan Metal Ventilator made by the Pedlar People, Ltd., Oshawa, Ont.

2 Ventilators made of Toncan Metal on the Owens Bottle Machine Company's plant at Charleston, W. Va.

3 Toncan Metal Ventilators on the buildings of the Standard Oilcloth Company, Peekskill, N.Y.



PEERLESS STEAM COOKER

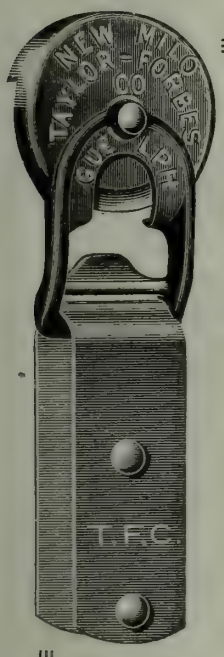
The marvelous possibilities of this wonderful steam cooker go far in making it an easy utensil for the Dealer to sell. Think of being able to cook a whole meal on one burner at one time. What a variety of selling arguments involved in that.

Money, Time and Labor are saved—disagreeable odors are done away with—the housewife's sweet temper is retained and more properly cooked food is the result.



The Peerless Steam Cooker is strong and substantially made. In the High Quality Class. More than pays back its initial cost in fuel saved.
We believe you are interested in making greater profits this year. The **Peerless Steam Cooker** is your opportunity. We have an agency proposition that will prove mighty interesting to you. Write us to-day.

ONWARD MANUFACTURING CO., KITCHENER, ONT.



The "NEW MILO" Door Hanger

FOR GARAGES, BARNS, Etc.

An easy working dependable Door Hanger that gives a maximum of service with a minimum of cost. Simple in construction—easy to install, made to stand the roughest usage.

Thirty years' experience in the manufacture of hardware lines is back of this Hanger. Bears the usual "T. F. C." mark, the visible guarantee to your customers of its dependability.

An exceedingly profitable line for the dealer to handle. Figure up the number of garages, barns, stables, etc., in your district that are sadly in need of proper door hangers.

Show your customers the "New Milo," it's not hard to sell and the splendid profits are worth while.

Order through a jobber or write us direct.

The Largest Manufacturers of Hardware in Canada

Taylor-Forbes Company, Limited

Taylor-Forbes Co., 246 Craig St., W., Montreal.
H. G. Rogers, Ltd., 147 Prince William Street, St. John, N.B.
Canadian United Mfrs. Agency, London, Eng.

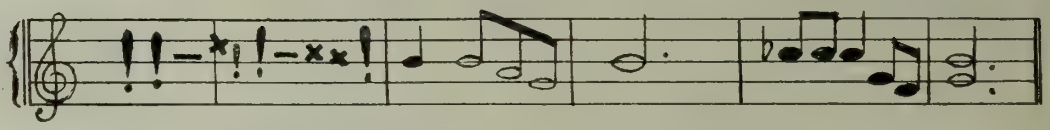
Head Office and Works:
Guelph, Ont.

Taylor-Forbes Co., Ltd., 1070 Homer Street, Vancouver.
H. F. Moulden & Son, Travelers' Building, Winnipeg.

CANADA FOUNDRIES & FORGINGS LIMITED

THE DIFFERENCE IN PRICE BETWEEN

A CURSE AND A-SONG



IS SOMETIMES ONLY A DIME—10c.



Mr. Dealer sold Smith
a cast iron wrench.
IT BROKE
Smith cursed the Dealer.



Mr. Dealer sold Brown
a stamped metal wrench.
IT BENT
Brown cursed the wrench.



Mr. Dealer sold Jones
a Forged Steel Wrench.
IT WRENCHED
Jones sang at his work.

When a consumer buys a wrench he has only one object in view :

TO WRENCH A NUT

Then why for the sake of a few cents is he sold a tool that will either break or bend when he asked for a tool that will **wrench ?**

Every kind of a nut in the world has been wrenched by an Endurance wrench.

If they were thoroughly investigated they would soon become the only wrenches sold.

Always displayed by the Better Stores.

SEE YOUR JOBBER

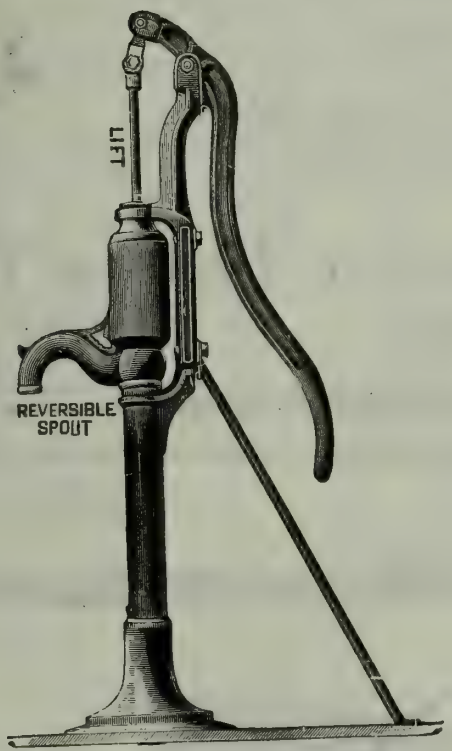
PRODUCED AT THE

CANADIAN BILLINGS & SPENCER PLANT, WELLAND

CANADA
FOUNDRIES & FORGINGS
LIMITED

SMART'S PUMPS







CISTERN PUMPS
SPRAYING PUMPS
FORCE PUMPS
WELL PUMPS
WELL FORCE PUMPS
IRON AND BRASS CYLINDERS
SINKS

Write for complete pump catalogue

The JAMES SMART PLANT
Brockville, Ont.

We are Now Starting to Deliver

HEATRAYS



If you haven't got a sample you are missing something.

Get our proposition on the heater that is causing a sensation.

The National Electric Heating Co., Limited

TORONTO - CANADA



No. 55 Automobile Spade

Gardening and Florists' Tools

MADE IN CANADA

Highest grade and best finished goods on the market. Ask for catalogue No. 6. Full line illustrated. These are money makers for the dealer.

Manufactured by

THE ERIE IRON WORKS, LIMITED

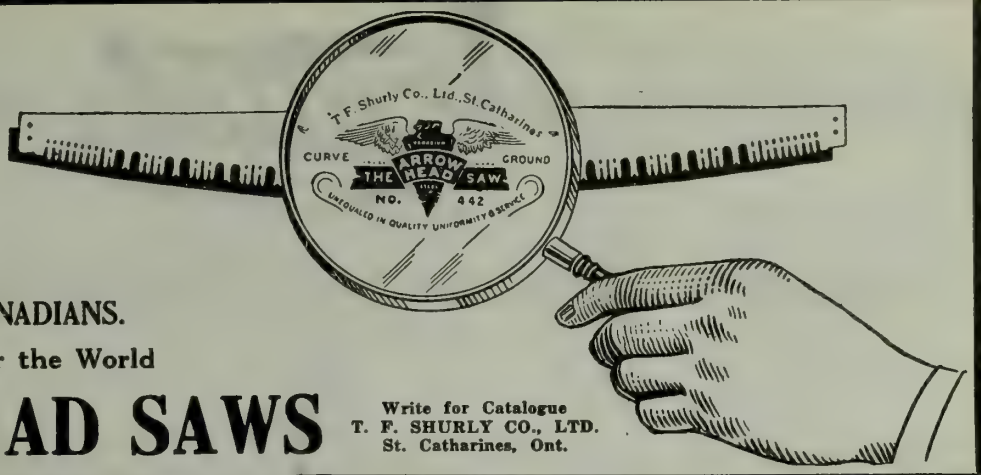
ST. THOMAS, ONT.

Build Up Your Business—

by handling the BEST.

MADE IN CANADA BY CANADIANS.

Sold All Over the World



ARROW HEAD SAWS

Write for Catalogue
T. F. SHURLY CO., LTD.
St. Catharines, Ont.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company

ST. THOMAS -:- ONTARIO



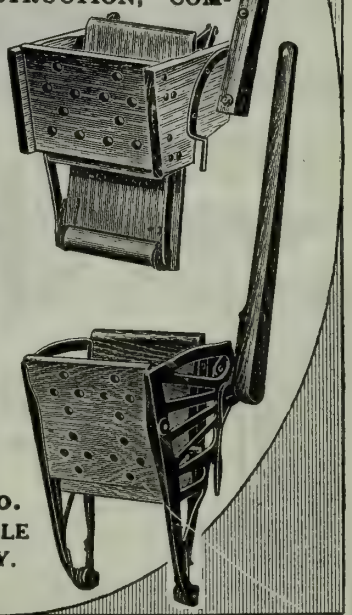
"White"

MOP WRINGERS

EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.

Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use—often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife—it sells itself and is a good profit-maker.



White Mop Wringer Co.
FULTONVILLE
N.Y.

CRESCENT GROUND **SIMONDS** CROSS-CUT SAWS

Cut easy, saw fast, wear exceptionally well, absolutely guaranteed. Cut 10 per cent more timber, same time and labor being used, than any other brand of cross-cut saw made to-day.

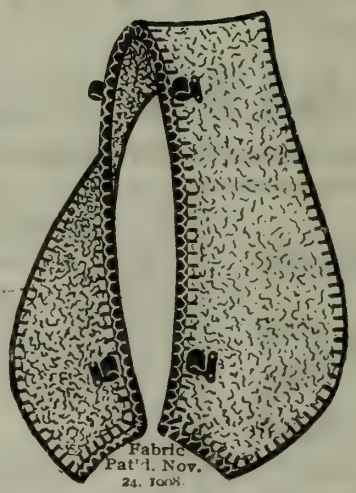
SIMONDS CANADA SAW CO., LIMITED
Montreal, Que.

Vancouver, B.C. St. John, N.B.

TRADE MARK
Ventiplex
PADS

—Increase Efficiency by Eliminating Gall Sores!

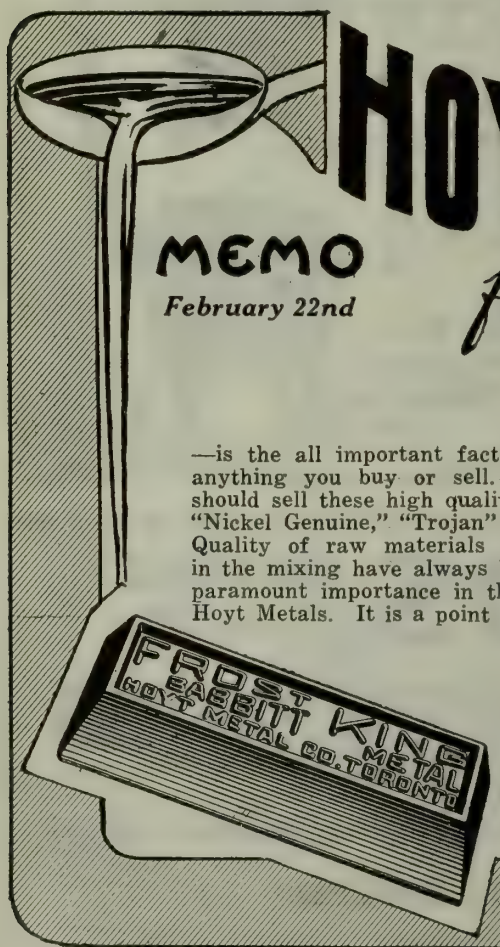
Ventiplex Pads, Housing and Saddle Blankets are a necessity to the welfare and efficiency of every team or "single" in your community. It's up to you to let your customer know it, if he does not already.



You can increase your profits by boosting this quality line. Guaranteed to give absolute satisfaction in wear and price.

Be sure and specify "VENTIPLEX" in your next order.

Burlington Windsor Blanket Co., Ltd. 793 King West, TORONTO, Ont.



HOYT METALS

MEMO
February 22nd

for your Babbitt Metal file

QUALITY

—is the all important factor in alloys as in anything you buy or sell. That's why you should sell these high quality Babbitt Metals: "Nickel Genuine," "Trojan" and "Frost King" Quality of raw materials and extreme care in the mixing have always been considered of paramount importance in the manufacture of Hoyt Metals. It is a point of pride that Hoyt Babbitts have in all cases stood up handsomely under all tests to which they have been subjected.

You will readily understand the importance of passing on to your customers metals which are so perfectly made and so uniformly effective under all conditions.

May we send you our price list? Write for it to-day.

HOYT METAL, CO., Toronto

NEW YORK, N.Y. LONDON, ENG. ST. LOUIS, MO.





Link Up Your Windows With Our Advertising

The dealer who pushes the sale of nationally advertised goods gets the reputation with his customers of being up-to-date and selling what they are looking for. Millers Falls national advertising is free to you. How much do you plan to benefit by it?

Put in windows of Millers Falls bit braces and other tools and your tool sales will show the results of our national advertising.

And don't fail to have a Millers Falls bit brace stand on your tool counter in season and out of season. This stand is furnished free with a small order of braces, and it will make you money from the first day you start it to work for you.

Be sure your tool salesmen have copies of our handbook on "How to Sell Tools." It will give them enthusiasm and selling ideas. Free on request.

Millers Falls Co.

"Toolmaker to the Master Mechanic"

100 RIVER ST.

MILLERS FALLS, MASS.



REG. U.S. PAT. OFF.

Now For Reconstruction

HENRY DISSTON & SONS, INC.

Keystone Saw, Tool, Steel and File Works

PHILADELPHIA, U.S.A.

NAILS

"From Ore to Finished Product"

WIRE NAILS

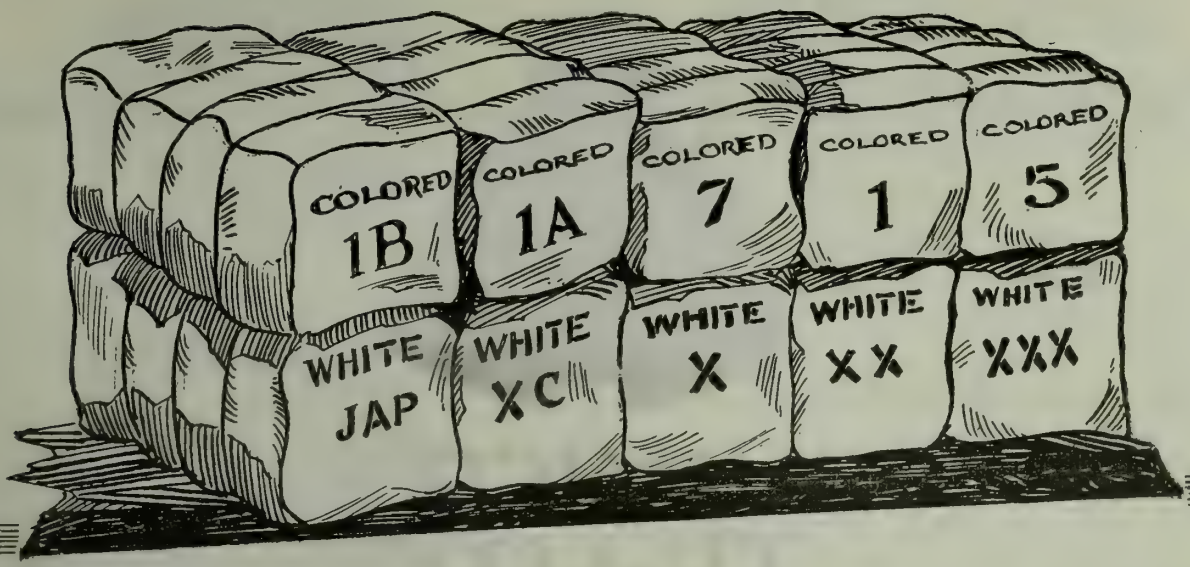
All Standard and Special Gauges.

Dominion Iron & Steel Company, Ltd.

Sydney, N.S. **Montreal, Que.**

Nail Wire, Rivet Wire, Oiled and Annealed Wire, Galvanized Wires, Plain, Barbed and Coiled Spring.

WIRE



"ACME" COTTON WASTE

The Most Profitable Waste For You to Buy

ACME COTTON WASTE is not a cheap waste but a **QUALITY WASTE** at the very lowest price. **FULLY 10 PER CENT. LOWER** than any other make of the same quality. Made both colored and white, in five grades each. You can make greater profits this year by getting next to the **ACME LINE.** Our own sales have increased 200 per cent. over last year, a fact worthy your consideration. There's a reason.

Write us for information or order direct from your jobber.

Sold by Following Jobbers:

S. Norman Sancton	St. John, N.B.
B. Tipp	Calgary, Alta.
P. A. C. McIntyre & Co.	Winnipeg, Man.

ACME WASTE MANUFACTURING CO., LIMITED

482 WELLINGTON ST. W., TORONTO

42 Queen St., Montreal

1206 McArthur Bldg., Winnipeg



660 Watts.

250 Volts.

HEMCO TU-LITE

Approved by Hydro Commission

Packed ten to a box. Order a box from your jobber or direct from us. They sell themselves.

HESSCO ELECTRIC MFG. CO.

33 Church Street, Toronto, Ontario

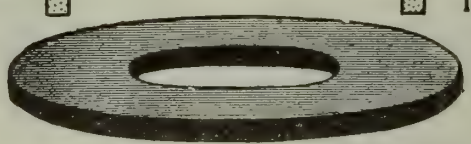
Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.



KEYSTONE

Your Success

You owe it to yourself and to the success of your business to stock the best stable brushes obtainable.

"KEYSTONE" Stable Brushes

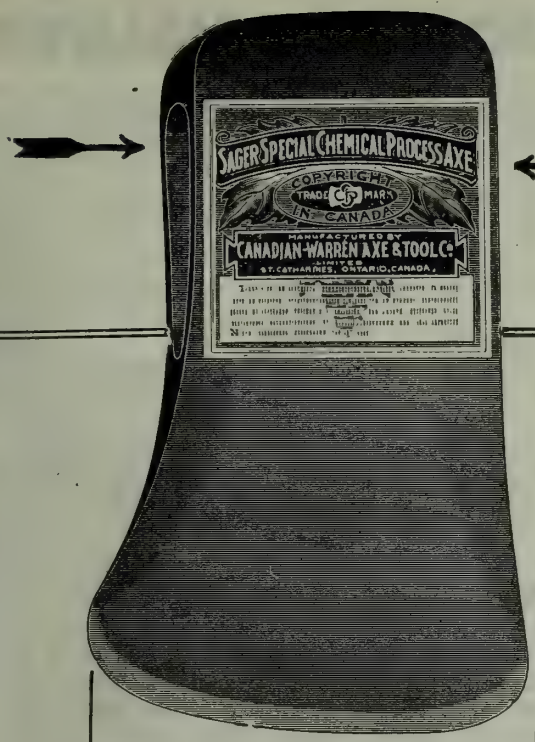
through the good services they render, convince your customers of your dependability to sell only the best.

Stock and push the "KEYSTONE" Line—it will pay you, both in satisfied customers and good profits.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

Write for Prices to

STEVENS-HEPNER CO., *Limited*
— PORT ELGIN, ONTARIO —



WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"

AND

"SOO LINE" LOGGING TOOLS?

GET THE HABIT.

(AND THE PROFIT)

Canadian Warren Axe & Tool Co.,

LIMITED

ST. CATHARINES, ONT.



Soo Line Logging Tools

GET THE REPUTATION

for selling "standard-grade" tools, and you'll get the trade of every good mechanic in your locality.

The "standard grade" for files is the

"FAMOUS FIVE"

Specify them when ordering from your jobber.

They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by



If any advertisement interests you, tear it out now and place with letters to be answered.



"Agrippa" Boring Tool takes any size or shape of bar and requires no bushings. Its sleeve bar cap admits a straight or angular cutter; either can be quickly inserted at the business end of the bar without removing the cap or disturbing the setting of either the bar or the holder.

Williams' "Agrippa" Tool Holders

"THE HOLDERS THAT HOLD"

YOU wouldn't use the best automobile produced in the *Nineteenth* Century if you could get it for nothing. You wisely prefer to buy a modern car because of its cheaper maintenance, improved performance and increased convenience.

In the shop you can obtain these same advantages through the *Twentieth* Century improvements of *Williams' "Agrippa" Tool Holders.*

Remember, too, that while improved roads have made automobile performance easier, tougher steel, heavier machines and higher speeds have rendered tool holder accomplishment more difficult.

Machinists' Tool Booklets with your imprint, free

J. H. Williams & Co.

"The Drop-Forging People"

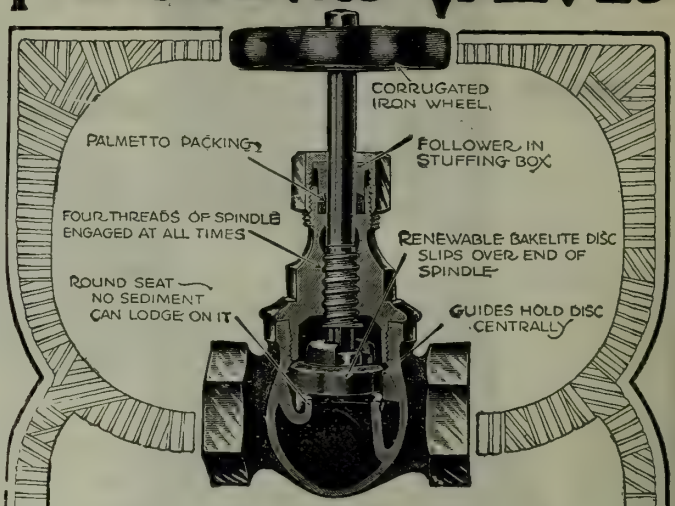
30 Richards Street **Brooklyn, N.Y.**

The A. G. LOW CO., LTD., 30 Pacific Ave., Saskatoon, Sask., Agents for Manitoba, Saskatchewan, British Columbia and Alberta.

"Agrippa" Planing Tool has a serrated ring of improved steel which affords unequalled variety and rapidity of adjustment. The ring is correctly hardened to resist the wear of the cutter. The body of the holder receives a very different heat treatment that prevents breakage.



FAIRBANKS VALVES



Renewable Disc Valves

The only tool required is a wrench to remove the bonnet. The vise, hammer and cold chisel are all eliminated. Once sold always demanded by your trade.

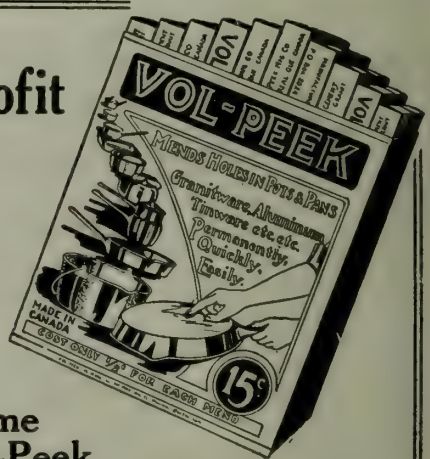
The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"



St. John. Quebec. Montreal. Ottawa. Toronto: Hamilton. Windsor. Winnipeg. Saskatoon. Calgary Vancouver. Victoria.

60% Profit For You



Every Home Needs Vol-Peek

—Vol-Peek mends all kinds of kitchen utensils, pots, pans, tinware, graniteware, copper, aluminum—it's just like stiff putty—absolutely sanitary—hardens in 2 minutes, and is guaranteed satisfactory. Vol-Peek sells at sight.

—Every home needs it. Write us for sample order. Bright colored stand contains 24 packages for $2.25. On the market for over 10 years—a guaranteed success. Advertised all over Canada. Sales helps sent with your order. Act now.

From your jobber or

Vol-Peek Mfg. Co.

P.O. Box 2024 **Montreal, Can.**

The Knickerbocker Automatic Heat Generator Increases Radiation 25% to 50%

The Hardware Dealer who recommends the **Knickerbocker Automatic Heat Generator** for improving both old and new Hot Water Heating Systems will defy competition.

It is the only hot water heat generator that will operate automatically both on open and closed systems. It increases radiation from 25 to 50%, and reduces the consumption of fuel.

The Knickerbocker Automatic Heat Generator is a high-class specialty you should be selling. It sells well—creates customers' satisfaction and returns splendid profits. We guarantee perfect service wherever installed. It will pay you to know more about this profitable line. Write us for information and prices.



Manufacturers and dealers in a complete line of plumbing and heating supplies.

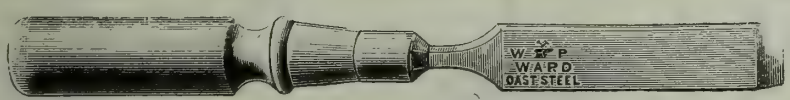
The James Morrison Brass Mfg. Co., Ltd.
93-97 Adelaide St. W., Toronto, Ont.

WARD & PAYNE'S Anvil W P Brand



CHISELS & GOUGES

Have stood the test 100 years.



Largest Makers of Light Edge Tools in the World.



Ward & Payne's Celebrated Light Edge Tools are known the world over for the excellence of their serviceable qualities. No other tools possess the same keen cutting edges nor the same reputation for efficiency.

War conditions affecting the manufactures of our tools are rapidly being replaced by a more steady production to meet all peace-time demands. You can thus be assured of your orders receiving our most careful and immediate attention.

If your jobber cannot supply you, write our nearest representative.

WARD & PAYNE, SHEFFIELD
CABLES: WARD, SHEFFIELD

ALEXANDER GIBB, 3 St. Nicholas St., Montreal
SHERMAN F. AINSLIE, Spadina Avenue, Toronto
ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.



PRICES FROM
$7 TO $400

GET THIS BUSINESS!

THERE never was a time when farmers' trade was so desirable and yet so easy to get as now. With prices the way they are and have been for four years, and with the Government guaranteeing a continuance of the present prices of grains, etc., the farmer of to-day is in a position where he can buy many things he has wanted and is wanting.

This situation makes it possible and easy to do a big, profitable business in Canada's leading spraying machine, the

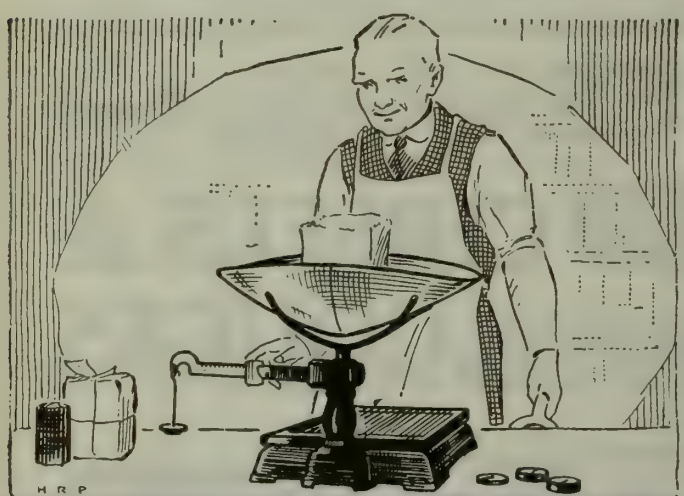
Spramotor

It isn't a SPRAMOTOR unless we made it



It takes very little time or persuasion to make the sale. If your man is interested in a spraying machine, chances are he has seen our advertising and is already sold on a SPRAMOTOR. Good for painting (as shown), whitewashing, disinfecting, and all kinds of spraying in field and orchard. Write for catalogue and particulars of money-making agency.

Spramotors Limited, 6042 King Street, London, Canada



Fairbanks Scales

For over 90 years Fairbanks Scales have been the World's Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Windsor, Winnipeg, Saskatoon, Calgary, Vancouver, Victoria.

METALS · CHEMICALS · GLASS

B&S·H Established 1790

Metals

Sheet Zinc, Sheet Copper, Ingot Tin, Galvanized Sheets, Black Sheets, Tin Plates, Canada Plates, etc. Ingot metals of all kinds.

B.&S.H.THOMPSON
& COMPANY LIMITED
MONTREAL

Branches: Toronto, Winnipeg, Vancouver, New Glasgow, N.S.

Selling Agents for Eastern Canada for United States Steel Products Co.
Exporters of the Products of the American Sheet & Tin Plate Co.

Mr. Hardware Dealer!

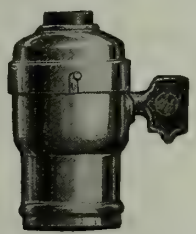
Do You Realize? That

ELECTRICAL WIRING DEVICES and SPECIALTIES

Are in Constant Demand in Your District.

WHY NOT MAKE THIS A SECOND ARM TO YOUR BUSINESS

By connecting up with Quality Wiring Devices---Made in Canada---a few of which are shown below.



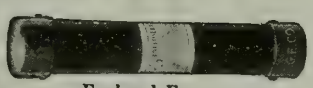
660-watt Standard Brass Shell Key and Keyless Sockets.



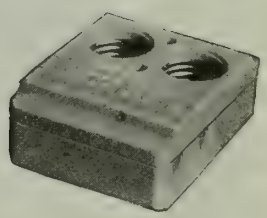
G.E. 624 Standard Separable Attachment Plug.



Rosettes
Cleat, Concealed and Moulding.



Enclosed Fuses.



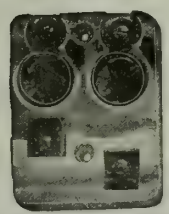
Covered Cutouts.



Cutouts for Enclosed Fuses.



Fibre Fuse Plugs.



Edison Plug Cutouts

Canadian General Electric Co.

LIMITED

Head Office: TORONTO

Branch Offices: MONTREAL QUEBEC HALIFAX OTTAWA HAMILTON LONDON COBALT
SOUTH PORCUPINE WINNIPEG CALGARY EDMONTON NELSON VANCOUVER

If any advertisement interests you, tear it out now and place with letters to be answered.

E. Roy,
65½ St. Andre St., Montreal, Que.

C. C. Cartwright,
85 Water St., Winnipeg, Man.



4 Good Reasons
---READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

TRADE MARK Red Devil Tools

Building "Good-Will"

A man is known by the company he keeps—a store by the stock it keeps. A stock of *well-known* brands, that have a reputation with the public, begets *confidence*. Confidence begets trade.

"Red Devil" Tools are known wherever tools are used. Their built-in quality is appreciated. They've a twenty-year record behind them.

When you add "Red Devils" to your stock you are increasing *confidence*, which is *good-will*—the most valuable asset you possess.

Write for catalogue and prices to-day.

Smith & Hemenway Co., Inc.
89 Coit Street Irvington, N.J.

For the working men of your town

in fact for every man because practically every man needs a good, roomy, serviceable pair of working gloves.



TAPATCO
REGISTERED TRADE MARK BRAND



You can get this profitable extra trade by stocking the Tapatco lines—There's a style and a weight to suit every requirement.

Your jobber can supply Tapatco Gloves.

The American Pad and Textile Company
Chatham, Ontario

PINK'S LUMBERINGTOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

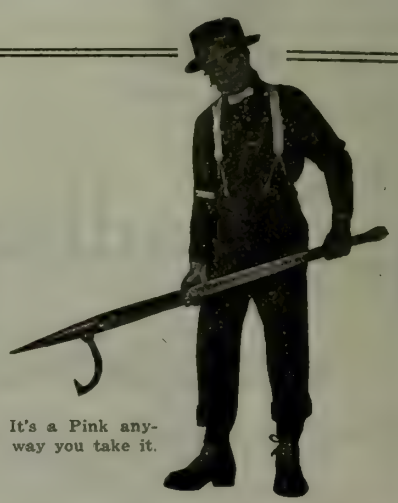
We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

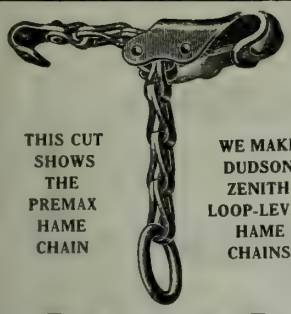
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
PEMBROKE - - - - - - ONTARIO



It's a Pink anyway you take it.



THIS CUT SHOWS THE PREMAX HAME CHAIN

WE MAKE DUDSON, ZENITH LOOP-LEVER HAME CHAINS

QUALITY HARNESS GOODS



IDEAL CURRY COMB

Four of our many representative lines of Harness Goods, our own make, are shown here. Saddlers and Hardware Dealers supplied with exceptionally fine and saleable lines. Materials, design and workmanship of the best. QUALITY, SERVICE, SATISFACTION. Prompt shipment. Profitable lines to handle. They make and hold trade. Prices right. Ask for catalog No. 20F-14.

NIAGARA FALLS METAL STAMPING WORKS

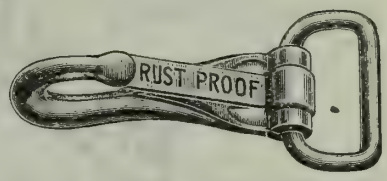
NIAGARA FALLS, N. Y.

Makers of Hardware Specialties

Premax, Jockey, Stallion, Spreader and Coil Chains, Sports' Goods, Key Chains, Traps, Sheet Metal Letters and Figures, Seven Sizes, Seven Finishes. Builders' Supplies, Signs, Checks, Badges, Medals, Dog Tags, License Plates, Name Plates, Miscellaneous Goods.



NIAGARA STEEL DOUBLE SWIVELS



NIAGARA WROUGHT STEEL HARNESS SNAP



"Belleville" Hardware

A "Made-in-Canada" Product Equal to the Best in the World

We are all apt to look up to imported goods as superior to home-made lines. Pause before you concede anything to foreign products over "BELLEVILLE" HARDWARE. Here is a Canadian-made product that is as good as the best.

"Belleville" hardware is meeting the demand of the most particular architects and builders, and is recording wonderful success throughout Canada. It is a worthy Canadian product, worthy of the best Canadian patronage. All hardware looks very much alike to builders and architects until they have had experience with "Belleville."

Best line for dealers to handle. Has greatest demand. Get our proposition.

Belleville Hardware & Lock Mfg. Company

BELLEVILLE ONTARIO

Butler's FAMOUS SHEFFIELD CUTLERY

"CAVENDISH" CUTLERY & PLATE

"KEEN" RAZORS



Gold Medals Grand Prix

JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681 | "BUTLER" 1768 | ART 1861

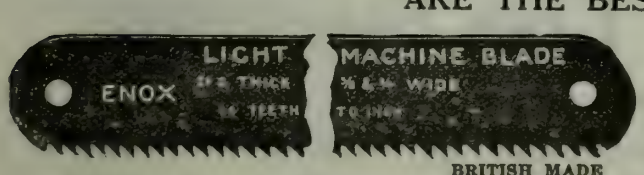
GEO. BUTLER & CO., LTD., Sheffield, England

London Showroom, 62 Holborn Viaduct, E.C.

Address correspondence to TRINITY WORKS, SHEFFIELD

ENOX HACKSAW BLADES

ARE THE BEST

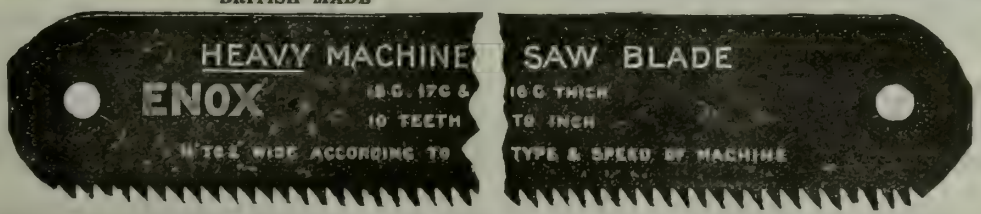


BRITISH MADE



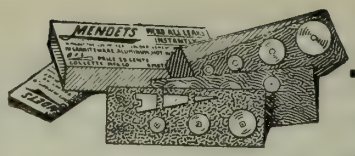
AGENTS IN CANADIAN TOWNS WANTED

AN ENTIRELY BRITISH COMPANY



Liberal terms offered to firms willing to carry stocks and act as sole agents for the district.

SOLE MAKERS FRY'S (LONDON) LIMITED, 46 Upper Thames St., London, E.C. 4, England. Works: Greenwich, S.E. 10



Makes Old Things New, That's—

MENDETS
A PATENT PATCH

—the greatest little seller you can place upon your counter. All housewives know its worth.

Your jobber has them.

Collette Mfg. Company
Collingwood
Ontario

Mends Pots, Pans, Boilers, Kettles, Hot Water Bags, Etc.



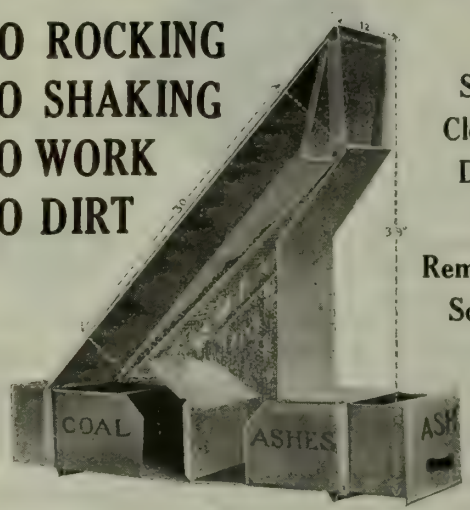
MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists'
AND
Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

NO ROCKING
NO SHAKING
NO WORK
NO DIRT



Self-Closing Door

Removable Screen

This makes ash-sifting a pleasure instead of a horror; you can wear your best clothes and yet not get any dust on them.

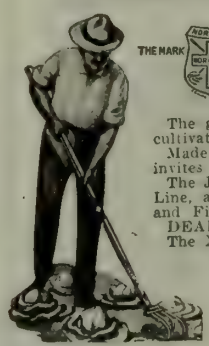
It is dustless; you don't have to rock it or shake it; it is self-operating, a child can work it.

We guarantee that this ash sifter will give satisfaction or your money refunded. There are good profits in it for the dealer. Write us to-day for prices and information.

FURNIVAL & CO.
631 Dupont St. - Toronto, Ont.

"NORCROSS" Cultivators





THE MARK OF QUALITY

The greatest of all time and labor-saving implements for cultivating and weeding.
Made in (3) sizes—not expensive—even the smallest garden invites a sale.
The Jobber and Dealer who link up with the NORCROSS Line, are assured of the very best in Quality, Construction and Finish.
DEALERS—Insist upon the Genuine—NORCROSS.
The Name is a Guarantee of Satisfaction.

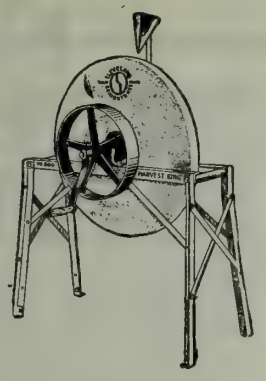
Factory Representatives:
Western Canada: A. H. Fraser, Vancouver.
Eastern Canada: Richardson & Bureau, Montreal.

G. S. Norcross & Sons, Bushnell, Illinois, S.A.

Live Salesman

You will find that live retail salesmen invariably read Hardware and Metal each week. You can reach the best retail salesmen in Canada through the "Wanted" page of HARDWARE AND METAL.

Place Your Order To-Day



But more food, more manufactured products are being called for from all sides. More tools, more industry, more grindstones will be needed. For handling any grinding work speedily, efficiently and economically, sell your customers

CLEVELAND GRINDSTONES

They are made in all sizes — adapted to all requirements, with different grits ranging from the very finest to the coarsest.

CLEVELAND TRADE MARK GRINDSTONES

THE CLEVELAND STONE CO.
Union Bldg. CLEVELAND, Ohio

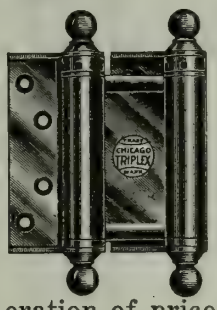
BISSETT & WEBB, Limited
WINNIPEG, MAN.
Western Distributors

TRADE CHICAGO MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M. 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO TRADE CSB CO MARK NEW YORK



Canadian Pattern

A Real Broad Axe

The kind that your customers say "Same As Last." Has the right temper—the result of our 82 years of experience. Get our Catalogues if you haven't them already. Carpenters', Coopers' or Butchers'.

THE L. & I. J. WHITE CO.
55 Columbia Street Buffalo, N.Y.

Canadian Agents:
Hardware Agencies, Montreal

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

The R. McDougall Co.

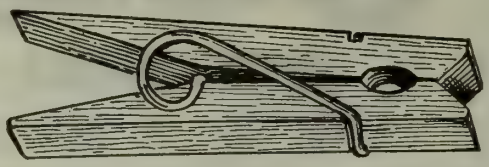
LIMITED

GALT, CANADA

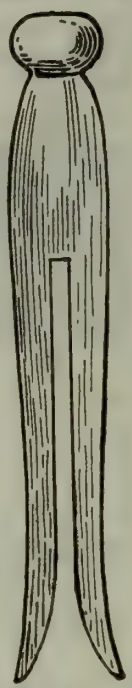
If any advertisement interests you, tear it out now and place with letters to be answered.

The Megantic Broom Mfg., Co., Ltd.

Manufacturers of Brooms and Clothes Pins







Lake Megantic, Que.

Our clothes pins are made and designed to **stay on the line.** And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver.

P X H

TRADE MARK

FILES

"They Cut Faster and Wear Longer"

Ingersoll File Company, Ltd.

INGERSOLL, ONT.

IMPERIAL

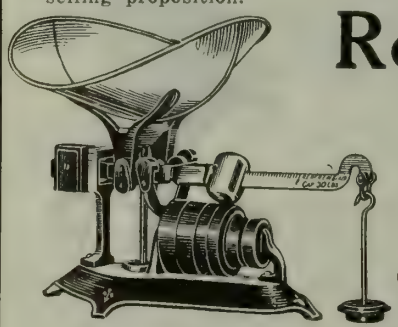
TRADE MARK

Kills the Losses

Why should housewives take **all** the risk in regard to honest mistakes in weighing? It certainly is easy to convince her she shouldn't, and that a Renfrew scale will save not only risk but many actual losses. That builds up sales for **you.**

An ordinary, doubtful scale would only add useless disputes. The Renfrew is accurate for every weight from ½ oz. to 30 lbs., and its owner can prove her weights every time by means of the Government Inspector's Certificate which goes with every Renfrew.

The Renfrew is made in black finish, or in all-nickel finish, suitable for candy stores or homes desiring a little bit better. Write for literature and attractive selling proposition.



Renfrew

HOUSEHOLD SCALE

Guaranteed to weigh accurately.

Capacity ½ oz. to 30 lbs.

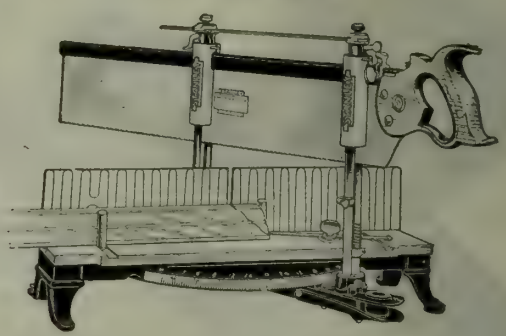
The Renfrew Scale Co.

Head Office and Works, Renfrew, Ont.

Western Representatives: P. A. C. McIntyre & Co., 1206 McArthur Bldg., Winnipeg, Man.

Our Other Lines: "Renfrew" 2,000-lb. Farmers' Truck Scale.

Stanley Tools



Stanley Mitre Boxes

MADE IN CANADA

Every mechanic that visits your store would be interested in a STANLEY MITRE BOX. They are strong, durable and accurate, and have a number of striking features that appeal to those who handle tools.

Note the Patented "Length Gauge," a new and particularly useful device.

Special circular upon request.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.



GALT ROBES

GALT
Automobile Robes

The Automobile is here to stay and so are Galt Robes. There will always be a demand for these high quality robes. The demand is steadily increasing. Dealers are enabled to offer such a variety of Natty Patterns and good materials at popular prices that they are reaping their rewards in a harvest of extra business.

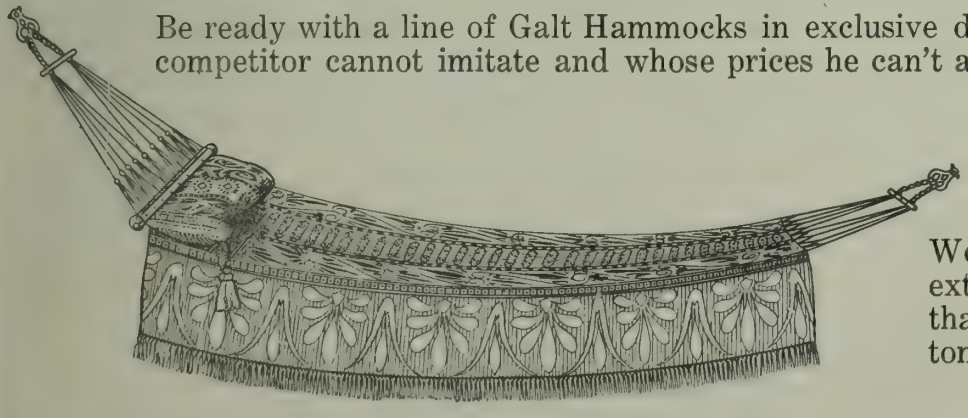
Galt Robes offer you just the designs that will appeal to your patrons at prices to suit any purse. They are in cotton, wool, union cloth, plush, Astrachan, imitation buffalo and goat; plain, stripes, checks, plaids and floral designs; sizes 48 x 72 and 54 x 72; weight from 2½ to 8 lbs. They can be interlined with rubber at extra cost, if so ordered.

Ask for our newest folder on Robes. It illustrates the various cloths in their natural colors.

GALT HAMMOCKS

Summer days are not far off and the dealer who is prepared will pick the cream of the trade.

Be ready with a line of Galt Hammocks in exclusive designs which your competitor cannot imitate and whose prices he can't approach.



We deal direct with you—no extra profit to pay—we share that with you and your customer.

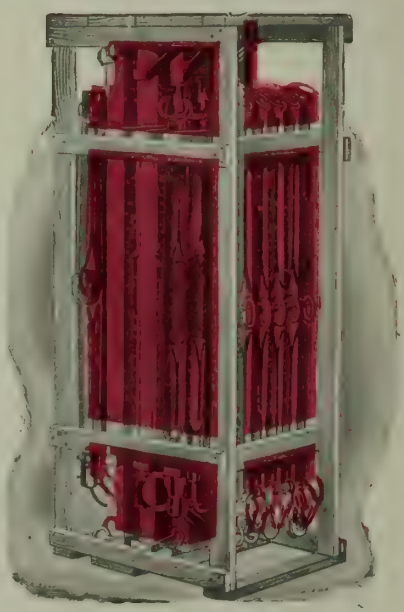
The GALT ROBE COMPANY, Galt, Ontario

Westwo

It Pays the Dealer To Buy Wagon Sets In Crates

The price per set is very slightly more than where shipped loose — while the crated sets reach the customer in as good shape as when they leave the factory.

No Bruised Woods
No Marred Finish



Westwo products are made from the best selected hickory and oak. Irons used are the best manufactured in Canada. Painted and striped — they look better and last longer.

All Sets Guaranteed
Defective Parts Replaced

Goods Represent the Highest Quality

Westwo goods represent the highest quality. Every piece backed by the manufacturer's guarantee. You will have requests for these goods. Write your dealer to-day for illustrated folder and catalogue. If he does not handle, write us direct.

West-Woods Limited

Winnipeg

K K

A PROFITABLE MEETING

Takes Place

When A Wide-Awake DEALER Connects With the KRIBS Line of Washing Machines.

There's no risk in the experiment. Scores of hardware dealers have responded to our invitation and are proving for themselves that **KRIBS** machines make pleased customers. Almost every home in your district is a good prospect for a **BETTER** washer. That's right where we come in.

No more shrunken or warped tubs. No complicated mechanical devices. Simplicity, thoroughness of construction, efficiency, and the resulting SATISFACTION, make KRIBS washing machines always welcome. The enthusiastic customer becomes a booster and an advertiser for you.



Attend to this important matter TO-DAY. Nearly every jobber carries the KRIBS line, but if your wholesaler is not supplied, write us direct for catalogue and prices. HAND-POWER, WATER-MOTOR, GASOLINE-MOTOR AND ELECTRIC.

There's a model for each home, from the most modest cottage to the elaborate mansion, but SATISFACTION in every machine.

WM. A. KRIBS, Hespeler, Ont.

Maker of FREIGHT HANDLING TRUCKS of all kinds.

K K

Canada's High Grade Steel Wheelbarrow



BATEMAN TUBULAR BARROW

We are now in a position to give the trade that service which had always been our aim, but which war conditions interfered with.

The Bateman T80 shown above is our leading line, made of the best materials and finished to the Bateman standard.

Note These Features:

Tray is most popular type with 5/16" steel rod in edge which reinforces tray and ensures long life.
Has Malleable Hub Wheel, recognized the best, will not shake loose.
Front bend in tube throws tray well over wheel.
Frame is well trussed and braced. T80 is an exceptionally well-balanced Barrow.

We solicit your Barrow business. Our prices are right.

Write for Catalogue

The Bateman-Wilkinson Co., Ltd.
TORONTO, CANADA

Good Men

DO you need the services of a good retail salesman, traveller, or manager. The best of them read HARDWARE AND METAL each week from cover to cover. Incidentally they also note the condensed ads. in the "Wanted" section. You can use space in this section at a cost of two cents per word for the first insertion, and one cent a word for subsequent insertions. Add five cents for box number or address.

A PROPHECY

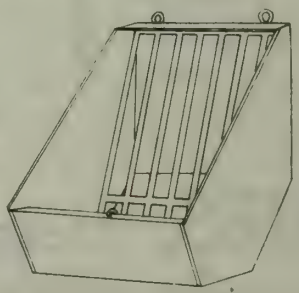
We believe there is going to be a big movement throughout Canada with people developing their gardens, orchards and Poultry Yards.

Our Government Expert, Mr. Fred. C. Elford, Supt. of the Poultry Division of the Dominion Experimental Farm, Ottawa, says:—"Canada's National Debt of $1,247,000,000 could be paid in less than six years in Poultry and Eggs, so they have adopted the slogan, 'One hundred hens to every farm, ten hens to every urban lot.'"

THIS IS BIG BUSINESS. ARE YOU GOING TO GET YOUR SHARE OF IT? We make the best articles in this line, simple but effective.



Toronto, Feb. 3, 1919. Hatched 46 chicks first time. Mrs. McDougall, 1009 St. Clarens Ave.



Hoppers
Founts
Whitewash Sprayers
Etc.



New features: Improved construction of tank. Adjustable relief valve. Everlasting pump valve.

ASK FOR CATALOGUE OF POULTRY YARD SUPPLIES AND SPRAYERS.

The Collins Manufacturing Co., 415 Symington Avenue TORONTO, ONTARIO

Wall Burlap

1919 is the year of Re-Construction.

Building operations are again on the boom.

Hardware Dealers, be prepared to meet the demand for Wall Burlap.

All standard shades of Oil Coated as well as Double Sized Burlap now available.

Made in widths from 30 to 90 inches.

Length of rolls 30 and 60 yards.

Send for samples and prices.

Feltol Floor Covering

Substitute for Linoleum and Floor Oil Cloth. Made on a felt base. All styles of patterns.

Hardware Dealers are handling floor coverings in increasing quantities yearly.

FELTOL is splendid value and laying in a stock now will ensure you a share of the Spring trade.

Pattern book and quality sample on request.

Manufactured by

The Dominion Oil Cloth Co., Limited

MONTREAL

The Big Annual Spring Buying and Directory Number of HARDWARE AND METAL

Canada's National Hardware Weekly

will appear on

March 22

The advertisements in HARDWARE AND METAL'S Annual Spring Number are salesmen who are right on the job when Canadian hardware merchants are placing the biggest orders of the year.

Hardware buyers in Canada hang up their copy of HARDWARE AND METAL'S Spring Number, close beside their desk. A cord is inserted in the upper left-hand corner for this purpose.

Impress buyers with the importance of your firm and the quality of your goods! Make the impression strong and lasting by using big space in the biggest and best annual issue of any Canadian trade paper.

There is scarcely a hardware store of importance in any part of Canada where you will not find HARDWARE AND METAL.



Again in Demand

The wooden tub is back—the high cost of the metal tub is largely responsible, but a wooden tub has other advantages.

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

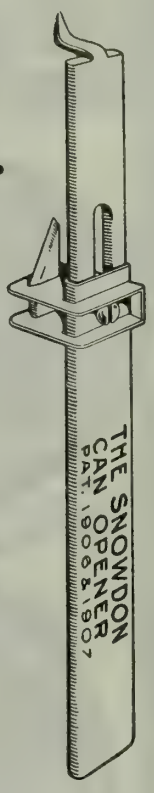
Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a Source of Good Revenue.

The Wm. Cane & Sons Company, Ltd
Manufacturers NEWMARKET, ONTARIO



The Only Perfect Can Opener



Packed in One Gross Wood Boxes which contain Twelve Dozen Cardboard Boxes

Cremone Bolts

for Casement or French Windows

And HINGED DOORS
All Steel, with Rods 6' 6" Long
Prices on Application

MONARCH ELECTRIC CO.
LIMITED
District MONTREAL **St. Lambert, P.Q.**

The "One Minute" Washer

Makes a Holiday of Wash-Day

Hand, Electric, Gasoline and Water Power



Every Retailer knows that the most profitable goods to handle are those which satisfy his customers.

The "One Minute" Washer is the most satisfactory washing machine your customers can buy and the most profitable one for you to sell.

Its claim to usefulness and extraordinary selling qualities is backed by the years of unusual service it has been rendering the Canadian Housewife.

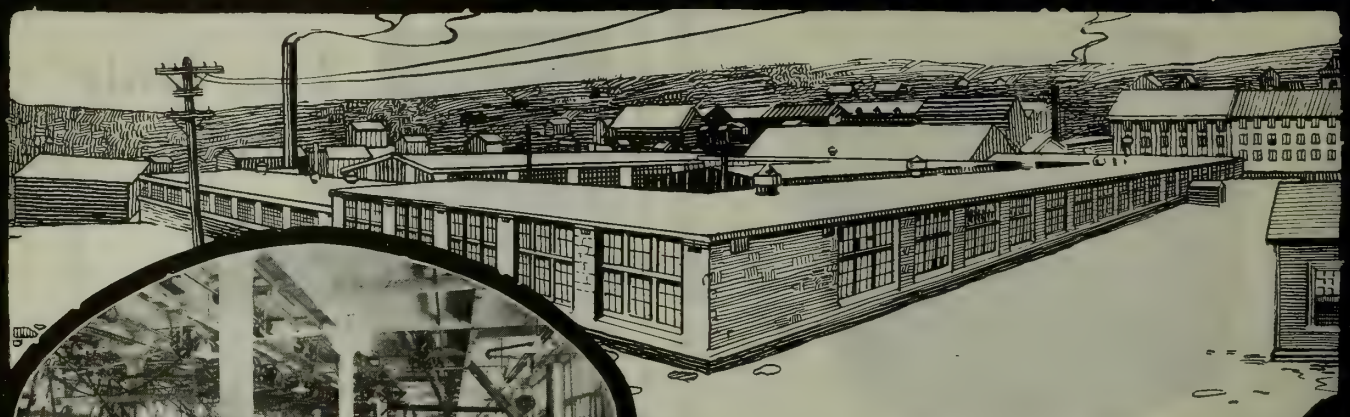
There is yet to be returned to us an unsatisfactory machine. A fact that all dealers appreciate. **The "One Minute" Washer**—saves labor—washes clean—is easy to operate—noiseless—attractive appearing (all working parts are concealed under the tub)—strongly made, durable (the tub will not rot)—and a quick seller.

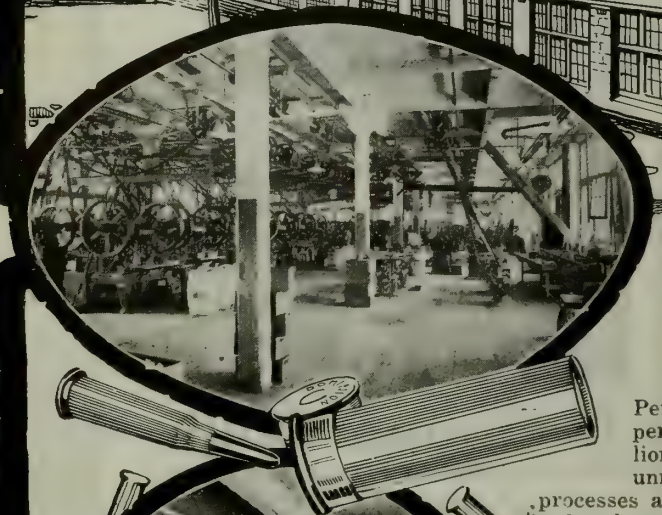
It will pay you to investigate the "One Minute Washer."

You should be selling them in your district. Write us for our agency proposition.

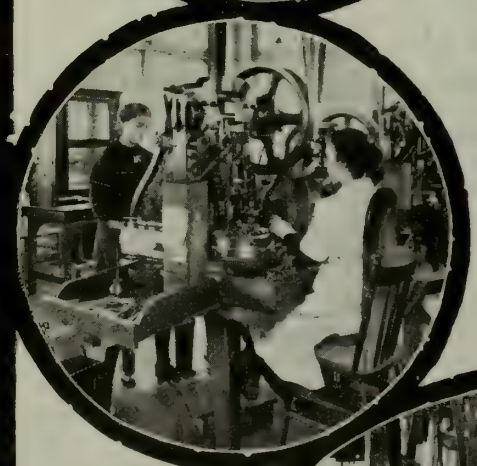
One Minute Manufacturing Co., - Toronto, Canada

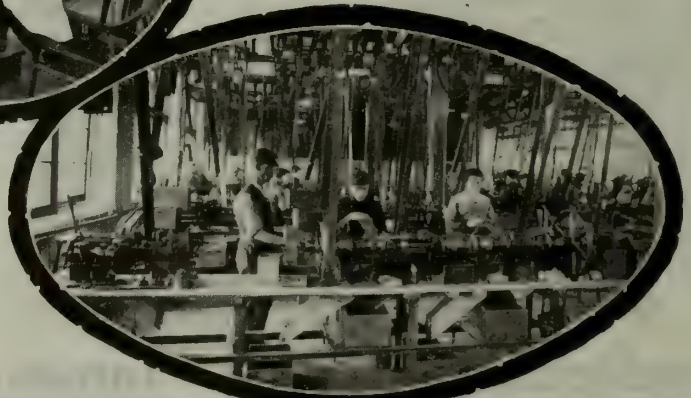
If any advertisement interests you, tear it out now and place with letters to be answered.











Nothing Overlooked to Make Them Perfect

Perfection of manufacture is absolutely necessary to insure perfection of performance in cartridges. That is why millions of Dominion Cartridges go through processes that are unnecessary to them because they are perfect. But the processes are necessary to discover the few which are thrown out in order that you as a dealer will not sell cartridges with imperfections, even though too minute to be discovered by the ordinary eye.

The manufacture of

DOMINION

Cartridges

is a continuous series of inspections and tests—mechanical, chemical and microscopic. After these are made a certain number out of each lot of cartridges is tested by shooting—all to guarantee an ammunition to satisfy your customers.

The illustrations herewith show a few of the operations which make Dominion Cartridges "dependable and accurate."

(1) Where the tiny cups of brass are drawn cartridge cases. Four or five of these draws are necessary to complete each case.

(2) The annealing furnaces which insure the proper strength and texture to the brass and copper cases after they have left the drawing presses.

(3) The careful trimming and testing as to size of cartridge cases.

(4) Piercing flash hole and inserting primer that delicate part of the cartridge which insures prompt response to trigger.

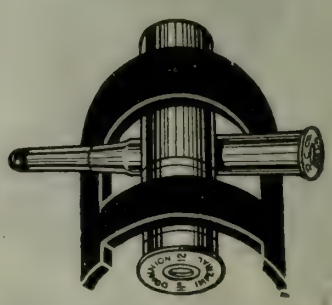
Add to this the careful testing of powder and bullet and you have but a general conception of the details which make Dominion Ammunition the best selling ammunition.

This is the ammunition which you should sell to satisfy your customers.

Dominion Cartridge Co., Limited

MONTREAL,

Canada



"Member Audit Bureau Circulation."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXI. TORONTO, FEBRUARY 22, 1919 No. 8

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Stanley Garage Hardware

PLEASE your customers who own or intend to own cars by offering them hardware built for their garages. Stanley Garage Hardware is designed and manufactured especially for garages. It comprises the most complete garage hardware line made, covering every article necessary for garage of any size.

Write for a special catalog of Stanley Garage Hardware, which includes Butts, Hinges, Door Plates, Latches, the Stanley Door Holder—every piece of hardware required for the equipment of a garage. The demand for Stanley Equipment makes it profitable to carry.

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New Britain, Conn. U.S.A.

New York TRADE S.W. MARK **Chicago**

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 31 TORONTO, FEBRUARY 22, 1919 No. 8

The Fourteenth Annual Convention

Many Important Trade Matters Dealt With at Three-Day Session in Hamilton—A. J. Wright is the New President—Large Attendance of Manufacturers, Who Gave Valuable Information to Dealers

THE fourteenth annual convention of the Retail Hardware Association of Ontario which was held in Hamilton on Tuesday, Wednesday and Thursday of this week was featured by the large amount of information of real value that was presented to the retailers. While there was a splendid representation of the manufacturers there was not as large an attendance of retailers as there should have been. This may be accounted for by the fact that the unusually mild winter has made what is usually a dull period for the hardware dealers a very busy one. Many retailers who had planned to attend found themselves so busy that it was impossible for them to get away. That the dealers of Ontario however are showing increased interest in the association and its work is evidenced by the fact that the secretary states that he expects from returns already in a jump of fully fifty per cent. in membership.

Takes New Name

It was decided to change the name of the organization to "The Retail Hardware Association of Ontario."

It was also decided to abolish the office of second vice-president and to increase the membership fee from $3.00 per annum to $5.00.

Warmly Welcomed

H. P. Hubbard, on behalf of the hardware manufacturers of Hamilton, extended a warm welcome to the visitors. He contrasted conditions now and at the meeting a year ago; then the war had still to be won, now the great struggle had ended as everyone hoped it would. Canada and other nations are facing the reconstruction period. There is every indication that the Dominion has a tremendous future.

Mayor Booker, of Hamilton, in welcoming the hardwaremen said it was a real pleasure for him to again welcome the members of the association. He paid a tribute to the late Sir Wilfrid Laurier as one of Canada's great men and a genius. (Applause).

Referring to the reconstruction period he said the only way to meet all problems was to meet them bravely. The greatest thing that has come out of the war is the cementing of the ties between England and the United States. He looked for an ever growing Dominion and for Canada to play an increasingly great part in the development of the Empire.

Value of Associations

James Hardy of Toronto, secretary of the Canadian Wholesale Hardware Association, who was to have spoken on "The Value of Associations," asked to be excused at the time saying he would talk about the matter later. He however touched upon the topic very briefly, pointing out the value of organization, not only provincial but local. Even if only two or three merchants were in a town he advised them to get together in their own interests and deal with any problems that might come up.

Col. J. B. Maclean, president of the MacLean Publishing Company, Toronto, who was to have spoken was prevented by illness. His place was taken by H. T. Hunter, vice-president of the Maclean Publishing Company. He emphasized the good work that can be done by associations in working out trade problems. The more the work can be extended into towns the better. What is needed is good, lively, keen competition. The association that is enabling us to co-operate and eliminate things that are taking away profits is unquestionably worth while and makes better business. This will develop business. The tendency in the future will be towards a bigger volume of business with greater profits although prices will be lower. The view of the general public is generally a most illogical one. All the people know is that the merchant asks them more for the goods they need.

The man who comes in contact with the public is the dealer. He has to take all the kicks that are coming and gets remarks thrown at him that the manufacturer never hears.



A. J. WRIGHT
Hamilton, elected president Retail Hardware Association of Ontario.

Outlook for 1919

Mr. Adam Taylor of the Taylor Forbes Co., Ltd., Guelph, Ont., speaking on "The Outlook for 1919," said:

The thought uppermost in all our minds to-day is the outlook for 1919.

The question which must be asked today and answered without delay, is, are we going to profit by our experience gained in the last four years or are we going on in our pre-war style? It depends upon the answer to this simple question to a large extent what our future is going to be.

The astonishing victories won by our army, the courage and daring and tenacity of our men is the finest advertisement possible the world over, as regards Canadian quality.

Are we going to turn all this into commercial value? Put the same energy into the changeover for industrial purposes. Make the words "Made in Canada" a household motto, or a necessity in every home because of its quality in every country of the world?

Are we going to be merely producers of raw materials with which to supply other countries who will return the manufactured article or are we going to be manufacturers and supply our own needs and some of the needs of others, thus receiving full commercial benefit?

Must Start Afresh

Older nations have to start afresh and reorganize as never before. We have an equal chance and in some cases better, because of the variety and the abundance of our natural resources. In this I include every branch of our raw materials.

The world has junked its war machinery,—and the boys are coming home, and just now we are having a very gratifying relief from war orders. I say "gratifying" even though it means great loss of business. We are glad that our boys are marching home.

The industrial classes in many parts of the world are at the point of revolution.



ADAM TAYLOR

Taylor-Forbes Co., Quelph, who spoke on the business outlook.

We know something of the terrible conditions in Russia, but little has been told us about the conditions in France, Italy, Japan, Holland and Great Britain. In all these countries strikes are numerous. Things are not as bad in this country. The idea, however, that these convulsions can take place in Europe and not in this country is absolutely foolish. These troubles and industrial unrest will come and we must be prepared and the one hope in the situation is to give the masses every possible help, so that reaction will not be so severe. The building industry may become such a buffer.

Should be Encouraged

Construction work—both public and private—should be encouraged by everyone. It is a check on Bolshevism, and other "isms" in this country. Everyone should use his influence in his local community, also urge their representatives in the legislature to push public work with all possible speed.

Prices will be lower "later." I say the word "later" advisedly, as there will be an increase in percentage of overhead to be charged to-day through the reduction in volume of business to be done. This overhead must necessarily be met, and in all probability will more than offset any reduction in price of metals.

Labor is not dropping in price by any means, and if we are to believe the press and follow public utterances we may expect wages to be maintained at present level, if not increased, and probably an eight hour working day adopted, but it is a good deal better to build now and head-off unrest and disorganization than to wait until it is too late for the sake of saving 5 or 10 per cent. Spend the money now to improve and expand business and charge any little difference to good will or something else.

Would Save Business

Mind you I do not pretend to say that now is the most opportune time to build, —but it is much better to build now at high cost and save business than it is to wait for lower prices and run the risk of business disruption.

We read in the daily papers that the Government intends loaning twenty-five million toward the solution of the housing problem, another twenty-five million to be spent on good roads, and twenty million to be further advanced for promotion of public works.

Let us hope that the great gap in the volume of business caused by the stoppage of munitions will be filled, not alone by the efforts of the Government, but by the resourcefulness of manufacturers, jobbers and merchants, who have endeavored to see clearly the fundamentals of reconstruction and thereby have enhanced well being.

Before resuming my seat Mr. Chairman, allow me to express the hope that the deliberations of this your Fourteenth Annual Convention may be most successful and that the benefits derived may exceed your most sanguine expectations.

Will you permit me further to quote a few articles of a creed which occurred to me worthy of adoption.

Ten Ways to Kill an Association

1. **Miss as many meetings as you can.**
2. **If you do attend, don't come on time, but late.**
3. **If the weather is fine, don't think of going.**
4. **If you attend, be sure and find fault with the work of officers and other members.**
5. **Decline all offices, as it is easier to criticize than to do things.**
6. **Get sore if you are not put on a committee, or, if appointed, don't attend meetings.**
7. **If Chairman asks for your opinion, tell him that you have none, but later tell others what should have been done.**
8. **Do nothing except what is absolutely necessary, and when others roll up their sleeves to help matters, howl because of the clique running things.**
9. **Delay your dues as long as you can, and delay answering all letters.**
10. **Don't bother about getting new members. "Let Someone Else do it."**

Royally Entertained

On Tuesday evening the visitors were the guests of Wood, Alexander & James, of Hamilton, at a banquet and entertainment held in the Royal Connaught. W. A. Wood was in the chair and in expressing a warm welcome to the delegates he also extended to them an invitation to meet in Hamilton again next year.

F. F. MacPherson of Hamilton, Normal College, in responding to the toast to Canada declared that one of the greatest things to keep in mind in connection with Canada's reconstruction problems is "revaluation." Too many people have been setting too much value on material things and not enough value on the things of real importance. Canada, he declared, owes it to every boy and girl to see that they get an education that will fit them for earning their own living and for taking care of themselves. He urged every business man to help along this work in every possible way.

In replying to the toast to "The Ontario Retail Hardware Association," President D. A. Macnab, Secretary W. F. MacPherson and ex-President Jas. MacGregor, of Oakville, thanked Wood, Alexander & James for the generous hospitality extended to the members of the association.

Brief addresses of welcome to the delegates were made by Messrs. Alexander, James, A. T. Enlow and H. L. Frost.

The evening's entertainment which followed the banquet included, beside the speeches, a delightfully varied musical program which drew much applause and was greatly enjoyed.

EXHIBITORS GIVE TALKS

Ten-minut talks were given given by exhibitors as follows: A. L. Mason, of the Standard Paint and Varnish Co., Windsor; R. K. Falkiner, of the Allith Manufacturing Co., Hamilton; W. H. Cunningham, of the Kasement Skrene Dore Co., Toronto; W. Cale, of the Alabastine Co., Paris, Ont.; F. T. Bush, of Bird & Sons, Hamilton, Ont., and J. G. Gibson, of the Oneida Community, Ltd.

President's Address

AT our last session in this most hospitable and thriving city of Hamilton, it was under the stress and strain of war, but now after four years and a half of the greatest conflict the nations of the earth have ever engaged in, the victory has been won, and in union with our Allies we can with prayer and praise thank God for the great victory achieved and a duty well done.

I desire to take this opportunity of thanking you for electing me to the highest office of the association, and I feel it an honor not only to preside at the various sessions, but to be associated with such a large and influential body of merchants whom it has been my pleasure to meet at every meeting of our association since its organization.

Had Many Problems

During the war period many problems had to be solved, and, now that we are in the time of peace, we will still find, on account of reconstruction of business affairs, both local and national, that problems still harder to solve will confront us, but I do not hesitate to say that there has been nothing too large for the people of our beloved Canada to undertake and duly accomplish, and in due time all will be back to normal conditions again. Co-operation was never required more than at the present time—it is in the air—every line of trade and labor is inviting it—and



H. P. HUBBARD

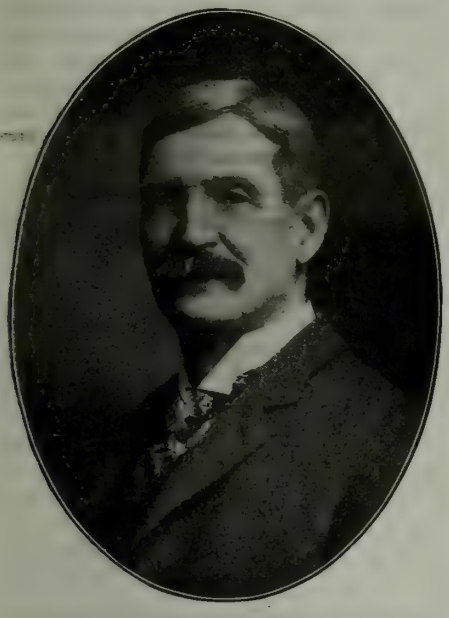
General Manager, E. C. Atkins & Co., Hamilton, who welcomed the delegates.

we can see in our association the means of instilling into the minds and hearts of those in our especial line of business a more friendly feeling, the abolition of that word competitor, as expressed by cut-throat business methods, and the adoption of a safe and sane and congenial spirit in the conduct of our

business, both to the betterment of the individual and the community.

Was Most Helpful

The convention of 1918 was the most practical and helpful we have had, and I can safely say that no effort has been spared to make the present convention maintain the standard then set, and hope that every member will



JOHN CASLOR
Re-Elected Treasurer of Ontario Retail Hardware Association

enjoy and profit by the various features of the programme.

The question of an advanced fee will be before you at this annual session, and I trust it will meet with your hearty support, as there is no doubt if this association is to prosper as it should, it must have necessary funds. Your officers have been economical, in fact they had to be, but have given you good service and if you will give them more to carry on with, you will get better service than ever before.

Praises Secretary

Before closing I would like to give due credit to Secretary Macpherson, whose untiring efforts in our behalf is and has been the mainstay of our association, and we are deeply indebted for the work and interest he has shown in its welfare.

I wish to express my appreciation for the co-operation of the officers of the association during the past year, also the trade press, manufacturers, wholesalers, and exhibitors who have done so much to make our convention a success, and trust that you will all feel at the close of this our Fourteenth Annual Convention it has not only been a pleasant outing, but one of profit—and that you will do your part in making the next still bigger and better.

Report of Secretary

TO Officers and Members Ontario Retail Hardware and Stove Dealers' Association.

Gentlemen:—I beg to submit herewith my report covering the work of this association, during the year 1918, or at least that portion of it which has been handled through the secretary's office.

Membership:—The total paid up members for 1918 was 251, a slight increase over preceding year. It was my intention to have made a special effort for a much larger membership, but owing to a considerable amount of my time being occupied with duties in connection with war work organizations, which duties I considered paramount, I was unable, in common with the other members of the executive, to carry out any wide campaign. These activities now drawing to a close will no doubt release some time and energy on the part of your new officers and executive, and be used to good purpose in strengthening the membership of our association. During the year several issues of net cost prices were mailed out. With increased membership, or increased membership fees, the price list branch of the service could be enlarged to the advantage of all members.

Numerous Offerings

Sales Bureau:—During the early part of the year there were numerous offerings through our sales bureau. From information received I am aware of a considerable quantity of goods disposed of to the mutual advantage of both seller and buyer. Isolated offerings have come to hand at different periods during the year, but not sufficient to warrant issuing special sheets, as the expense of listing one or two lines is as great as for a score. With the desire to list promptly lines when offered, arrangements have been made to list offerings in "Want and for Sale" Column of HARDWARE AND METAL—so, with the consent of this convention, or of the incoming executive, this arrangement may be ratified and all offerings listed for sale same week as your secretary is advised.

Paint Containers

During the past year the matter of elimination of certain sizes of paint containers by the Paint and Varnish Association was taken up by your executive—a questionnaire was sent all members and a decided majority favored the elimination of other sizes than those proposed by the Paint and Varnish Association. There was a large amount of correspondence in this connection, and the matter was still somewhat in abeyance, when the end of the war relieved the situation, and necessity for any elimination was removed.

Get Members' Views

It is to be hoped in the future, when radical changes such as proposed in this instance are under consideration, that the views of this association should be obtained and receive recognition. This was our contention and was conceded by individual manufacturers. I would suggest that this convention place its views on record in this matter.

Collection letters:—There has been considerable demand for these forms during the year, also for lien notes, and I would remind our members that further supplies are available on request.

1919 Convention:—The arrangements for



D. A. MACNAB
Retiring President Retail Hardware Association of Ontario

ASSOCIATION OFFICERS 1919-1920

The following officers were elected for the year 1919-20:

President.—A. J. Wright, Hamilton.

Vice-President. — Ed. Wanless, Chatham.

Secretary.—W. F. Macpherson, Prescott.

Treasurer.—John Caslor, Toronto.

Executive Committee.—Nelson Mills, Hamilton; George May, Toronto; F. B. Smith, Belleville.

the present convention have been completed by your officers and executive, and, as secretary, I must express appreciation of the ready acceptance by the manufacturers and others of our invitation to participate in our meetings.

Many Exhibits

Exhibits:—We are fortunate in having such a large number of exhibits this year, and trust that every member will make it a point to visit each and every exhibit, and where possible to show appreciation in a more tangible way. List of exhibits with names of representatives will be found on the programme.

In conclusion I would like to make an earnest appeal to every member to show his interest in the association, by an endeavor to have all dealers in his town and district members of our association. A little exertion in this way would soon bring results and double both the membership and the influence of our organization.

Yours for fuller co-operation,

W. F. Macpherson,
Secretary.

Treasurer's Financial Report

Toronto, Feb. 18, 1919.

To Officers and Members,
Ontario Retail Hardware and Stove Dealers' Association.

Gentlemen:—

I beg to submit Treasurer's Report for year ending Dec. 31, 1918, as follows:—

ABSTRACT

Receipts	
To Cash on hand from 1917	$ 178.87
To Cash Received from Secretary during 1918	1,168.20
	$1,347.07
Disbursements	
Paid Vouchers No. 1 to 26 inclusive	$ 984.18
Balance on hand, Dec. 31, 1918	$ 362.89

DETAILED STATEMENTS OF RECEIPTS

Receipts	
Exhibitors' Fees, 1918	$ 180.00
Members' Fees, 1918	717.00
Associates' Fees, 1918	75.00
Supplies	1.00
Exhibitors' Fees, 1919	180.00
Members' Fees, 1919	15.00
Refund of Exchange	.20
Total	$1,168.20
Cash on hand from 1917	178.87
Total	$1,347.07

Auditors Certificate

We, the Auditors of Ontario Retail Hardware and Stove Dealers' Association, beg to report having carefully examined the books of the secretary and books and vouchers of the treasurer and certify same to be correct. Cash balance on hand on Dec. 31, 1918, being $362.89 on deposit in the Bathurst St. Branch Canadian Bank of Commerce.

(Signed) Geo. Mathewson,
J. W. Peacock,
Toronto.

The Wednesday Morning Session

READY MIXED PAINTS

Address by W. S. Fallis, of Montreal, Managing Director of the Sherwin-Williams Company of Canada, Montreal.

MANUFACTURERS want to co-operate in every way with the retailers. Prepared paints have come to stay. In the early days prepared paints were made so poorly that the trade was greatly handicapped. Conditions have changed and now prepared paints are scientifically made and can be used satisfactorily and economically and a big business has been built up and is steadily expanding.

Regarding the future Mr. Fallis said people at the outbreak of the war were uncertain and this was reflected in business. This condition obtains again now that the war is over. The paint manufacturers last fall were confronted by the situation of having no raw material supplies on hand. It was at that time impossible to foresee the end of the war and raw materials in large quantities were purchased at record prices. These must be used up now and the result will be that there will be no immediate reduction in prices. All raw materials in all lines are high and the labor that is used in the production of finished products is higher than ever. This is a big factor also to consider. Canada, however, has in general been more prosperous than ever before and people are living better than before. There is nothing in conditions to warrant any uneasiness from a trade standpoint. Two of the problems of the retail trade to-day are the mail order houses and the tendency of the farmers to form co-operative societies. These are changed conditions and require all the resources of the retailers to meet them. The manufacturers are co-operating with them in every way to help them meet these difficulties. Retailers, he said, should closely follow up every opportunity for keeping their trade at home. With the resources Canada has to-day there is nothing to fear. He spoke most optimistically of Canada's future development especially in the West, and the great opportunities for business. The great crying need of the business world to-day is for capable men. Your clerk of to-day may be your partner to-morrow. Teach your clerks initiative, and courtesy and develop their latent energies. This will make them successful business men of the future. These are the men who count and become living forces in the community.



W. S. FALLIS
Managing Director, Sherwin-Williams Co. of Canada, Montreal

Referring to a question asked by a dealer regarding linseed oil prices, Mr. Fallis said supplies had to be purchased last Fall at prices $1.35 per bushel higher than now prevail. Oil manufacturers, he said, are loaded up with supplies purchased at high prices and these have to be worked up before others are secured. He advised retailers to be conservative in buying but to push for all possible trade. There was nothing to indicate any great reduction in prices but rather a gradual lowering.

WIRE AND WIRE FENCING

Address by H. L. Frost, President of the Frost Steel and Wire Company, Hamilton.

IN dealing with the fence prospects for 1919, may I be permitted to draw some conclusions as regards general conditions?

Four years of world upheaval have affected not only the destiny of the nations, but social re-organization is now undergoing changes which only a dreamer would have considered possible in 1914. War time problems have brought about a greater measure of co-operation amongst all classes. The same spirit now prevails, and Canada should be able to solve her present difficulties with the same success which attended her efforts during the War, when she had troubles both from within and without. The nation that produced our wonderful soldiers will carry on, and will not only be a bigger and more prosperous nation, but in every sense of the word a better one.

To-day we need "Peptomists." A "Peptomist" is an Optimist plus Pep.

Depends on Prices

Business is going through a waiting period, and improved conditions largely depend on the question of whether prices have become as low as present conditions warrant.

It is most unlikely that prices can go back to their old figure, because wages are never again going to be so inconsistently low. To-day there is some considerable unemployment, but with virtually no immigration during the war, and 75,000 Canadians killed or maimed, it should not be very long until we find an acute shortage of labor.

The fence situation is most promising. For two or three years there has been a great shortage of materials, which, coupled with the labor shortage on the farm, has resulted in a large amount of fence business being held over. While prices have been high, fencing has lagged behind many other metal materials, which have gone up two, three or four hundred per cent.

Were Not Excessive

The highest price asked for fence was only 114 per cent. in advance of pre-war prices. Contrast this with an advance of 132 per cent. for galvanized wire, doubled labor costs, nearly doubled freights, and the addition of 7½ per cent. war tax, together with an exchange of 2 per cent., and it is readily seen that fencing cannot re-act in price anything like other materials.

There has already been a reduction from the extreme high price of $18.75 a ton in car lots, and an even greater amount in less than car lot shipments.

These figures do not give a living profit to fence industries. During ten years no less than seven Canadian fence companies failed, and no new ventures have been started during that period. Many improvements in methods have been made, not the least of these being the standardization of heights and spacings. Whereas there were formerly 105 styles of fencing, all made in three different size bundles, there are now only 14 different combinations of all No. 9, five combinations of 9-12, and two poultry styles.

Benefit to Dealers

This should greatly benefit hardware dealers and assist them in sorting their stocks properly.

There is a largely increased demand from year to year, which will probably tax the entire manufacturing capacity this year, and we must take into account not only this year's normal demand, but every effort must be made to catch up for the two or three years when the farmers' needs could not be supplied. I am happy to note a greater spirit of co-operation between fence makers and dealers. This ought to prove very beneficial in the years to come.

In my judgment, 1919 should be a wonderful record-breaker in the fence business.

Stove Outlook for 1919

Address by F. M. Tobin of Toronto, Secretary of the Canadian Stove Manufacturers' Association.

OVERPRODUCTION in the stove business has kept prices low. American competition has also been a factor for some time, but now, however, Canadian stoves are cheaper than those made in the United States.

Speaking of export business, Mr. Tobin told what was being done in regard to securing European business and also in regard to getting trade in Siberia.

Mr. Tobin stated that there is no immediate possibility of stove prices being lower as raw materials have been purchased at high prices and labor prices are high.

WIRE NAILS AND KINDRED PRODUCTS

Address by F. H. Whitton, General Man ager of the Steel Company of Canada, Hamilton.

IN times of peace, conditions in the Steel business have been called "The Barometer of Trade," and when you add the insatiable demand for the war that has occupied us during the past four years it reaches a place of importance held by no other commodity.

The wisdom of building up and owning a steel industry in Canada was demonstrated beyond contradiction when within just a few months of war being declared, the steel plants of this country had without hesitation plunged into what was to them a hitherto unexplored field, and produced successfully munition steel in large quantities and of a quality that has from that date to this not been surpassed on this continent or in all Europe. This country's accomplishment in that line has received from all qualified quarters at home and abroad the highest commendation and the service the Canadian steel companies have rendered in this war has many times repaid to its citizens, the Mother Country, our sister Dominions and our Allies all the money that has been spent since its inception, in its upbuilding.

Important Question

Whether it shall continue to occupy an increasingly important place in the building up of this country and be available when required for either war or peace requirements within the borders of this country or in the future interests and requirements of the British Empire, is one of the most important questions for our Government and every citizen of this country to carefully consider in relation to any future change in our fiscal policy.

The kaleidoscope of events during the past four years has been revolving with such rapidity and such momentous changes have followed one another so quickly and absorbed our most concentrated attention, that one has difficulty in finding one's feet in a commercial sense now that peace conditions and pursuits confront us once more.

Your program specifically mentions "Wire Nails and Kindred Products," as a subject on which you desire a few remarks, but your secretary issued to me personally a license to talk to you on the general steel industry, which must necessarily affect very largely the greater portion of the goods you buy and sell.

Business and Prices

In regard to volume of business and prices. If there were but the one unit to consider, viz., the "goods themselves," it would reasonably be expected that there would be a prompt demand for everything the world has run short of.

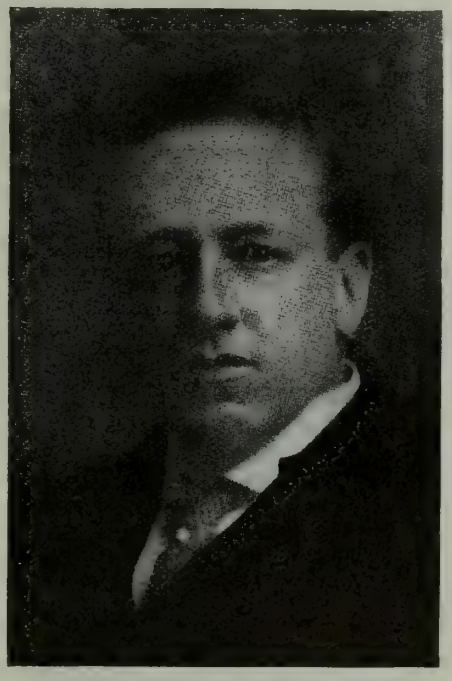
Another basic element however enters and largely demands attention, viz: Price.

The immutable law of supply and demand intensified by war conditions has raised the price or lowered the purchasing power of the dollar.

To-day the world wants goods and lots of them but there is another important factor: "The scarcity of credit for ordinary commercial purposes," having in mind the enormous war debts that have been incurred and will have to be liquidated.

Economic Necessity

It is an economic necessity to-day to get the greatest possible number of articles or value for one dollar and it is an axiom accepted by both seller and buyer that peace business cannot be maintained on a war inflated price basis, consequently the world is suddenly halted by the momentous question of how to bring about a commercial peace basis of values without panic and the least dislocation of confidence and continued employment of those



F. H. WHITTON
General Manager, Steel Company of Canada

presently occupied and at the same time provide work for those who have been engaged in war pursuits. The buyer is liable to hasten to the conclusion that with the cessation of hostilities prices must drop appreciably at once, but it is well to point out that manufacturers, especially the makers of iron and steel, on whom such an insistent demand was made, were obligated to accumulate stocks of ore and everything that enters into the manufacture of steel to secure continuous operation. The war suddenly ceases and those stocks are on hand, bought at high prices and in many respects regardless of price.

Labor at Maximum

Labor is to-day at its maximum wage and when these two elements are converted into a ton of steel for instance, a high cost results, higher than either the world or the individual buyer would like to see to-day. An absorption of these conditions is now taking place and as soon as seller and buyer have come to some understanding as to what is reasonable under the circumstances, and this is the season we are now passing through, confidence will be established and business resumed.

Commodity prices and wages should ease off in about the same ratio, but the wage scale generally, it is fairly certain, will not be reduced faster than the cost of living is cut and this will be the dominant factor in determining the future trend of prices.

May React Quickly

There may be certain values that will react more quickly than others, but that will probably apply to articles where the raw material does not involve much labor and to that extent may not be indicative of other lines.

Trade conditions as they exist in Canada to-day are more intensified in other countries and it may be well to look at them briefly as to how they may affect us, and to either a greater or less extent than in the past.

It may appear to some that the trading with European countries that ceased during the war may be expected to be resumed probably on about the same basis as before. The question is so immense and has so many sides to consider that it is quite impossible to enter into any great details. I think however that a conversation with the representative of a large English importing and exporting house recently may be of interest to you.

A Good Market

Questioned as to why he was here at this time and apparently had so large a program in hand, he replied: "Because we need a large amount of goods in England for home and export trade and that the American and Canadian markets to-day are the most advantageous to buy in," and made special mention that in regard to the quality of Canadian goods, as also American, we had nothing to fear from European competition.

In regard to price, he considered both Canada and the United States would be distinctly in a better position in future than in the past.

That the day of low European or English wages was past, that labor seemed determined to reach for and would largely obtain the same basis as on this continent or relatively so.

The Seamen's Stand

That German and Austrian goods would be largely replaced. Neither the English buyer or consumer were prepared to purchase them and that for at least a period of five years the seamen claim they will not ship on a boat that would attempt to carry them. No longshoremen would either load or unload them, and that this action would be backed up in every particular by the returned soldier in all walks of life who had fought against them and had witnessed the terrible deeds that up to now had hardly been touched on in the public press and of which we had no conception.

He strongly resisted the idea that memory would be treacherous or forgetful in this respect and that the British trading instinct would predominate.

He made special reference to the recent increases in prices indicated in the English trade papers during January and stated he was continually receiving cables of advancing quotations by which to govern his actions in this market.

British Imports

It may be of interest to you to learn that England has been importing about 50,000 tons, or one million kegs of wire nails per year, made up of 400,000 kegs from Germany, 400,000 from Belgium and France and 200,000 from Canada and the United States. He particularly stated that the Canadian and American nails clearly outclassed in quality those made in Germany, Belgium and France. That Belgium would not be able to furnish any probably for a year at least, France for many months and German nails they would not handle and could not sell, so that material tonnage in this line, as also wire, would be drawn from this side of the ocean.

In regard to bolts and nuts, he said large business was available provided we adopted the Whitworth standard and were willing to make some special patterns in which paving quantities were involved.

That English manufacturing was seriously upset by the wage question in every line and that it would probably take some time to adjust matters.

To Show Them Up

In regard to German goods, it might be mentioned Senator Lynch Staunton prepared a bill at Ottawa calling for all places handling German goods to denote that fact by a prominent sign over the main entrance of the place of business, also on all counters or places inside where exhibited, and every invoice of sale should also in-

dicate any goods that were of German make.

Senator Lodge has introduced a similar bill in the United States.

I believe Australia has actually passed a law forbidding the entrance of German goods.

When touching on European future competition, it may be of interest to give you a little information in regard to the changed conditions brought about by the war.

Great Britain entered the war with about seven and a half million tons of steel. To-day her capacity is ten or eleven. A material portion of this increase was special for war needs and a considerable percentage of it may not be continued as suitable or economical for commercial purposes. On the other hand, there is no question she has learned the value of being more self contained and will manufacture a large portion of what she hitherto bought from Germany.

Germany's Production

Germany's production of steel in 1913 was eighteen million net tons, a capacity in some years 40 per cent. greater than her own domestic demands, and for this surplus she created export markets at prices below actual or natural costs of production by granting subsidies in the shape of preferential railway rates, export bounties contributed by all engaged in making the article from the ore down to the finished product, Government shipping aid to carry the goods to destination and finally banking assistance by advancing the cash promptly to the manufacturer against shipping documents, assuming any credit as to time given the purchaser and the collection of the account. Incidentally I might mention labor also accepted less wages on goods made for export.

This will enable you to understand why German goods were so attractive in price and the extent to which all purchasers of German goods exported, contributed to the upbuilding of German manufacturing.

Germany's prominent advance into the iron and steel business was due to the acquisition of the coal properties gained in the war of 1812 and the ore properties when Alsace and Lorraine were ceded in 1871.

During the present war Germany seized last year, a large portion, nearly nine-tenths, of all the French deposits of ore and in addition 95 blast furnaces.

A Small Producer

France was a small producer of steel, making three million tons in 1913, which was the last official report issued. She has already recovered the ore fields and blast furnaces captured by the Germans in the recent war, but in a badly damaged condition.

The interesting point now is, if under present peace conditions that portion of Alsace and Lorraine lost in 1871 are returned to France she will recover the ore mines that Germany has been using for 47 years and will have a possible ore production of forty million tons and which will in turn reduce that of Germany to probably eight or ten million tons.

France lacks at present the plants and machinery to use this enormous ore tonnage and it has been suggested she may under the peace terms possibly arrange for Germany to smelt some of this ore and return the product to France as a means of paying possible indemnities.

In any event it looks as if continental competition will be less fierce, possibly French instead of German, in which case we may expect fair trading instead of subsidized dumping.

Plants Devastated

Belgium has been so devastated by war, her industrial plants demolished and machinery stolen and her mines so damaged that it will take some time before she can approximately supply her own domestic needs, to say nothing of export.

Having looked at European conditions, let us turn to:

Canada.—In Canada we produced one million tons in 1913. Each of the four large steel companies very largely increased their steel producing capacity to supply the urgent demands for munition purposes during the war, and taking into account the electric steel and cast steel production which came into existence almost entirely owing to war demands. Canada had a capacity of one and a half million tons in 1917, an increase of 50 per cent. and additions have been made since that date.

United States.—Without going into details, the facts I have set forth in regard to Canada have been duplicated in the neighboring country to the south.

Marvellous Results

The increased production of steel in Canada as outlined is representative of a great many other goods manufactured in Canada. When the call came to produce we accomplished somewhat marvellous results. More headway was made in four years, due to the necessity of war, than might have taken place in a much longer period under peace conditions. These industries are an asset to this country and every citizen a shareholder, either by direct or indirect interest, and you as distributors of the goods, together with we manufacturers representing the makers of them, are in reality the Board of Directors who must devise a means of operating them in the interest of Canada.

Let us scan the field of our operations.

Fundamentally our basis is sound. We have a wonderful future before us to develop this great heritage of territory—rich in natural products of the mine, forest and waters—a soil capable of creating a great harvest of wealth—a climate that produces both vigorous crops and manhood—an intelligent, peaceful and contented people.

Future Expansion

Our future expansion will soon absorb our present productive ability and a great deal more, but at the immediate moment there is a temporary halt in our business affairs that calls for our united attention and co-operation of effort to start moving smoothly again.

What is being done to bring this about?

England was such a large importer from enemy countries that her decision to make more goods at home will assist her materially. Her Government two years ago appointed what was known as "The Engineering Trades Committee of the Ministry of Reconstruction" to investigate and compile a list of articles which were either not made in the United Kingdom before the war, but were imported or were made in the United Kingdom but in insufficient quantities. This committee was subdivided into fifteen branch committees dealing with different groups of articles and the services of some one hundred and fifty leading manufacturers were drawn upon and a very valuable report of recommendations has just been issued.

Export Markets

It is well known that similar committees were established to deal with export markets, which are known as trade parliaments, and steps taken to immediately proceed to business when hostilities ceased. Her control of shipping and ocean rates will give her advantages in this respect.

As a further protection to her home market and to provide work for her returning soldiers she has within the past few days declared an embargo against practically all imports except under special license and in this respect she has quite outclassed all other countries in a practical method of solving this question.

In the United States where the Sherman Anti-Trust law prohibits anything in the nature of trade agreements, special legislation has been enacted under the Webb law that permits trade co-operation in regard to export business.

Suggest Conference

In regard to domestic business, fixed Government prices were adapted as a war measure and were terminated December 31st. An application by the American Iron and Steel Institute to continue them as a stabilizing influence was refused, but during the past week, Secretary of Commerce William C. Redfield has announced a plan "whereby a committee should be called into conference representing all the basic industries to examine conditions in industry with a view of formulating a scale of prices at which both the Government and public would be justified in buying freely and at which manufacturers would be willing to sell with a view of maintaining or restoring business activities to a full volume." It is understood Secretary of the Treasury Glass has cabled President Wilson supporting Secretary Redfield's plan as affecting the coming Victory Loan and the President's answer is now being awaited.

The Canadian Government have appointed a Canadian mission in Europe with headquarters in London, who will present Canada's claims for business and use their influence in bringing Canadian manufacturers and European purchasers together.

Extending Credits

They are also extending credits to devastated countries to facilitate the purchasing of goods in Canada.

With reference to our domestic business. No action has been taken at Ottawa corresponding with that of England in permitting importations into this country by licenses only, nor have we as yet learned of any similar proposal to the plan of Senator Redfield in the United States with reference to stabilizing of prices.

An Acute Question

Ottawa has arranged large orders for rails, track fastenings, locomotives and cars for the several Canadian railways. Large expenditures are contemplated for public works, good roads and similar work and the question now arises, "What are both the Canadian Manufacturers and Wholesale and Retail Distributors Going to Do?" Are they going to buy Canadian made goods, which will employ Canadian labor and keep their money in Canada to further circulate and produce new business, or are they going to continue to import foreign goods and help to give employment to the labor and manufacturing plants of some other country? We can well afford to eliminate any discussion of what has been done in the past, or why. Whatever the cause, the bald, naked necessity of the present to give employment to the citizens of this country and our presently returning soldiers, in short our "Commercial Self Preservation" calls on us, without admitting the possibility of any other decision, to buy and handle goods made in this country to the limit of every man and woman's power, and you gentlemen should unreservedly pledge yourselves to this policy during this conference. Place your decision on record and advertise it from one end of this country to the other as an example for others to follow.

Exchange so High

Stop sending $102 of good Canadian money to the States to pay for each $100 of goods you buy. New York exchange has been as high as 3 per cent. It is now 2 per cent., but may again rise to 3 per cent., or higher, if we do not purchase less goods there, and thus bring about a more favorable trade balance in this country.

Do you realize that if we band together to do this we can largely solve the question of keeping our men employed and our business houses and factories reasonably busy at this time?

Unemployment from the manufacturers' and merchants' standpoint spells "restricted business." Restricted business means a higher cost in both the production and distribution of goods and a narrowing or even a disappearing of profit.

To the employee, no matter what his occupation or station in life, absence of work

means that he ceases to earn the wherewithal to feed, clothe and take care of his family, the fundamental purposes for which as head of the family he is responsible. Wages are essential to existence and the absence of the weekly pay does not take long to produce unrest as it is called, followed by a demand for employment and which we must do everything possible to supply.

Time for Consultation

There may be justification for criticism in regard to dissatisfaction and strikes in time of plenty but when it comes down to trade conditions as at the present time, caused by no fault of either the employer or employed, it is time for a consultation to diagnose the situation seriously and call on every source of possible assistance to provide a remedy, and no one can escape the personal responsibility to play his part to the full. Our fighting men have proved their metal, our generals have led their forces to a successful issue, and I say if our Canadian citizens will do their part in the same spirit, through the whole ranks of manufacturers, consumers and distributors of Canadian products, the industrial forces, both employers and workmen, will put forth efforts that will result in Canadian commerce taking on life to a degree that will provide employment and build up business prosperity and confidence.

What we want is to kindle the necessary effort to awaken confidence and co-operation in ourselves. Use the services of the Government public men, so-called captains of industry and any other means available, but above and beyond all let us get into the game ourselves.

THE GLASS SITUATION

Address by Mr. J. E. Harrison, Canadian Manager, Pilkington Brothers, Ltd., Thorold, Ontario.

I DESIRE to thank your executive committee and secretary for the honor of being invited to address this Convention on the subject of "The Glass Situation."

I would first of all refer to the prospects of demand for the present year, which question affects the retail hardware dealer. It is generally agreed that there is a very serious shortage of dwelling houses, particularly of the artisan class, throughout the Dominion, owing to the cessation of building operations during the last two or three years. The Government of our own province was alert to the necessity of encouraging house-building and have recently introduced legislation whereby assistance will be afforded to small investors in the form of loans, at a low rate of interest, to enable them to build homes. Numerous other projected buildings, public and otherwise, have been held up by the authorities and owners awaiting the successful conclusion of the war, and reports from various points indicate that many of these will be proceeded with in the spring. In fact large contractors already report enquiries heavier than usual. Therefore, I think, all things considered, a feeling of optimism should prevail in the building and kindred trades.

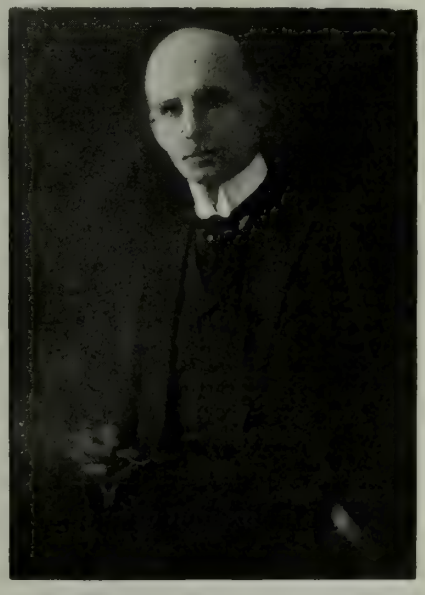
Hard To Forecast

As in the case of other commodities, it is difficult to forecast what is likely to take place with regard to supplies and prices of glass in the current year, owing to the peculiar conditions which will prevail during the period of readjustment and reconstruction. However, I propose to analyze briefly the situation according to reports emanating from different countries, confining my remarks chiefly to window glass, which, of course, is the kind the retail hardware trade is most interested in.

Until August, 1914, Canada drew the bulk of her supplies of glass from England and Belgium, and a part of the demand was met by the output of our own factory in Canada, which, by the way, commenced operations in May, 1914, but on the outbreak of war supplies from England and Belgium were quickly cut off, and since that time the requirements of this market have been, and continue to be, supplied by the many United States manufacturers and the output of our own plant at Thorold, Ontario.

How About Supplies

Doubtless the foremost question in your minds is: WHEN WILL SUPPLIES FROM ENGLAND AND OTHER EUROPEAN COUNTRIES AGAIN BE AVAILABLE? I have no official information on this point, but reports and despatches during the last three months appear to confirm the fact that the equipment of practically all the coal mines in Belgium and the North of France, after



J. E. HARRISON
Canadian Manager, Pilkington Bros., Ltd., Thorold, Ont.

being used by the enemy during the war for his own purposes, was deliberately destroyed by the German armies at the time of the final retreat, and, worst of all, the mines were also flooded. As you may know, producer-gas plays a very important part in the manufacture of glass, being used in the melting of the ingredients and in the flattening and annealing processes. Many of the railways and steel works in those countries were also completely destroyed by the Germans, after they had taken away the metal and machinery. It is, therefore, safe to assume that it will take many months, perhaps a year or two, to get the coal mines and the other industries to which I have referred in full operation again. In the meantime Belgium and France will have to look to other countries for coal supplies.

The Labor Problem

Apart from the shortage of coal required for gas-making, the labor situation will cause concern for some time to come. The manufacture of glass calls for highly skilled labor, most of the workers serving from four to seven years apprenticeship before becoming proficient. A large number of Belgian glass makers—and this also applies to England—have been killed or disabled in the war, and during these four years there have been no apprentices in training. It may be of interest to you to know that the firm I represent in Canada has a factory in Maubeuge, on the Northern border of France, and I have news that this was used as gun-repairing shops by the Germans and that every piece of machinery was plundered or destroyed by the enemy. This condition will doubtless apply to many other factories which were all practically within the war zone for the entire period of hostilities. The conclusion is that a long time will elapse before the output is sufficient to enable these countries to export to any extent. Another feature deserving of note is the tremendous demand there will be for glass in re-building the devastated areas of the war-stricken countries of Europe.

The Chief Factors

These appear to me to be the chief factors in considering European supplies. If my observations are correct, then it would seem that Canada cannot look for large importations of glass from Europe for quite a long period, which means that it will be necessary to continue to draw your supplies from the United States and Canadian factories.

About Prices

With regard to prices, I cannot do better than quote for your guidance extracts from a recent address by the sales manager of the largest producer of window glass in the United States. His statement was:

"The combined window glass output of the entire industry for the year 1918 was approximately 275,000,000 sq. ft., as against a production of about twice that amount for 1917. The export demand for the various world's markets was equal to that of the year previous; it would have been much larger if shipping facilities had been more plentiful.

"The year closes with virtually no stock in the possession of the manufacturer and very small stocks located in distributors' warehouses or among the large consumers.

Conditions Sound

"Conditions are fundamentally sound. The world's markets are all short of stocks. Supplies have been depleted. Active business awaits the American manufacturers in the overseas markets.

"Conditions throughout the home markets are equally promising. After the business interests of this country adjust themselves to a normal peace level building operations will be resumed, including those that were under way, but subsequently deferred as a war measure, as well as new buildings that are badly needed in various sections of the country.

Expects Big Demand

"A careful survey of the situation warrants the belief that, after the dull intervening period of readjustment is safely passed, the demand for window glass for all the world's markets will be the greatest in the history of the industry.

"The cost of production continues high. There is no recession in the price of labor, fuel, or materials. Market prices for glass are firm and unchanged and are ruling on the same level as those existing since last August, when the last price-change occurred."

This gentleman's views are also confirmed in a bulletin to the trade issued by a large firm of glass brokers, who are the distributing agents for a number of the smaller manufacturing plants in that country.

Increase in Wages

Since the statements to which I have referred were made the skilled glass workers have received a 10 per cent. increase in wages. Glass manufacturers, including ourselves, have contracted for supplies of materials at high prices. The United States factories will continue on the same basis of output as during 1918, that is 50 per cent. of normal. In the case of our factory in Canada a large number of skilled workers are still in the army, consequently we are operating with a proportion of less efficient men, which of course seriously affects our output; materials and coal are contracted for at war-time prices and there is every sign of the present rates of wages being maintained. You will, therefore, see that glass is going to cost more to manufacture in 1919 than it did in 1918, and as buyers recognized the necessity for

the high prices of last year I do not see how their expectations of lower prices this year can be justified.

Will Be Maintained

In conclusion, while I think that prices have probably now reached the peak, the deduction to be drawn from the conditions as outlined is that prices will be maintained at about their present level for some time to come, especially in view of the fact that the stocks in manufacturers' and jobbers' warehouses, generally speaking, are lower than ever before known.

To help you to size up the European situation I may say that it was officially announced last week that the French Government had just placed an order for 10,000,000 feet, that is 100,000 hundred feet boxes, of window glass with the United States manufacturers. From this it looks as though there was little glass making contemplated in Belgium or France in the immediate future.

ELECTRICAL SUPPLIES FOR THE RETAIL TRADE

Address by A. S. Edgar, Canadian General Electric Co., Toronto

MR. President and members of the Ontario Retail Hardware and Stove Dealers' Association:

When your secretary requested that I should give a short talk on the subject of "Electrical Supplies for the Retail Hardware Trade" he asked that I embody in my remarks views as to the market situation and the prospects for the future. I think I am safe in saying that there are very few of us who would care to commit ourselves to any definite answer, in fact no two people seem to have exactly the same ideas on this much-discussed subject.

Everyone knows without being told that the world is seriously short of food, or at least may parts of it are. How about the other commodities, such as electrical supplies, which may be considered an item in the cost of living? Will not electrical or hardware lines decline to pre-war levels? I am afraid the answer is in the negative. I think we will all admit that prices will and should go down, in the course of time, but we will be seriously disappointed if we expect an immediate return to normal pre-war conditions.

Wages a Big Factor

We are apt to under-estimate the item of wages in the cost of any commodity. Any manufacturer will tell you that wages, to a large degree, are the determining factor in the cost of raw materials, and also a like factor in the cost of the finished product. Therefore, as long as wages remain as they are to-day, there is very little likelihood of any serious reduction in the cost of commodities.

The high cost of living has naturally influenced, to a large extent, the cost of wages, and as long as the serious shortage of food exists in other countries, the cost of living will not appreciably moderate.

If we can be guided by statistics, we can take counsel from the fact that it was two or three years after the Civil War ended before there was any appreciable drop in the prices of commodities in general. How near Canada will approach conditions of the Civil War remains to be seen.

We must not worry too much over the future course of prices if we are all to partake of the benefits derived from a period of prosperity which we feel is to follow in the near future of this country.

Shock Absorber

Public necessity is a wonderful shock absorber in the times of business transition and electrical service is just as much a peace essential as a war requirement. The manufacturers of electrical apparatus and appliances are not hesitating but are forging ahead, in the belief that general prosperity is assured. Therefore, place your order today if your stock shows signs of running low and do not wait in the timid uncertainty, which you have had since the armistice was signed. Probably you could turn over your new investment two or three times before you lose a dollar, and make enough en route to show a healthy profit.

We must discard the feeling of uncertainty and brush aside all thoughts of pessimism, for if you analyze carefully the situation of today, you have every encouragement to be optimistic. Money that has been in circulation as a result of the war contracts, will naturally now be diverted through other channels. We should aim, therefore, to go ahead immediately and endeavor to inspire confidence and prepare for the biggest year we have ever had. If everybody does this there will be no question as to the result.

The general subject of selling electrical supplies through the hardware trade, has been given a great deal of thought, not only by the distributing companies but by the hardware dealers themselves, and it is now quite evident that every manufacturer of electrical merchandise realizes that the hardware store is fast becoming an attractive outlet for the more staple electrical supplies.

Both Are Right

The question has been asked, time and time again—should the hardware store sell electrical merchandise? The electrical dealers answer "no" and the hardware dealer says "we must." And then both sides proceed with arguments and incidents to prove whatever they desire. As a matter of fact, both are wrong and both are right. It is true that some hardware dealers have carried on their electrical merchandising activities in a manner prejudicial to the electrical dealer's interest. It is also true that in many communities electrical merchandising would have become virtually stagnant if it were not for the aggressiveness of the central station and the hardware dealer.

The whole matter, as it seems to me, simmers down to this: There is no valid reason why the hardware store should not merchandise electrical appliances and other supplies provided that they deliver with each piece of electrical merchandise sold, a certain amount of electrical knowledge. The electrical merchant *has* that knowledge and if the hardware man expects to compete with him, both he and his salesmen must acquire sufficient knowledge of electrical supplies to intelligently conduct the electrical end of his business. For instance a hardware dealer sells a toaster. He tells the purchaser it can be operated for 2c a day, and the statement is believed. The purchaser takes his toaster home and places it in continuous operation to heat a small chicken coop, with the result that the following month his light bill is $32.00. Many instances might be quoted where electrical supplies are merchandised in this way by dealers unfamiliar with the appliances or the cost of operation, but if the hardware dealer would take some pains to inform himself and his salesmen regarding the more staple electrical supplies, there is no doubt that the hardware dealer with his advanced selling methods would become a big factor in the distribution of the more staple electrical supplies.

Was Not Familiar

I had occasion recently to go into a hardware store to purchase some fuse plugs and esked the clerk for several ten ampere plugs. I was informed that they did not have that particular size in stock but they had 30 ampere which would answer the purpose equally as well. When I questioned the clerk further, I found that he had no knowledge of the service required of these fuse plugs, other than they would put my lighting system back into commission. Most of us know the capacity of the fuse plug used is very important as it acts as a safety valve for trouble on the circuit, and if a 30 ampere plug is given to a customer ignorant of his requirements, where a five ampere plug was the proper thing to use, the customer loses the value of his safety valve, and is liable to have serious trouble or possibly a fire as the result. Therefore, as I have already stated, it is very important that the hardware dealer have at least a working knowledge of the more staple electrical supplies which he is called upon to supply to his customers.

During the period of the war the sale of electrical appliances in general has been seriously curtailed, due to lack of available power, but conditions have now entirely changed and the central stations, for the most part, will have plenty of power for distribution and their efforts to distribute this power will naturally stimulate the sale of electrical appliances.

An Attractive Outlet

As I have already stated the hardware store should prove an attractive outlet for the more staple electrical supplies and the dealer is sure to find a ready market for these lines, particularly the many labor-saving devices that are now offered for the household use. Perhaps it would be well to enumerate a few of the more staple lines of electrical appliances and supplies which can be sold by the dealer to the public with a minimum of electrical knowledge:

Incandescent lamps, rubber-covered wire, flexible cords, wiring devices such as fuses, plugs, sockets, receptacles, rosettes, etc., small household motors, fan motors, vacuum cleaners, washing machines, electrical cooking appliances such as toasters, coffee percolators, grills, etc., electric flat irons, electric air heaters, dry batteries, flashlights, etc.

Would Pay Dealer

It would pay the hardware dealer to get in touch with the manufacturers of small motors and electrically-operated devices used in the home. This is a time of great economy. There are many thousands of electrically-driven labor-saving devices being sold each year, and this number is increasing in spite of the increased cost of living, due solely to the fact that they are reliable labor-savers. It will be found that the sale of each new appliance, rather than exhausting the field, creates additional customers by practical education. It is to be hoped that the hardware dealer who undertakes the selling of electrical merchandise will himself become thoroughly educated to the use and operation of the many staple lines which he can handle to advantage, as a correct knowledge of these lines is absolutely essential to assure the success of his merchandising efforts in this direction.

THE LINSEED OIL SITUATION

Address by A. C. McQuaig, Manager of the Dominion Linseed Oil Company, Montreal.

ON behalf of the principals and shareholders of our company, I wish to thank your association for the privilege of addressing you for a few minutes, and I trust it is not conflicting with the subject upon which I am to address you, when first of all we desire to express our gratitude for the termination of the war, and second, that in this reconstruction period, Canada will forge ahead so that our returned soldiers shall have no grievance, nor shall we have any great period of unemployment.

Our Government at Ottawa has perhaps not done all it could possibly do to relieve

the situation, as we see it, but it is surprising that although they have outlined several programs, our various cities and municipalities are slow to respond. I refer, gentlemen, to the scheme of providing houses. If this were more closely taken in hand, it would facilitate much work, and at the same time improve business generally.

Exports of Oil

The subject, namely, the linseed oil situation, can perhaps be more easily disposed of this year than in any former years, not because of present prices so much as because of the conditions that now exist. It no doubt will surprise the majority of the gentlemen present that it is the first time in the experience of our company, which has been in business for fifty-five years, that we are able to export linseed oil to all countries of the world, and consequently from an economical standpoint Canada to-day is being favored with the lowest prices for linseed oil in the world, so that it must be that if other commodities can be produced at an equivalent cost to other countries, we must continue to become a creditor nation and bound in a short period of time to expand in every respect.

Will Not Alter

As far as we can see, we think this situation will not alter for some months to come, and excepting for a few fluctuations in market values, we cannot see that the hardware trade can look for very much more recession in values.

Important as the foregoing statement may be, I think I have also another very important announcement to make. While it does not directly benefit the hardware men in Eastern Canada, it will, I think, affect their hardware brothers in Western Canada. I refer to the opening by our company of an oil mill at St. Boniface, Manitoba. This will mean a more uniform price for linseed oil from the Pacific Coast to the Atlantic, and I feel confident in saying that nothing will be left undone to supply a quality of oil second to none.

Nothing Definite

It is an old saying that anybody's guess is liable to be correct as to what linseed oil prices will be. I assure you, gentlemen, it is not within my province to make any prediction. However, it may not be amiss to give a few facts that are recorded by our statistical department at Ottawa. These are that the last season's linseed crop of Canada was about six million bushels; the American crop was about fifteen million bushels; a total of the two countries of twenty-one million bushels. We understand the Argentine crop is in the neighborhood of 40,000,000 bushels, and that in India they have on hand large surpluses from the crop of 1917 and 1918, and we hear that the present crop is favorable. As to the supply in other parts of the world, it is perhaps a mere guess, and anyhow, since there is no means of transportation, it is not well for us to consider them. But it does appear, with the uncertainty existing, and with no knowledge of the ultimate results of the Peace Conference, that available supplies that we have mentioned will fully satisfy all requirements until the new crops arrive. Owing to shipping conditions, supplies cannot be delivered to the respective centres more rapidly than required, and consequently any recession must be gradual.

Exceptional Quality

I do not think that we should overlook the fact that in the last five years the linseed crops, although not large, gave seed of exceptional quality and as a result we have been able to market a high quality product in the oil.

We all know that it is going to be some time before shipping conditions, so far as vessels are concerned, will be restored to normal, and during this period at least, Canada will enjoy low prices, but it is regrettable that since Canada has no mercantile marine of her own, our exports are limited, which in turn means production may of necessity be curtailed.

THE MANUFACTURE AND USE OF INSECTICIDE

Address by Shirley P. Newton, Chief Chemist of the Canada Paint Co., Montreal.

THE use of insecticides to protect the nation's crops from destruction by insects, is a comparatively recent development, and even to-day few people outside of those actively engaged in the manufacture, distribution, and use, realize the vital part insecticides play, not only in saving agricultural produce



SHIRLEY P. NEWTON
Chief Chemist, Canada Paint Co., Montreal.

but also in actually increasing the quantity of it. The experts of the Dominion Department of Agriculture estimate that Canada suffers from the ravages of insect pests an annual loss of one hundred million dollars, all of which would be preventable by proper spraying with insecticides and fungicides. As an example of the increased yield to be obtained by spraying, the Department of Agriculture is authority for the statement that spraying increases the quantity of apples by at least 80 per cent., and the value per barrel of the average run of the tree by 70 per cent. In contrast with this greatly increased financial return is the fact that the cost of making four sprayings of the orchard per season amounts to but 16 cents per barrel of apples produced.

A demonstration on a small scale of the manner in which a typical product, namely, arsenate of lead, is precipitated from the chemicals used in its manufacture, was given by Mr. Newton. This experiment showed the care which must be taken in order to produce insecticides of high quality, by making from the same materials both a high grade and an inferior arsenate of lead.

Combine Chemicals

Coming back to the manufacture of insecticides as carried out in the factory he said that, in general, they are made in a manner similar to that used in making arsenate of lead—that is, by the combination of chemicals in solution to form a solid matter which can be filtered out of the water in which it is contained. In practice, 1,000 to 2,000 lbs. is made at one batch in tanks holding several thousand gallons, and equipped with mechanical stirrers. After being formed, the solid matter is pumped into filter presses, which separate it from the largest part of the water. The material comes from the presses in cakes which, nevertheless, still contain considerable water. These cakes are put into a kiln and after they have become thoroughly dry they are run through a pulverizer which grinds them to an impalpable powder. In some cases where extreme fineness is desired the material is air-floated after grinding.

Many Difficulties

In the past the production of poisonous insecticides was attended by some difficulties on account of the workmen being affected by dust and vapors and experiencing periods of ill-health. A few years ago it was quite common practice in plants making such materials, to be obliged to hire men every day to the extent of about half of the working force to replace those who were quitting. The rapid increase in the demand for spraying materials and the consequent growth of the business, has enabled us to introduce sanitary appliances which reduce to a minimum the danger to the workman. We now safeguard his welfare to such an extent that in operating the largest insecticide plant in Canada for a period of four months, we have not had a single case of occupational sickness reported.

Are Grouped

Turning to another phase of the subject, the use of insecticides and fungicides, we find that they are usually classified according to the particular group of pests they are used to combat. The latter are for practical purposes placed in three classes—chewing insects, sucking insects and fungi. Those of you who have seen the rapidity with which the leaves are stripped from a potato field by a brood of young potato bugs, or have seen tent caterpillars at work, will need no explanation of the term "Chewing Insects." Against these we use a poison such as Paris green, arsenate of lead, or kalcikill, the latter being a light gravity arsenate of lime. "Sucking insects" are those which puncture the bark of plants and trees, and suck the sap, plant lice or aphis being typical of this class. Stomach poisons are worthless for combating these, so we resort to materials which are caustic in their action and kill by contact, such as lime sulphur.

Are Not Insects

Fungi, of course, are not insects, but rather parasite growths such as mildew and potato blight. To fight these still another class of materials called fungicides is required, and the substances which have been found most efficient for this work are bordeaux mixture and sulphur, or sulphur compounds. When it is necessary to use fungicides, they are almost always applied together with a poisonous spray to kill chewing insects, thus killing "two birds with one stone," to be exact two bugs with one spray gun. This practice has led us to make up combination sprays consisting of a poison mixed bordeaux mixture or sulphur, which are effective against all three of the previously mentioned groups of pests, and which save time and labor on the part of the user by obviating the necessity of his mixing the separate ingredients. Sprayide, a combination of arsenate of lead and bordeaux mixture in the dry form is especially adapted to small garden work. Bugocide for potatoes, and dry dusting mixtures composed of arsenate of lead and superfine sulphur, are examples of such combination sprays. Dry dusting mixtures should be of great interest in this locality, as they

are particularly suited for the dry spraying beech trees.

Fake Insecticides

I would like to bring home to everyone of you here the fact that there are a number of fake insecticides on the Canadian market, products which are dangerous, products which in practice have actually burned the leaves off the plants or trees to which they were applied. Then there are worthless concoctions about which extravagant claims are being made. For instance we came across one preparation which was a liquid sold in four-ounce bottles and it was claimed for it that four ounces would do the work of two pounds of Paris green. A chemical analysis showed that the liquid contained eighty per cent. of water, and we were forced to conclude that the other twenty per cent. must have been mighty powerful stuff. In the States there is a national law governing the purity of insecticides, but unfortunately Canada has not yet taken steps to protect the consumer from unscrupulous manufacturers. How then can the dealer safeguard himself and his customers? The answer is: By buying only from insecticide manufacturers of established reputation; firms whose names mean something to you when you read them on a package.

Outlook Promising

In closing let me say that the future outlook of the insecticide business is most promising. The use of insecticides is becoming more widespread each year, with a consequent increase in the quantity consumed. It is to be regretted that figures are not available showing the total amount used annually in the Dominion; but it is safe to assume that the expansion of the business, as a whole, is in some degree comparable with the rapidly increasing output of our own plant. To use the last four years as an illustration, compared to 1915, 1916 showed an increase of one hundred and eighty per cent., 1917 three hundred per cent., and 1918 five hundred per cent. Canadian manufacturers have kept pace with the growing demand for insecticides and have built up a substantial industry, which has nothing to fear from honest competition. We would urge you, however, not to allow the American makers to use Canada as a dumping ground for their surplus products, and their off-standard goods which they are not permitted to sell at home. Buy of reputable Canadian manufacturers, and keep our Canadian dollars working for Canadian industries.

A SHORT TALK ON DRY COLORS

Address by Chester A. Holkesvig, Superintendent, Dry Color Plant, McArthur-Irwin Ltd., Montreal.

CHESTER A. Holkesvig, superintendent Dry Color Plant, McArthur, Irwin Ltd., Montreal, delivered an instructive address on dry colors, which gave many retailers an insight into this end of the business, they never before possessed. Mr. Holkesvig covered the dry color situation as follows:

In these days of miracles when old orders and old ideas are being swept away and replaced with bigger, better and brighter policies, we are apt to see only the big effects that occupy the centre of the stage. But each of us can see some new change in his particular sphere of action, which calls for different methods and higher ideals. The dry color business is no exception in this respect. Ever since getting into this dry color game, I have looked in vain for some popular articles on the manufacture of color, in magazines, technical journals or talks before such conventions as this. It seems as though the public had an aversion to it, probably thinking it was a "dry" subject, but in these days of provincial, national and even talked of international prohibition, it seems quite natural for me to be in Hamilton, Ont., talking to you about "Dry" Colors. Down in Montreal we dare not yet raise our voices.

It is a fact that although paint and paint products have been much discussed and given great publicity, the last ten years, the subjects receiving most attention have been white pigments, such as white and sublimed lead, zinc oxide, barytes, clay, etc., oils such as linseed, china, wood, and soya bean and thinners such as turpentine and petroleum spirits. Dry color and varnishes although equally important in the paint industry have been more or less shrouded in the mystery of silence. But I am sure that you men are particularly keen on increasing your knowledge of any of the many products you sell, for that makes selling easier and that after all is the big idea behind this convention. For that reason I will attempt to demonstrate and explain the fundamental principles of the art of making dry colors.

The manufacture of color is controlled absolutely by the laws of chemistry and physics. Our raw materials are the simple chemical compounds that you are familiar with such as muriatic acid, vitriol, litharge, white lead, bichrome and soda ash, and in our processes we combine these materials into more complex chemical compounds that are known to the trade as chrome yellow, Chinese blue, brunswick green, and fast red, but which are definite chemical compounds with such imposing technical names as lead chromate, ferri-ferro cyanide and metanitro pera toluidine.

By making solutions of the simple chemicals either in water or dilute acid and mixing these solutions in certain definite and weighed proportions, we get as our product a precipitate, a white, yellow or blue as wanted. This precipitate when washed thoroughly with pure water, the water drained off and the pulp pressed in filter presses, dried and ground, is the color that is used in industry.

Demonstration Here of Making Yellows. Blues and Greens

These colors which I have prepared before you are spoken of as toners or chemically pure colors. Color can be roughly divided into two groups. Those that are made without the addition of a base and those that are struck on a base. These are generally referred to as pure and reduced colors, but the term "pure" is misleading if it implies that reduced colors are "impure." No one connected with the handling of dry color should allow himself to think for an instant that a color struck on a base like barytes, clay or whiting is a "doped" product, for such is not the case. Dry color has many different uses outside of the field of paints, and in many of these, the presence of an extender is not needed or desirable. An illustration of such a use is in the manufacture of printing inks, where tinting strength is one of the most important qualities and where the final product on which the color appears does not have to withstand the effects of the weather. But we must know that a pure, dry color is usually a soft, delicate substance which has in itself no wearing qualities to withstand the destructive effects of heat and cold, rain, wind and snow. It is, therefore, to reinforce these pigments that we include in our formulae such permanent weather resisting materials as barytes, talc, silex, gypsum and China clay. But you might say "why don't you use such accredited paint materials as white lead or zinc?" The answer is simply that our tastes in color include to a large extent the darker shades of green, blue, red and yellow, and it is only too evident that the addition of such opaque white substances as lead and zinc would give us only the light greens and yellows, sky blues and pinks. It is not only the permanency of the reducers that recommends them, but it is their transparency as well. And another fortunate fact concerning them is that they occur so abundantly in nature that they are relatively low in price. It is a pleasure for me to say that the dry color business is to-day almost, without exception, conducted by men who believe only in the honest representation of their products and base their selling prices on production costs so that the consumer gets the direct benefit of any saving effected by the use of these extenders or bases.



CHESTER A. HOLKESVIG

Superintendent Dry Color Plant, McArthur, Irwin Ltd., Montreal, who delivered an address on dry colors before convention at Hamilton

And there is another thought to take away with you in this connection. The reduced colors are made with exactly as much care as are the pure toners. They are not the result of the haphazard mixing of different materials in the dry state, but are manufactured products from a definite formula, which time and experience has proved to be the best combination for the purpose.

Aside from these chemical colors which we have been considering, there are other colors which you are perhaps more familiar with, such as, ochres, siennas, umbers and oxides. These are natural earth pigments that usually require only mining, burning and grinding to make them marketable. Time will not permit a discussion of these interesting materials.

From time immemorial man has endeavored to brighten and cheer his environment by the use of colors. An ancient Egyptian's idea of a good time was to die and lie in peace as a mummy in a gorgeously decorated and highly painted casket. In one respect human nature is much the same to-day in that we still demand the colorful surrounding in our good times (painting the town red being a favorite diversion), but to-day we insist upon being very much alive in this enjoyment.

But while color is considered primarily as a decorative medium it is nevertheless a fact that certain colored pigments have intrinsic value as preservatives and inhibitors of decay and corrosion. That is why most all ships are primed with red lead and structural iron work is painted with chrome colors or chromatized pigments. Also it has been pretty well demonstrated that a house painted with a tint or solid color will wear longer and present a better surface for repainting than a straight white proposition, all other conditions being equal.

As hardware merchants, you gentlemen, are only indirectly interested in some of the uses of dry colors, but aside from the big demand of the paint grinders, who use large quantities for tinting their ready mixed paints and specialties, there are other users of dry color that consume a considerable percentage of the production. The manufacturer of bonds, bank-notes, stamps, etc., requires tons of color per year. The manufacturer of printing inks requires an amazing amount of the finest lakes and toners to prepare the inks that are used so much to-day in illustrated advertising, magazines, etc. The rubber manufacturer re-

quires color for meeting the demands of his trade in his product. The linoleum and oil-cloth industry need a variety of colors for their articles. As a matter of fact, there are very few articles of commerce that do not require dry color or closely allied substances before they are considered marketable. With this in mind it is easy to understand that the consumption of dry color in Canada amounts to several million pounds per year.

Such a volume of business in a product that is as delicate as color can only be profitably conducted when controlled during every step of its manufacture by examination and tests. To do this all leading color houses have a fully equipped laboratory and staff of technical men who test the raw materials used, test every color, through each step in its process and pass on the product before it leaves the plant. This insures uniformity of shade, exture and strength so that the consumer can duplicate his order for dry color with the same assurance of getting an identical product as he does when ordering ready mixed paint.

The product of a dry color factory comes into your store in several forms, but principally as an ingredient of the ready mixed paints and colors in oil that you carry in stock. There is also a demand for color in the dry form and most manufacturers put out a line of goods to meet this demand, in small sized packages. Other dealers prefer to buy color in bulk and I can remember when a boy, while working in a small town drug store, of filling orders for 5 and 10c worth of chrome green, burnt siennas or Chinese blue.

In closing these remarks I might add that along with a lot of other silly ideas that this war has knocked out of our heads, is the one that we here in Canada were dependent on Germany, England or the United States for our dry colors. It has been fully demonstrated that we can produce goods that are equal in merit in every respect to the best product of any other country. And it will interest you, I know, to hear that our Victory bonds, bank-notes, stamps, posters and Canadian-made paints, linoleums and rubber goods are made with Canadian color. I am sure that the dry color industry in Canada will thrive and become as helpful a business in this country as the sessions of this convention have proved the Hardware trade to be.

THE WHOLESALER'S VIEWPOINT

Address by C. A. Whitwam, of the Hobbs Hardware Co., London, Ont., Vice-President of the Canadian Wholesale Hard ware Association.

I AM indeed pleased to meet you all again at this, the annual meeting of your association. I am, and always have been, a firm believer in organized associations. We have just had one of the most striking examples in this way, in the association of the Allies. It is doubtful if the war would ever have been won by them if it had not been for their unity of action, and what is good for nations is also good for the parts that make up the nation, but as this is not the topic assigned to me I will get back to my subject, namely, the Hardware Business from the Wholesaler's Viewpoint.

This is rather a broad subject and doubtless all will not look at it from the same viewpoint, consequently will form probably very widely different opinions, and right here, let me remark, that in talking with a gentleman a short time ago his version was this, that one man's guess was as good as another's at this juncture. Well, be that as it may, we all form our own ideas, from what we read, what we hear and what we see, taken in comparison with events that have gone before.

A Different Situation

But this brings us to uncertain ground, because the situation that prevails now is immensely different from anything in the past. There never has been a war of such magnitude, waged by such gigantic forces on either side, where the first aim of each nation was to win the war no matter what the cost, so, with probably 30 million of men taken away from their regular calling and everything transferred to a war basis, no wonder that goods were scarce and consequently high priced. Now then as to the future. Had the war been of short duration, although prices might have, and no doubt would have, been high, still there would have been great quantities of goods in reserve; but the duration of the war and the intensity of it have cleaned the world of manufactured stock, and stocks are bare right from the most crude articles, such as ore and coal. The smelter, the rolling and sheet mills and so on down through the different lines, such as builders' and other hardware, glass and paints, farming tools and cutlery, clocks and silverware, all are in the same shape and it will take many months before old orders can be cleaned up, and while more goods are wanted than can be supplied is it likely that prices will come down?

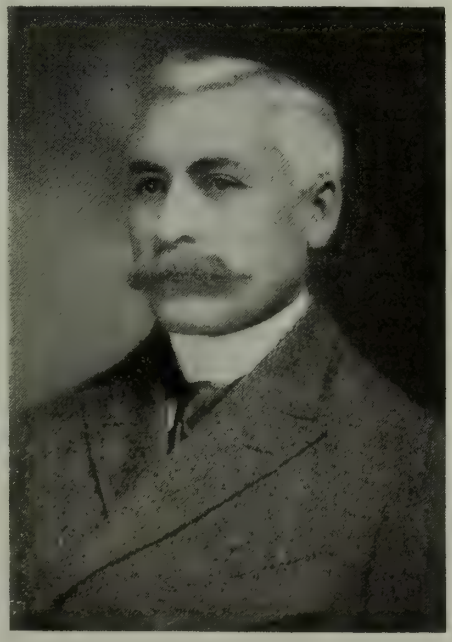
Are Up Against It

There is also another way to look at the matter and that is this: I believe many manufacturers would very much like to reduce prices, fearing present figures may reduce the output, but here they are up against it. Labor is very high priced, owing doubtless to the high cost of living, and until that is reduced any manufacturer attempting to reduce the price of labor would only be inviting trouble, and we may well ask how long will the cost of living be high. I think we can safely say there will be no reduction to amount to anything until the peoples of Europe are supplied and can to a certain extent feed themselves, then, and not till then, may we expect any redress from the present condition.

Depends On Labor

Of course we will have reduced prices of manufactured goods some time in the future, but to what extent and how soon will depend largely on the amount of labor involved in the production. It is a well-known fact that hardware is practically all labor. After the ore leaves the mines it goes through many processes but all is labor, and to sum the whole thing up it is very doubtful if the raw material in general hardware represents 10 per cent. of the value; all else is labor. Take for instance a single case, which is perhaps extreme, but it will serve to illustrate the case. Bullnose Fence Pliers cost the manufacturer in the United States about 78c dozen for raw material, yet they cost the dealer $15.00 per dozen here, and the manufacturers and jobbers do not realize as large a percentage of profit as in pre-war days, so that should the raw material drop 25 or 50 per cent., which is not likely, it would make very little difference in the price of the finished tool under present labor conditions.

Let me here quote from a letter from John Shaw & Sons, Wolverhampton. They say prices have undergone no material change and figures obtaining to-day are likely to prevail for some time to come.



C. A. WHITWAM

of the Hobbs Hardware Co., London, Ontario.

Not For Many Months

Here is the opinion of one of the largest buying agencies in the United States. This is what they say: "True some uncertainty has existed, especially as to the immediate trend of prices, yet it is probable many months will elapse before there will be any noticeable reduction in the prices of the more finished lines of hardware."

One of the largest manufacturers of ammunition in the U.S.A. states: "So far as can be seen at the present time there is nothing to indicate an early decline. That there is no decline in the cost of labor, nor is there any likelihood that there will be such a decline in the near future."

Here is another from one of the largest manufacturers in the U.S.A. They say: "There is a general expectation that the coming of peace and the consequent release by the Government of priority claims on material will be followed by a sudden drop in prices. The idea is based on a mistaken understanding of the conditions, at least as regards products into which iron and steel largely enter. The demands of the Government did not make the prices of hardware in general, they affected merely the supply by the two factors, viz., cost of raw material and cost of labor, and in our opinion neither of these two factors will be altered for a long time to come, because we have entered upon a period of high speed in industry."

Will Be Slower

Here is another in which they say: "A careful scrutiny of the prices of various metal products shows the readjustment of the metal market is not going to be as rapid as has been presumed. Producers and buyers of metal products are going to do their own reconstructing, they are also going to make the market."

The Nicholson File Co., under date of February 4, issued the following to the jobbing trade: "Under the present conditions there may be a tendency on the part of some houses who fear a drop in prices to make some concession in prices in order to dispose of any surplus stock they may have. We wish, therefore, to say that we have no present intentions of making any change in price."

Not Before July

Some of you may sell sewing machines. This is what the Davis Sewing Machine Co., of Dayton, Ohio, says: "The greatest obstacle that our wholesale customers will have to meet is a feeling on the part of the dealer trade that the prices of all commodities will immediately be lowered. This feeling exists, but fundamental conditions at the present time make lower prices of sewing machines impossible, and prices will not be revised until after July 1st, and there is nothing to indicate that they can be lowered then."

Go On As At Present

This is from an English cutlery manufacturer: "As to any probable changes in prices in the near future, it is unfortunately impossible to say anything at present, as after the armistice was signed, the Government im-

mediately brought in a bill which provides that no war bonuses or higher rates of wages could be interfered with for at least six months after the passing of the bill. For the present, I am afraid we shall have to be content to go on as we are now doing."

Will Be Very Glad

This is a letter from another Sheffield cutlery firm: 'In view of the armistice and the prospect of an early peace, many of our customers are expecting that prices will soon come down, and materials and labor will be cheapened. We shall be very glad when this is the case, but regret to say there is no immediate prospect of this taking place. Further advances have been paid all round to labor and the prices of materials are still at very high figures. The Government have intimated that they will sanction no reduction in wages for a period of six months after the signing of peace, and then this will depend upon the decrease in the cost of living in order to tide over the difficult time of transition. Material prices are still very high and will continue to be controlled for many months ahead, until supplies get more plentiful. We are also informed by the War Office Contracts Department that the Government demands will be as large as ever for a period of at least six months, which will prevent a good deal of work being done for commercial orders. The cutlery trade is being flooded with export orders to be invoiced at current rates ruling at time of dispatch. Manufacturers here hold no stock of either raw materials or manufactured goods, and under these conditions prices are bound to hold up for a very long time as stocks all over the world are nonexistent.

"We regret prices are so high, but the matter is entirely out of our control, and we shall as heretofore do the very best for all our customers and in all cases charge lowest possible prices."

Requires Consideration

Here is another opinion of one of the highest commercial experts. This is how he puts it: "As regards the future, there never was a time when business people should more rigidly guard against thinking that the present conditions are not the result of extraordinary circumstances, nor a time when it was more necessary to make preparation to meet the reaction which is bound sooner or later to come."

Now gentlemen, I have given you the opinion of manufacturers and others, all leaders in their particular lines, and I think their opinions should have some considerable weight and reviewing their opinions should sum it all up as follows: I do not advise speculation or over buying, but be prepared for good honest wants, and as the year progresses our vision will probably be extended so that we may see more clearly ahead of us than we can from this distance.

Does Not Fill Orders

I might say in passing, the present policy of the house I have the honor to represent is to buy carefully and yet to see that stock is as complete as possible, so that orders can be well and promptly filled. We realize that waiting for lower markets does not fill orders, and if orders cannot be filled no money can be made. We believe that the readjustment to lower prices will be long drawn out and for some considerable time prices will be high, though in the long run tending to lower levels.

Gentlemen, I thank you for the attention you have given me, and if the opinions I have been able to gather and present to you will help you to any measure of success I will feel amply repaid, and will conclude by wishing the Ontario Retail Hardware Association harmony and success.

ANOTHER WHOLESALER'S VIEWPOINT

Address by S. H. Alexander of the firm of Wood Alexander and James, Hamilton.

SINCE November 11, the question of business conditions present and future has been talked of and written about from every conceivable angle. It is therefore extremely difficult to suggest anything that has not already beeen mentioned or put forth any ideas not already expressed.

The situation is more than usually beclouded because the world upheaval which has taken place so far transcends in influence and extent any previous happening in the world's history that no adequate precedent has been left to us.

No doubt both manufacturer, wholesaler and retailer are finding business a bit quieter than a year ago, but this is not to be wondered at. We must not forget, however, that we are in business to stay and must, therefore, use our very best ability to keep the wheels of commerce in motion.

No Need For Fright

In considering the future course of business we must not take undue fright at the possible quiet time extending over a month or two. Let us look to the main facts of the case, some of which are: That we in Ontario are located in the most vital part of a country which probably has greater prospects at the present time than any other on earth. With our enormously increased facilities for doing business, our greatly added wealth and many other favorable circumstances, it would appear that nothing could hold us back for very long.

It is quite true that values may have reached their highest point and gradual recessions on very many lines are more than likely, but I am quite convinced that these declines will be very gradual indeed.

Shows Little Change

It is now over three months since the armistice was signed, and notwithstanding the fact that business may have been a shade quieter there have been no reductions other than on lines wherein raw materials represented the greater percentage of the value, and even in these basic materials, the decline has in no case been more than, say, 10 or 12½%. It will be well for us when hearing of these declines to keep in our minds the number of 10 and 12½% increases which went into effect very steadily for more than 4 years, when we all had an opportunity of reaping some advantage.

Keep This in Mind

It should also be borne in mind that we are merchants and if we are to give any dignity to this title, we cannot continue in business without a stock of merchandise. The Rotary Club of which you may or may not have heard has as its motto, "He profits most who serves best." You cannot serve your customer unless you keep your stock up. My own opinion is that both jobber and retailer in order to function properly should keep this idea very prominently before him.

A customer will not appreciate it a bit to drive in five or ten miles to your store to get something which he is ready to use and be told that you are sold out and do not want to buy just now because you think the price may decline. That customer is not only disappointed, but is forced to go to your competitor in the hope that he may procure what he wants. This he will very likely be able to do. You have not only lost that sale, but have lost your standing with that man. He may have been your customer for years, and you may have given him such service that instilled in him the belief that you were an A1 up-to-date merchant. Hereafter he will likely take a discount of more than 10 or 12½% off that opinion.

Greater Supervision

It is surely true the wise merchant in these days must give his business very much greater supervision than he found necessary during war time condition. For over four years the market has been the seller's market, whether the seller be manufacturer, wholesaler or retailer. Disposing of goods during the war could hardly be considered a question of salesmanship. The real question was, Can I get the goods to sell? If so, they would sell themselves; the demand so far exceeding the supply. The situation is now changed. This to a greater or less extent is the buyer's time, and from now on the salesman will have call for all his faculties.

Keep Stocks Up

It appears to me that a merchant who keeps his stock in good shape and sorts up conservatively and often will be the man who will make the most money. A good many prophesy that after this temporary halt, when matters get adjusted a bit, that business will take on a new start and we will be busier than ever. Time alone will tell the correctness or incorrectness of this view.

Don't let us lose sight of the fact that we in Ontario are placed in the hub of this Dominion, which in the minds of the great has a most glorious future, and if this is the case the hardware man will be in for his share of that prosperity, which will be more stable and lasting than the period we have just come through.

Must Have Faith

It behooves all of us to have faith, and as faith without works is dead, let us put our faith into action.

Business has been exceptionally good, and profitable, with you all for several years. You have no doubt, as prudent business men, conserved enough to tide you over a rainy day. My opinion is that the rainy season will not likely last long. With the world-wide shortage of food and all other necessities of life, the wheels of commerce must sooner or later be again running full speed ahead.

We are hearing a great deal about the unrest among labor, and there are those who keep painting all sorts of lurid pictures of the wrath to come. Steps already are being taken to nullify the effect of the pessimism. There seems to be the sincere desire on the part of both employer and employee to have the spirit of "Come now let us reason together," and a little sanity day by day on the part of sincere thinking people will, I feel sure, set the affairs of humanity on a better basis than they have ever been.

Maintain Wages

Referring again to the matter of possible price reductions, let us remember, that setting aside any threats on the part of labor, there is a sincere and continent-wide desire on the part of employers to maintain wages as nearly as possible at their present level, and as long as this feeling obtains, there cannot be very drastic reductions in values of goods where the greater percentage of the cost lies in labor. You could readily see that a reduction of even twenty or thirty dollars a ton in pig iron would not affect the average manufactured article of hardware more than probably from 1 to 5%.

Guarantee Prices

Early in December I attended the meeting of the Hardware Manufacturers and Wholesalers in Atlantic City. Some of the largest producers of hardware in the United States were so convinced that lower prices on manufactured articles were not possible

that they undertook to guarantee their prices; some of them for three months, some of them as long as a year ahead. These manufacturers included such people as the Winchester, U.M.C., Enterprise, Landers, Frary & Clark, Fayette R. Plumb, etc. The tenor of the whole convention was one of optimism and confidence. None of these manufacturers above referred to have since made any alteration.

Prices of Rope

A reference to rope might be interesting. When the armistice was signed pure manila was selling at 39c a lb., which was probably the highest price it had been in many decades. It was then reduced to 37½c and then some one in the United States, presumably with a big stock, got cold feet and made a cut, which dropped the price 9c. The greatest individual drop in the history of the rope market. It was not long, however, before it was discovered that rope could not be manufactured on the present basis of raw material to sell at this price; it then advanced 2c and has recently again advanced 5c to 35½. This would indicate that the era of cheap goods is not yet here by any means.

In summing up these rambling remarks the thought I wish to convey is this, that every man keep before himself the idea that he is a merchant, and if he is to function properly he must have goods to sell. By keeping his stock complete he will do more business and make more money than he would by starving his stock in order to save on some possible decline which may take place.

THE WHITE LEAD SITUATION

Address by S. W. Smith, Ontario, Manager of the Brandram-Henderson Company, Ldt., Montreal.

THE subject selected for a representative of Brandram-Henderson to talk about, that of white lead, is, as you know, a very important one. It is extremely important, as far as the paint manufacturers are concerned, and it is also very important as far as the hardware dealers are concerned, because it is one of the commodities with which they are dealing every day, and in nearly every instance, when they sell a can of paint, they are handing out at the same time a certain amount of white lead.

Possible Situation

You know all this, however, and I presume, and it is quite natural too, that you are particularly interested in the white lead situation at the present time, and are interested as to what the possible situation may be in the near future.

The production of pig lead in Canada is, as you know, comparatively small, considering Canadian requirements, and for this reason, Canada has to resort to the importation of Mexican and American lead. The Canadian smelters base their prices for pig lead on American quotations, plus duty and war tax, so that you will immediately appreciate Canadian white lead corroders' position, so that for that reason Canadian corroders cannot do better than meet American prices, plus duty.

Consumption Reduced

The consumption of white lead and paints has been enormously reduced during the last three or four years for two reasons—the first of these has been the lack of labor, owing to the volunteering and conscription of our young Canadian manhood, and the second has been on account of the great unwillingness on the part of the citizens of our country generally, to spend money, except for absolute necessities and other undertakings which have had a direct relation to the prosecution of the war. Now it is a fact that the conservation of property should, in all probability, have come within the latter category, but it is a fact that it did not, and building operations and the upkeep of property, generally speaking, have fallen off to practically nothing during the past three or four years. This, of course, means that a comparatively small quantity of white lead and paints have been used, except in what might be described almost as "touching up" jobs.

This situation, however, will not only improve a great deal during the next few years, but has already begun to improve, and white lead as well as paint is indeed moving very freely, and the manufacturers, as far as I can learn, are taking a very optimistic view of the situation, and this view is forced on them by the stand that the dealers have



S. W. SMITH

Ontario Manager, Brandram-Henderson Co., Ltd., Montreal.

taken, when it is remembered that, as a general rule, very fine paint orders have been placed for spring shipment, and there is no doubt in my mind but that there is a good harvest for both the paint manufacturer and the dealers for years to come.

Question of Advertising

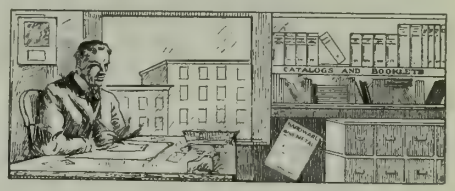
It might be well right here to touch on a matter which will, no doubt, interest you very much, and that is the matter of advertising. A movement is on foot in the United States, on the part of the paint manufacturers, to carry on what may be known as co-operative advertising, and I believe that this movement has come to a point where it is about to be launched, and perhaps a word of explanation is needed here.

This co-operative advertising means that all, or nearly all, of the American paint manufacturers have gotten their heads together and pooled a certain amount of money to advertise, and advocate, paint and its general benefits; knowing this, there is a movement on foot among the Canadian paint manufacturers for a similar campaign, and this I would strongly advocate, and it is hoped that if such a campaign is launched in our country, that the hardware dealers throughout Ontario will take a live interest in it, and do everything in their power to further the movement.

Are Co-operating

It might be well to mention that the chocolate and candy manufacturers of Canada have gotten together and are doing considerable of this co-operative advertising. No doubt you have all seen some of their advertisements.

You will all admit that there is plenty of opportunity for the sale of paint in our country, and now that the soldiers are coming back by the thousands, why not advocate as a source of employment for the great numbers of them who are looking for work at present that they take up painting? All of our soldiers have spent a great deal of time in England, and have been greatly impressed by the beauty and well-kept condition of the rural communities in that country, and it would seem for that reason that NOW is the time for introducing a campaign, not only to beautify our homes and other buildings, but to provide employment for those of our boys who have returned and are capable of taking hold of the paint brush.



Use of Rope

"Plymouth Rope and the Merchant Marine," published by the Plymouth Cordage Company, North Plymouth, Mass., and Welland, Ontario, contains forty pages of attractively illustrated matter dealing with the uses of the various ropes used in the merchant marine and their manufacture. A chapter on the use and care of rope points out the value of rope and how often human life depends upon a rope in service. A copy will be sent to readers of HARDWARE AND METAL who are interested.

5,000 Facts About Canada

"5,000 Facts About Canada" for 1919, published by the Canadian Facts Publishing Co., of Toronto, is an epitome of data relating to trade, finances, manufacturing, dairying, mining and other branches. A chapter is devoted to facts and figures regarding the war.

Canadian Tool Catalogue

The Stanley Rule and Level Co., New Britain, Conn., which has a Canadian plant at South Roxton, Quebec, at which a large number of its lines are made, is issuing to the trade a catalogue of lines used in Canada and sold by the trade.

While rules, levels and planes are the prominent features to which attention is directed in this new catalogue, a showing is made of wood and metal gauges, bit braces, breast drills, screwdrivers, spokeshaves, nail sets, mallets, hammer, vises, steel squares, everlasting chisels with patent new tang extending through the handle, saw sets, dowelling jigs, jointer gauges, aluminum plumb bobs, etc. Descriptive reading matter is given throughout this catalogue, No. 34. Those wishing a copy will be supplied on request by A. Macfarlane and Co., Coristine Building, Montreal.

The McClary Mfg. Co., London, Ont., is planning alterations to one of the buildings of the York Street plant to permit of a switch being run in from the G. T. R.

FORMALDEHYDE PRICE STIRS UP WESTERN TRADE

THERE has been a further development of the formaldehyde situation in Western Canada which looks serious for the country. The T. Eaton Co. have come out with some advertising in the daily papers, offering formaldehyde at 34c a pound. They put this price in large figures, which is very misleading, both to hardware dealers and to farmers. Many retail hardware dealers have not been advised yet what the price will be this year, and seeing this price, have written their wholesalers asking if they will be in a position to compete with this. As a matter of fact, based on the price the jobbers will have to sell at, the retailer in most cases cannot sell for less than 55c or 60c. The result is that dealers are writing in cancelling their orders. The jobbers are also cancelling orders.

The advertisement of The T. Eaton Co. is very misleading. Underneath the price, 34c, are the following words in smaller type: "In barrels of about 410 lbs." This gives the farmer the impression that he is able to buy formaldehyde at 34c, whereas no farmer is able to buy in lots of four hundred and ten pounds; he might want ten pound jars, say, which would cost him around forty cents on the above basis. But even at that the retail hardware dealer has no chance to compete with the mail order house.

Writing about the above ad. to his jobber a Battleford merchant says: "You have not stated what the price of formaldehyde would be for this season. We are enclosing an ad. in the Saskatoon "Star" on the 12th, in which Eaton's advertised forty per cent. formaldehyde up to standard in purity and strength for 84c in barrel lots. We hope that your price will permit of us competing with the price above quoted."

Another dealer writing to a jobber says: "With reference to my booking for formaldehyde, I should like to cancel same, unless it can be laid down here as cheap as it is being retailed by the T. Eaton Co., of Saskatoon. Their advertised price is 90c for two pound jars, and $2.15 for five pound jars. There is absolutely no use in me stocking this, unless I can sell somewhere near Eaton's price. Kindly cancel."

Another dealer writes as follows: "I have just heard the new price which is out on formaldehyde at about 50c. Under the circumstances, I think it would be wise for me to cancel my order for 200-lb. barrel, as I could not sell it at that figure. I would thank you to do this, as I would rather not have it to carry over. I will order some more bluestone instead."

Commenting on the situation, a Winnipeg jobber said that the jobbers placed their orders early this year against open price, to be shipped later on in heated cars. The system adopted is for the manufacturer to run a car through the country, dropping off barrels at points where they have been ordered by dealers. The jobbers had no idea what they are going to pay for formaldehyde until a few days ago. In the meantime the dealer hears that mail order houses are able to undersell him, and immediately cancellations come in.

It is not difficult to see that the situation will soon become very serious. Dealers talk of buying more bluestone, whereas it is doubtful whether they can buy it. On the other hand, the farmer will go to the mail order house for his supply of formaldehyde. It is to be hoped that the mail order house can supply the demand, otherwise there is a danger of the crops being seriously impaired in that district.

As HARDWARE AND METAL goes to press, a wire has been received from Winnipeg correspondent advising of a decline in the price of formaldehyde. The storm of protest which resulted from recent sharp advances, has been largely responsible, it is felt. The wire reads:

Revise formaldehyde six hundred pound barrels to thirty-two cents per pound; two hundred pound kegs, thirty-three cents; one hundred pound kegs, thirty-four cents; ten pound jugs, three seventy-five each; five pound jugs, two dollars; two pound jugs, eighty-five cts.

Speaking of the situation a jobber said: "We would not care very much about the price being high if Eaton's had not come out with this advertisement. We believe that the merchants and farmers would have bought the formaldehyde, even at the higher price, and thus insured a good crop. If Eaton's have not got enough formaldehyde to supply the whole of that section in which they are advertising, we believe they are doing a great injustice to the West."



GEORGE A. SIMPSON

Sales Manager, Steel Company of Canada, Hamilton, who delivered an address before Retail Hardware Association. This will appear in next week's issue.

It has been necessary for the manufacturers of formaldehyde to take some action to prevent the cancellations which are now taking place. They are having announcements printed at their own expense, in which they advise merchants to take their shipments, and that if they are unable to sell their formaldehyde, that they will pay the return charges. Jobbers seem very much concerned about the possibility of this situation affecting the most important thing in Western Canada, namely, the wheat crop. They state that dealers have got to get the formaldehyde in time, and if they are delayed for a month, this means that they will miss the treatment of seventy-five per cent. of their seeding, which might mean a crop failure. The opinion of the jobbers is that Eaton's had a stock of old formaldehyde, which they did not sell last year, which they are able to offer at this figure. They are afraid that Eaton's have not got sufficient in Saskatoon to supply the demand, and that as a result many dealers will have to go without.

A number of the trade expressed the opinion that if there was anything in the earth the Government should guarantee, it was the price of formaldehyde, in fact he held the opinion that the Government should control the supply of it. Asked why the production of this thing was entirely in the hands of one company, he replied that up to ten years ago everybody used bluestone in the West. Ten years ago a change began to take place, some of the farmers finding that formaldehyde was easier and quicker to use. About four years later about ninety per cent. of the farmers were using formaldehyde, which explains why the control of this product is entirely in the hands of one firm.

The same jobber stated that an effort has been made to bring in formaldehyde from United States, but that it was found that it was almost impossible to lay down here at a price less than what it is being quoted at by the Canadian manufacturer.

MUST PAY DAMAGES

The Appellate Division has dismissed the appeal of the Imperial Steel and Wire Co., Ltd., of Collingwood, from the decision of Mr. Justice Sutherland, awarding Rownson, Drew & Clydesdale, of London, Eng., $9,600 and costs for alleged breach of contract for the sale to the plaintiffs of 1,200 tons of wire nails. The agreement was made on July 24th, 1915, and on August 20th it was repudiated by the defendants by cable. They alleged that no one with authority to make the contract had done so.

S. H. Chapman, president of the Ontario Wind Engine and Pump Company, Toronto, for 25 years, has severed his active connection with that firm and becomes president of the Hurley Machine Co., Ltd., 413 Yonge St., Toronto.

Getting the Most Out of Your Territory

The Profit That Lies in Knowing Your Field Inside Out—How Retailers Can Get to Know Their Fields Thoroughly—The Paramount Importance of Solicitation.

Text of the Address Given by J. C. Kirkwood.

TO get the most out of your territory, you must know what is in it. Knowing this, you may be stimulated to take out of it as much as you can.

To know the business possibilities of your territory, you must analyze it. You must know the number of families in it, their buying capacity, and what they will buy. Knowing all this, you are in a position to go after their trade intelligently.

A thorough knowledge of your field is at the bottom of maximum business. So I say to you, know your field, and know it inside out.

A Set of Examination Questions

My conviction is that few retailers know their fields at all well—know it, that is, in the sense that I believe they should know it. Let me submit a few questions to you for you to answer to yourself:

Have you, in your store, a record of all the factories in your local community?

Do you know how many men and women each factory employs?

Do you know the amount of wages each factory pays out every week?

Do you know how many heads of families are employed?

Do you know how many of these families own their own homes?

Do you know how these families are using their incomes? How much they spend for food, for rent, for clothing, for the general upkeep of their homes, for pleasure? And do you know how much they save?

I submit that the possession of this information concerning the factory workers in your field can be made to pay you large dividends; and that the lack of this knowledge results in your under-selling your field. In other words, unless you have a full knowledge of your field, you do not and cannot sell it all that it can and will absorb.

Where There's a Will, There's a Way

If you say to me: How can I get all the material you outline concerning the factory workers in my field? I reply, Where there's a will, there's a way. The information can be obtained, by going after it. It means leg-work and tongue-work; and every one of you possesses both legs and tongues. Of course, it means time, but time is the stuff out of which we make our incomes. I submit that you can and should take time for the procuring of the sort of information I have outlined—your own time, your employees' time, and the time of others whom you may engage to obtain for you the sort of information which I have defined.

Completing the Survey of Your Field

I have spoken particularly of factories and factory workers. The same sort of information can and should be gathered concerning other classes in your local community, all those in receipt of incomes, most of which must be spent to buy the necessities of life, and most of which is spent in your own community.

Similarly, you should have a complete or near-complete information concerning your rural field. Let me once again submit some examination questions to you, for your quiet answering:

How many farm families are there in your field, and who should do their buying in your town or city?

Who are these families?

What is the size of their individual farms?

What class or classes of farming does each farm family carry on?

What is the probable income of each family?

Who among these farmers own motor cars?

Who among them have gasoline engines, feed and litter carriers, water systems, electric power facilities and equipment, telephones, pianos, phonographs, furnaces or hot water heating systems, bath rooms, and so on?

Who among them are planning to build or renovate houses and barns, stables or sheds?

Who among them need better fences and gates?

This is the sort of information which, if possessed, can be turned into business, and profitable business. Once more I submit that



JOHN C. KIRKWOOD

Business Counsel, Toronto, who addressed Ontario Retail Hardware Association at Hamilton.

this information can and should be possessed. Again I say, where there's a will, there's a way.

Ignorance Which is Costly

Do I seem to make overmuch of this point? If I stress it heavily, it is because I find so many men, deficient in the possession of the sort of knowledge that I have been insisting must be possessed if maximum business is to be done. In Toronto—perhaps in every large city—the residents develop incuriosity, rather than curiosity. They do not know the names of their neighbors three doors from them. They do not know who live in the big corner houses on their own street. Houses notable for size and location in parts of the city they are very familiar with, so far as its streets are concerned, are occupied by families whose names they do not know, and when they ask residents of these sections, Who lives there? and Who lives here? They get over and over again the reply, I don't know.

I go back to my own home town, of only 3,000 population, and to the seven years I was a retailer in it, and I confess that I knew not half the people living in it, or where they resided. And I know still less about the owners and occupants of the farms in the rural territory surrounding my own home town, where I had lived for thirty years. Not all are as obtuse or incurious as I am, but I do know, and probably you know likewise, that the ignorance of retailers of their own fields is colossal, and I would add, costly as well.

Making Maps of Your Field

Let me suggest some ways of obtaining the sort of information needed by the retailer—information about his own field. First, we shall take the local community—town or city.

A map of this is desirable—almost essential. You can put it up to your local schools to produce this map. You can offer prizes of cash, skates, or books, or cameras, or fishing-rods, or footballs, or tennis racquets, baseball material, for the best mas. You can require these maps to be maps of districts or a group of streets. You can ask to have the churches in these sectional maps indicated, the theatres, skating rinks, schools, parks, streams, ponds, public buildings, factories, and so on. You can even ask that the locations of dwelling houses, by numbers, shall be indicated. Then you can proceed later to have the names of families filled in.

Profitable Labor

This sort of contest should commend itself to school authorities and teachers, because the labor and effort expended by the children in producing complete or neighborhood maps will be profitable labor, cultivating the qualities of observation, precision and accuracy in each contestant, and giving each child a class and amount of local knowledge of large and continual usefulness. Besides, each community needs to be well mapped, and where or how can this mapping be done better or cheaper than in the local schools by the pupils there?

The cost of the prizes awarded for the making of these maps can be shared by all the progressive retailers of the community, and the information so assembled and provided can and should be shared commonly.

In the same way, complete maps and information relating to farms and farmers can be assembled and presented by instituting similar competitions in the rural schools.

This idea, if you think well of it, must be initiated and propagated by some single merchant, and the right man to make the first step is the man who possesses and believes in the idea, and that man may be you, the man before me at this minute.

The Business Possibilities of the Retailers' Field

In your hands has been placed a graphic and tabular presentation of the sort of survey I propose you should make (Mr. Kirkwood refers to his article, entitled, "The Retailer's Field and its Business Possibilities, found on page 59 in this issue). I commend a studious examination of the material there set forth. It shows convincingly, I trust, the measure of the business which your field can and should yield you in the course of a year. (Here the speaker dealt specifically with some of the figures of the table given in the article referred to previously.)

Business Built on Information

Before I pass on from this phase of my subject, namely, the possession of full knowledge concerning your field, I want to say that very frequently newcomers who have informed themselves after the manner of my suggestion have become serious competitors of old-established resident firms. Thus the mail-order houses possess, as a rule, more definite knowledge concerning a retailer's field than does the retailer himself, and use this information for their profiting and to the retailer's disadvantage. Again, the chain store idea has been developed to the menace of local retailers as a consequence of a searching survey of the retailer's field. The United Cigar Stores

Company, whose success has been phenomenal, establish stores in cities and towns, and in the best locations in these places, only after a most thorough study of the local market. They built on exact and complete information.

Fifteen years or so ago, two young men studied a village in the Rocky Mountains, and started there a dry goods store. To-day they have over 125 such stores. Each new one has been born of knowledge, and this company, the J. C. Penny Company, have built their chain of stores where others before them had a much better start, or, at any rate, a much better opportunity.

Another Case

Take another case. From 1900-1905, a traveller for a hardware house studied analytically the towns he visited, and in the end found the right place for a country hardware store. Within ten years after opening it he sold out his business, having made enough to retire out.

In another Western town two young college men started a clothing store—this after a thorough survey of the community they proposed to serve. To-day, they have the satisfaction of knowing that they are getting about all the business their field can give them.

Illustrations of this same general kind can be indefinitely multiplied. I quote those given to clinch the point I am making, namely that a thorough knowledge of one's field and its business possibilities is essential, if one is to get out of his field all that is in it.

Soliciting Your Field for Business

Now I turn to another phase of my subject —the profitable use of information. The mere possession of the fullest information does not spell success. In use is profit.

I shall suppose that you know your field inside out—know the names of all those dwelling in it, their purchasing power, their purchasing capacity. Having all this information is an incentive to use it.

The second principal agency to employ to get out of your field all the business in it is—solicitations. ASK! ASK! ASK! Ask personally, ask by advertising in your local newspapers, ask through the mails.

We Are All Human

We all answer back to solicitation. We shop where we are invited to shop. We go to those stores which make us most welcome. We'll even pay higher prices to those who are agreeable and who serve us to our liking. This is because we are human.

I think I am safe in saying that the average retailer is a poor solicitor. He may be a good salesman, keep a good store, and stock, give a good service, but he is a poor solicitor —in person, through the mails, and through advertisements in his local newspapers.

You retailers whom I am addressing are responsive to solicitation. You give your trade to those firms which call on you regularly, and to the travellers you like best. The representatives who call on you, and whom you favor, may be very indifferent salesmen, but they may be mighty good fellows, and if they have the merchandise you want, you are likely to give them your trade. You'll spar for the best prices, but in your heart you want to give your business to the houses which send representatives to you, and to the representatives you like best. Most certainly you give very little business to those firms who never solicit you by a personal representative or in in any other way. It is the human personal factor that counts, and you want to be called on regularly and frequently.

If all this is true in your case, be very sure it is true of those private families living in your field. If you will canvass them, at their homes, regularly and frequently, you'll get a volume of business double or treble that which you now have.

The Employment of Canvassers by Retailers

I am not suggesting that you should do this work of solicitation yourself, though occasionally it would be very good for your business if you did make a canvas of your field.

My definite suggestion is that you employ one or more canvassers to solicit your field for you—one the local field, the other the rural field.

I am sorry that I may not now support my contention that personal canvassing will pay its cost—this by arithmetical illustrations. It would be interesting in the extreme if we could consider the changed aspect of your business if a large percentage of it could be done by taking the order at the customer's home rather than in your shop. You could probably do with fewer behind-the-counter salesmen, with a less showing of stock, with a less expensive location. These are contentious points and for this reason we cannot take time to consider them now.

Co-operative Solicitation

But there is a suggestion I wish to make to you. It is: Could not a number of retailers in a town employ one or more canvassers to solicit business for them in your rural field? This man or these men could get over a wide territory quickly, using a motor car. If the solicitor carried samples, or illustrated price-lists, he could get for those he represented many an order that otherwise might go to some other retailer, or to a mail-order house, or might not be given at all.

Joined to this solicitation or canvassing service might be joined a delivery service.

You may think this an impracticable service, or a service expensive to the point of total prohibition. If this be your conclusion, then I want to make a prophecy; it is that a good many of us here will live to see solicitation and delivery in rural communities by retailers; and this solicitation and delivery service, will be given and maintained, because, first, it will prove profitable, and, second, because it is desired by those served.

Another form of solicitation is printed matter and personal letters; another form is the telephone; another form is newspaper advertising. Without dwelling on these forms, it suffice for the present to but name them.

Selling More to Your Customers and Community

I close with the point that the retailer's customers can be induced by solicitation and suggestion to buy merchandise they have not been in the habit of buying. This business of enlarging the range of the customer's purchase is not only legitimate but may be praiseworthy. Apart from suggestion and solicitation the customer and his family may go for a long time without something or other whose early possession may add to the comfort and joy of living, perhaps lower the cost of living, and perhaps add years to the length of life. Money exchanged for possessions which save the time, strength and labor of human beings or which elevate the standards of living, is well-employed money.

A furnace may be more economical, and give greater comfort than a stove. A bath-room may give the life of several persons in a home a comfort and self-respect previously lacking. A water-system may save hours of time, and many a back-breaking, health-endangering walk from an inconvenient spring. Good stable equipment may enable a farmer to dispense with the labor of a hired man, and so remove a burden of labor and cost from the conduct of the home. A new gate and new fencing may not only prove a protection against breachy cattle, but may add more than their cost to the selling value of the farm. Electric aids in the city home may prolong the life of a wife or mother, and may keep sweet tempers that otherwise may grow sour, and so produce a ferment in domestic life.

The Retailer as a Public Servant

You can see how legitimate, how kind, it may be for you to persuade your customers to spend more money with you. You swell your sales and your income, of course; and it is right that you should be properly and sufficiently rewarded for all your superior service.

The point I make is: Your own aggressiveness in merchandising is needed to get out of your field all that is in it.

I am protesting against that attitude of mind and will which leads a retailer to be just a storekeeper, one who keeps a store for the convenience of those who may want the goods he sells. I plead for a higher estimate of retailing. I would have every retailer regard himself as a public servant, with an obligation on him to make more complete the life and comfort, and to lessen the labors, of those to whom he can give service. Further, I would urge on you all to do with your might—your mental might, your heart might and your physical might—the work you have undertaken to do in the world. So do you serve your day and generation creditably—profitably to them and yourselves.

Finally, I would have you all remember that the greatest factor in doing one's best is doing one's most. Getting the most out of your field means putting the most of yourself in it. If you remember this, to do it, you will be richer in dollars at the end of every year, and richer in the consciousness of having given your community a type and amount of service which has enriched it.

THE VAGARIES OF THE INCOME TAX

Address by W. H. Davis of Hamilton, Government Inspector of Income Taxes.

W. H. DAVIS, in discussing "The Income Tax," gave the details of the Government regulations and explained why they were put into effect. A widower is classed, he said, as a married man if he has dependent children. A man who has four children under 16, is eligible for an exemption of $2,800.

Any moneys received in 1917 for bills owing in 1916 are not taken into account. What the Government is concerned with is business statistics after January 1, 1917.

"We expect the tax-payer," he said, "to put his cards on the table and show the exact state of his affairs. The Government, I assure you, is out to give all a square deal. War fund contributions are a proper exemption from a man's income, but not the amount a man pays toward his minister's salary. I had a case of this kind recently where a man who had given $25 to help pay the pastor's salary wanted exemption. As you probably know there is a rising scale of taxation which increases as incomes get larger. In making up your statement telephone bills, cartage and other expenses, if large, should be put in. If small, these may be grouped under sundries. The Government allows for depreciation. On a brick house, for instance, two per cent. per annum is allowed and five per cent. on a frame building. One of the most serious things we have to contend with is the case of merchants who say it is no use to take an inventory. A man recently told me he had not taken an inventory for fifteen years. How that man protects himself I do not know. He has no record of how his stock is going. What would happen to him if he had a fire? It takes a little time to make an inventory, but it is worth while, as you know what you are doing."

Asked by a dealer if a merchant wants to change the time of ending his official year from December 31 to May 31, Mr. Davis said such a case should be taken up with the Com ission of Taxation and obtain a special ruling.

Asked where forms for making the returns required by the Government may be obtained, Mr. Davis said they will be available at all post offices.

To a query as to whether all persons must make the declarations asked for he said that if the inspector had reason to believe that any person should make returns and had not, the inspector could demand it. Any person refusing to comply after being asked in this way was liable to a fine of $100 per day until the figures are forthcoming.

"If, in 1925," he said, "we find or have reason to believe that figures that should have been handed in for 1917 have not been given to us, we can and will make the demand. If any one knows of persons who should make returns and are not making them and will furnish their names, we will make it hot for the delinquents."

The Retailer's Field and Its Business Possibilities

By JOHN C. KIRKWOOD

THE retailer's local community, as shown by the accompanying diagram, may be confined to the area of the inner circle, designated "0," or it may overflow into the surrounding territory designated "1," "2," "3" and so on.

In the diagram, "0" represents a territory two miles in diameter, containing 3.14 square miles, or 2,010 acres. A town occupying this area may have a population of from 3,000 to 5,000, or from 600 to 1,000 families—say, on an average, 750 families.

The belts of territory surrounding "0" have a breadth of one mile. In the case of cities, their area will take in one or more of these belts. The acreage area of each belt is indicated in the accompanying table. Allowing 4 to 5 families per acre, on an average, the approximate urban population of each belt in the city area can be computed. In the table following a town of 750 families is assumed, all contained within the circle designated "0." The rural territory begins with belt No. 1, and extends, in the diagram, to a distance of 21 miles out from the retailer's store.

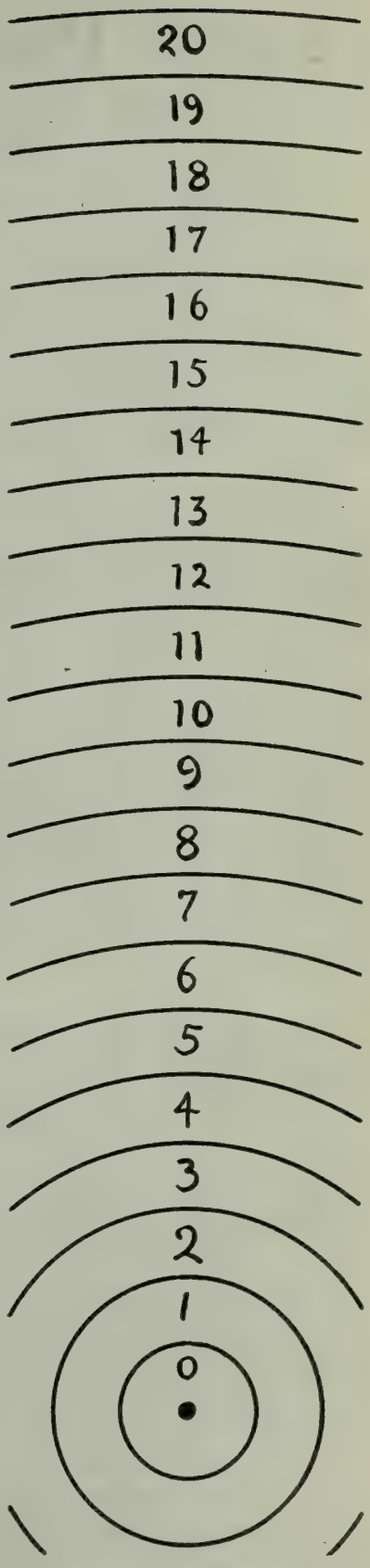
The retailer's field, before serious competition from other neighboring towns or cities is encountered, will almost certainly take in Belts Nos. 1, 2, 3, 4 and 5, and may take in a number more. Each retailer will know just how many of these mile-wide belts he can fairly count as his own field.

The table following will suggest to each retailer the approximate number of families residing in his field; and suggests the amount of their probable annual consumption of the particular class or classes of merchandise sold by the retailer. It is for the retailer himself to ascertain just how many of the families in his field he is serving regularly, and how close he comes to doing all the business which his field is able to yield him.

Belt or area marked	Having a breadth of one mile, contains: sq. miles		acres	And has a population, on the basis of 1 family to each 100 acres: families	Total No. of families in whole territory:	The retailer's annual business with these families on the basis of annual sales as under can be: $50 a year	$100 a year	$200 a year
0*	3.14	=	2,010	750	750*	$ 37,500	$ 75,000	$ 150,000
1	9.42	=	6,031	60	810	40,500	81,000	162,000
2	15.71	=	10,052	100	910	45,500	91,000	182,000
3	22.00	=	14,073	140	1,050	52,500	105,000	210,000
4	28.08	=	18,094	181	1,231	61,550	123,100	246,200
5	34.56	=	22,115	221	1,452	72,600	145,200	290,400
6	40.83	=	26,136	261	1,713	85,650	171,300	342,600
7	47.13	=	30,157	301	2,014	100,700	201,400	402,800
8	53.41	=	34,178	341	2,355	117,750	235,500	471,000
9	59.69	=	38,199	382	2,737	136,850	273,700	547,400
10	65.98	=	42,220	422	3,115	155,750	311,500	623,000
11	72.76	=	46,241	462	3,621	181,050	362,100	724,200
12	78.54	=	50,262	502	4,123	206,150	412,300	824,600
13	84.82	=	54,283	543	4,666	233,300	466,600	933,200
14	91.10	=	58,304	583	5,249	262,450	524,900	1,049,800
15	97.38	=	62,325	623	5,872	293,600	587,200	1,174,400
16	103.66	=	66,346	663	6,535	326,750	653,500	1,307,000
17	109.94	=	70,367	703	7,238	361,900	723,800	1,447,600
18	116.22	=	74,388	744	7,982	399,100	798,200	1,596,400
19	122.50	=	78,409	784	8,766	438,300	876,600	1,753,200
20	128.78	=	82,430	824	9,590	479,500	959,000	1,918,000
Totals	1385.46	=	886,656	9,590				

*Local field, containing, by assumption, 750 families.

Note: The figures indicating the amount of business possible can, and should, be divided by the number of retailers competing for the business—2, if there be two retailers in the same general line of business; 3, if there be three, and so on. The point is that these figures indicate that there is a volume of possible business for each retailer much larger than he may now be having.



The significance of this diagram is interpreted in the reading matter accompanying. The centre of the inner circle, marked "0," represents the retailer's store, or the heart of the local business community. The circular strips or belts, marked 1, 2, 3 and so on, represent mile-wide areas surrounding the local business community. The area of each of these belts, expressed in square miles and acres, is given in the table accompanying, as is also the probable population by families. The amount of business which the retailer's field should yield is likewise indicated.

How I Placed Business on Cash Basis

Secretary of the Ontario Association Shows His Methods of Introducing the Plan and Tells of the Splendid Results He Has Obtained

Address delivered by W. F. Macpherso n, Prescott, Ont.

WHEN the advisory committee met in Toronto about three months ago to make final arrangements for the program for this Convention, I was requested, in view of the fact that I had recently put my business on a cash basis, to prepare an address outlining the method I had adopted and giving in a concrete way the results I had obtained.

My conception of my relationship to, and the duty I owe, my fellow business men, and particularly to the members of this association, has led me to comply with their request, and I will endeavor to relate the reasons why I decided to change my business methods and my present realization of results obtained, as well as the experiences I have gone through in what I may call the "transformation period" of my business.

Long Experience

At the outset I may say that I have had some thirty-five years experience in the hardware business, and during that period was for twelve years in charge of the credits of my former employers, and for the past eighteen years have rolled up considerable experience in the matter of credits in the conduct of my own business. I mention this to impress on you the fact that my remarks to you are not going to be in the nature of a theoretical treatise on cash and credit, but strictly of knowledge which I have obtained through practical experience. I am not going to talk of my experience during the time when I was an employee, but only of the later period since 1901, when I went into business on my own account.

Both Gave Credit

At that time there were two first-class hardware stores in our town, both financially strong, and both giving freely credit to all who were considered worthy of being trusted —and to some others. In fact, and this I believe is only too true with the majority of firms extending credit, very many sales were unwisely forced on customers by the inducement of having settlement deferred until convenient for the customer to pay up. In the face of this opposition, and my training being all along the lines of a credit business, I never for a moment thought otherwise, but that my only way to build up a business was to follow along in the same way. In the course of a year my books showed charges equal to the original capital I had invested in my business. Then began my troubles—financing in order to meet my obligations—and having a horror of asking for extensions on notes or drafts maturing, I can assure you that I have spent many an hour on the anxious seat, hardly knowing which way to turn in order to get funds necessary in the immediate future.

Tough Sailing

With thousands of dollars left on my ledgers, even after I had sifted the accounts over, and taken notes or made drafts on those who would stand for it, I was unable to make any direct use of them. In fact to get a hundred dollars more was impossible. I have heard it stated that bankers would lend more freely on a man's character and ability than on securities which might to some seem more tangible, and to the fact that my banker had faith and confidence in my statements, is due the fact that I was always able to procure funds to keep things moving. Notwithstanding this, it was always more or less galling to approach him for credits, and you may rest assured that I left no stone unturned to "raise the funds" before I applied for more favors at his hands. But all this is only ancient history to many of you, in fact may be still current history for some, and these anxious hours may still prevail, unnecessarily so, as I will endeavor to show before I am through.

Studied the Problem

As years rolled on, as I was always a steady reader of trade papers, especially of "HARDWARE AND METAL," I took note of the many articles appearing on doing business for cash, and with that in view, have been paving the way, by taking more notes in settlement of accounts, defining the length of credit when making a sale, and making certain lines, such as bulk seed and grain, cash articles. All these restrictions have been readily met on the part of my customers, and it only remained for me to take one more step to become the manager of my business,



W. F. MacPHERSON
Re-Elected Secretary, Ontario Retail Hardware Association.

instead of my business managing me, as has been the case for many years, during which I have been far from being a free agent.

Last summer when in Toronto, I had a very interesting conversation with a couple of friends of mine, who spend all their time in trying to make "better" hardware men in Canada, and was more than ever convinced that my proposed plan was feasible, and the time was auspicious for a change.

Changed the Date

My original idea was to start on the first of New Year, but after consideration, I decided to make November 1st the date of adoption of my new terms. To make a proper start, I in confidence took the matter up with some of my best local credit accounts, and outlined the plan, giving my reasons. To a man they approved of the change, and stated it would be better all around. I also took the matter up personally with a number of my yearly farmer accounts, telling them that after all my years of business experience I was forced to admit that the farmers had the proper method of doing business, and that I was at last going to follow their plan and get cash for my goods when I sold them. Some of these, of course, had objections which I had to explain away, such as, "Suppose I telephone you for goods," or "Send with a neighbor for goods," or "Order by letter." After explanations that I had provided for all these contingencies in my new terms, the answer in nearly every case was—"Oh well, that will be all right." I, of course, had two or three instances where I was warned I was making a mistake—one case in particular I will relate.

Showed Him Why

This customer owed me an account for some goods bought the previous May, for which I was to have been paid within a month. During early part of October he came in, which was the first time since the debt was contracted, and looked at some goods which he did not buy, and was just going out of the store. I stepped out of the office and after a short friendly conversation, recalled to him that he had not paid for the goods as he had promised. He said: "I am going to pay for them to-day if you will only give me a chance." He then went to the cashier and paid the account.

On his way out he stopped and said to me very huffily: "That's the first time I was ever asked for an account."

I replied, "Is that so, Tom? Well I really have no apology to offer, but I'll try and not let it happen again."

"What do you mean by that?" he replied.

Going to Change

"Well Tom, I am going to change my terms to a cash business on November 1st. What do you think about it?"

"Well," he said, " I don't think you have any reason to kick about your business. You have a good trade, and a big stock of goods, what more do you want? I think you are making a mistake."

Now this particular customer was one of a group of families inter-related who had always been good customers, so I took him into my private office, and in confidence showed him figures bearing on credits; showed him the volume of current book accounts, and convinced him that, were I in possession of all the money the accounts represented, I could not take it and replace the goods charged in the accounts, on account of price advances in the past year. What do you think his verdict was? He said, "Well, I guess we will have to get used to it. Both the general stores in Kemptville are now selling for cash, and I guess they will all be doing it soon."

How It Works Out

Now for the sequel. A couple of weeks later he came in, bought the goods he was looking at on his previous visit and was paying the clerk when I passed by. He turned round with a grin and said, "Well you see I am paying cash to-day." I clapped him on the back and said, "Good boy, Tom, keep up the good work and you will win out in the end." Honestly, I felt rather concerned in his case on account of his connection, and I can assure you that I felt a hundred per cent. better for the rest of the day. Since then, I have sold to a number of his connections, good bills for cash.

Now, as to my plan for introducing the new system to the general public. I drafted an announcement for the weekly paper, and two weeks before the end of October, published it in large type. I have a copy of paper with me for your inspection. The announcement read as follows:

MacPherson's Hardware Store

Announcement.

Present trade conditions make it absolute-

ly necessary to make some changes in existing methods of doing business. Manufacturers and wholesale dealers have realized this, and in consequence have so shortened credit terms, that, in order to purchase goods in the right markets and at the right prices, settlements must now be made upon a cash basis. Then again, the high prices of goods now prevailing mean a much larger investment of capital, and, in an effort to keep prices within bounds, the percentage of profit now obtained is materially reduced when compared with profits now obtained under normal conditions before the war, and, in face of this reduction in profits, the overhead expense of doing business has increased.

In any healthy retail business the stock should be turned over at least three times per year, so it is self-evident that stocks of to-day are, to all intents and purposes, purchased in the high markets prevailing during the past year and with few exceptions any additional profits which might be made on goods bought when prices were lower, and sold on a basis of present costs, are a thing of the past.

During the past four years I can honestly say that no excessive profits have been taken in my business, and I am firmly convinced that the same can be said of the other retail merchants in our town.

After a most careful study of the situation and with a firm conviction that the necessity for credit no longer exists, I wish to announce that, after November 1, my business will be conducted on a CASH basis. Monthly account terms will, as usual, be given to factories, contractors and customers building or painting houses, or making electrical installations. Goods ordered by phone or letter will be due at end of month in which ordered. Settlements of monthly accounts to be made by tenth of month following purchase.

I trust that my customers and the public in general will appreciate the fact that I am taking this step in an endeavor to give them better prices and better service than would be possible under other conditions, and would solicit a continuance of the splendid patronage accorded me in past years.

W. F. Macpherson.

Put It in the Papers

The week following I had the same announcement reproduced in smaller type, and had a quantity of copies of the advertisement struck off, the use of which I will explain later.

The day after the first announcement appeared, I had numerous calls from prominent men of the town, both in business and professional life, approving of the stand I had taken, and assuring me that I was on the right track. At the present time two other business men of the town have adopted a similar system. A few days before the first of November, I had cards printed stating clearly the terms which would become effective on that date, and placed same prominently throughout the store.

The Next Step

My next step was to collect the accounts standing on my books. For the previous two months I had been actively engaged in collecting the cream of the accounts, and had on the first of November still over four hundred accounts outstanding. On that date I rendered every account on my books, enclosing with each a copy of the announcement, and also a small slip clipped to the account, reading as follows:

Having decided for reasons stated in the enclosed announcement to adopt the cash system, I am sending out all accounts on my ledgers at this date, and would request settlement within THIRTY days.

Prompt payment will provide the necessary additional capital which is required to carry on business under present conditions, and I would appreciate your assistance to that extent.

Prescott, Oct. 31, 1918. W. F. Macpherson.

287 Paid Up

During the month of November, I had two hundred and eighty-seven accounts paid in full, and these without a single grouch. On the contrary I had many of these customers state that they would prefer to buy their goods on a cash basis.

Included in these settlements were a considerable number of accounts which I had considered "dead ones"—accounts which I had been trying to collect for years without any success. I can only conclude that the announcement enclosed with each statement, and the fact that the request for payment was general to all my credit customers, must have in some way appealed to their sense of justice.

Well Cleaned Up

Since the first of November to date, I have received settlement in full of over three hundred and fifty accounts, which were on my books prior to the first of November.

I am still devoting my energies to collecting the balance—relics of by-gone days—and for the most part, small amounts.

Now as to the working out of my terms in connection with telephone and mail orders. On the last of each month, I send out all accounts contracted during the current month with a sticker on which reads:

Business Terms Effective November 1, 1918

All accounts rendered on last day of month, and are due and payable by 10th of month following.

Accounts not settled in accordance with above terms are subject to sight draft without further notice.

W. F. Macpherson.

The compliance with these terms has been satisfactory, my books on December 15 only showing two accounts rendered for previous month unpaid, being both small items. The accounts for months of December and January were also promptly paid.

Agreeably Disappointed

Naturally I expected that I would have the unpleasantness of refusing credit to quite a number of customers, but I have been most agreeably disappointed in this respect. Since the inception of my new plan, I have not turned down a dozen sales, and am now seldom asked to "charge it." Before my new terms were fully circulated and understood, I had a few applications for credit. To these I explained my new terms and agreed to let them have the goods, if they paid within the thirty days, and in every case received payment. I have placed in my store, prominently, cards stating terms—sample of which I exhibit to you. These have been effective in stopping the request for credit.

You are no doubt wondering in your own minds, what effect the new system has had on my volume of sales. Has it decreased my business? I can frankly state "No."

Sales Maintained

During the month of November my sales were fully equal to corresponding month of 1917. During last December my cash sales more than equalled my cash and credit sales combined of previous December, the thirty-day credit sales for the month being only 20 per cent. of credits of corresponding month of 1917.

My sales for January have also shown an increase.

One other good feature which I must mention is the fact that I did not have to spend half of the time I did formerly in office work, which allows me to spend more time in the store proper, and has permitted me to carry out some re-arrangement of stock and instal some new fixtures, the better to display and serve my customers. This will reap its own reward in increased business.

Can Pay Cash Now

The success of my cash system now permits me to pay cash for my goods, to earn the cash discounts, and to carry a better stock than was possible under my former method, and this without any worry.

At this present moment I cannot think of any single feature which I might mention as a drawback in the operation of the plan which I have adopted.

The conditions of business, in all lines, make the present time most opportune for the adoption of changes in business methods, particularly where credits are rural, and the firm establishment of a cash system now will place one in a position to meet whatever changes may come in the future.

In conclusion I may say that if the results I have obtained will strengthen any member of our association in a resolution to free himself from the fetters of a credit business, I feel more than repaid for having burdened you with more of my personal business affairs than is my custom.

HOW TO ADVISE A CUSTOMER TO FINISH FLOORS WITH VARNISH AND WITH WAX

Address delivered by WILLIAM HOME, Toronto, of Berry Bros., Inc.

THE subject which I have the privilege of speaking to you about is "How to advise a customer to finish a floor with varnish or with wax."

To advise a customer how to finish a floor, it is necessary that you understand the nature of the materials you have to offer, and the proper method of applying same. In other words, it is necessary that you thoroughly understand the operation yourself before you can advise a customer. With correct information given to the customer at the time of purchase, you should have fewer complaints, and will surely build up this branch of your business.

Find Out About Them

Enquire of your customers what kind or class of floor he desires to finish. Learn from him his ideas; what he expects in the way of a finish, and should he not know how to obtain the desired results, you should be in a position to advise him.

Mr. Home had with him a number of boards showing the operation of finishing a floor step by step from the natural wood properly prepared to the highest type of floor finishing.

In this section of Canada, he said, we have three woods in general use for flooring. They are oak, maple and pine, and with your permission I will describe to you the proper method of applying the varnish for finishing; also of applying wax.

Considered the Best

First we will take the oak, as it is considered the best type of wood flooring. This sample shows the natural wood, a coat of light paste filler, followed by a coat of varnish, a second coat of varnish, part of which is rubbed to an egg shell gloss, which is, to my mind the highest class of floor finishing possible to obtain, and more durable than any other method I know of.

We will review this and describe each operation in detail. The paste filler is reduced with turpentine to a proper brushing consistency. It is then brushed on the wood, brushing both ways of the grain, and when a small area has been done and had time to set—rub off the surplus filler with excelsior, rags or waste. By this means you clean up the high lights and when it is thoroughly dry, it is ready for the first coat of varnish. Apply one coat of good elastic floor varnish. When hard, rub it with curled hair, or sand paper lightly, using OO sandpapers. Apply a second coat of durable floor varnish. This may be left in the gloss or rubbed with pumice stone and raw linseed oil, or crude oil; using a piece of thick felt for rubbing. Wipe off clean, removing all trace of the oil

so that dust will not gather. This leaves the floor in a perfect, durable, dull or egg-shell finish, and will not require renewing from one annual house-cleaning to another, depending upon the wear and tear to which it is subjected.

To Renew Finish

To renew the finish wash the floor with turpentine and hot water to remove all grease, or if preferred, use benzine. Apply a thin coat of durable elastic floor varnish, rub it down with pumice stone and oil and wipe up to remove all oil, etc., as before directed.

I should mention that to keep the oak floors natural a light paste filler should be used. If a dark colored floor is desired, the filler should be preceded with a coat of stain. Then the filler colored to match the stain. Sometimes a dark colored filler may be used as stain and filler in one operation. The two samples I have here show a light paste filler, and an antique paste filler. You will note that the sample has not been stained prior to the filler.

Do Not Need Fillers

Maple and pine floors being close grained woods do not require the filler. To finish apply one coat of durable elastic floor varnish direct to the wood, and when hard follow with a second coat, which may be left in a gloss or rubbed down with pumice stone and oil—taking care to wipe up the oil to prevent dust gathering.

Many finishers recommend the use of boiled linseed oil as a priming coat on maple. I am not in favor of using oil on maple floors, because it has a tendency to darken the wood and will continue to darken the floor more than if varnish had been first applied.

Not The Right Thing

Never use so-called liquid fillers on floors, whether it is pine, maple or oak. These so-called fillers are not intended for floor finishing. They seal the pores of the wood; the varnish adheres to the filler, and the first time a rough boot passes over it, it will chip or break off. Consequently the varnish is condemned as not being of good quality when the fault is in the application of liquid filler. Apply the varnish direct to the wood; giving it an opportunity to properly adhere and you will not be troubled with chipping or breaking off.

In finishing linoleums or oil cloths, apply one coat of good thin elastic floor varnish. If the surface of the oil cloth has been worn through, apply one thin coat of shellac to seal the pores. (I might mention also shellac is used on split leather and when the seats of your auto have been worn through, touch the spots up with shellac before applying your leather finish).

Wax Finish

To finish an oak floor with wax, proceed in the same manner as for finishing with varnish, stain, fill with a good paste filler, apply a light coat of white shellac, following (when dry) with a coat of floor wax, and polish with a weighted brush.

The wax may be applied by putting a small quantity of wax inside a piece of cheesecloth and rubbing on the floor. The heat of the hand and the friction will leave sufficient wax for polishing. When hard polish with a heavy brush.

Some finishers prefer to apply wax direct to the floor, but this means more work before a satisfactory finish is obtained, and when finishing with wax, I do not believe a thin coat of shellac will interfere with the wearing qualities. I do not recommend shellac when finishing with varnish.

Must Be Removed

If the floor has been varnished, you may apply wax on top of the varnish, but if the floor has been waxed, you must not varnish until the wax has been entirely removed. To remove the wax use a good stiff scrubbing brush and benzine. Scrub vigorously, wipe up. This sounds like a lot of work, but it is necessary to obtain a satisfactory varnish finish.

With badly neglected floors it may be necessary to remove all the old varnish or wax right down to the wood. For this purpose use a good varnish and paint remover. Apply freely with a brush, brushing one way of the wood. Let stand for five minutes then follow with a second coat of remover, and after waiting another five minutes the varnish will honeycomb and soften and may be removed with a flat steel scraper or putty knife. There should be no difficulty in scraping this right down to the wood and as soon as all trace of remover has evaporated, sand paper, and the floor is ready for re-finishing.

Clean the Floor

When the floor is in very bad condition and not considered fit for refinishing in the natural wood, and not wishing to go to the trouble of removing the old finish—clean the floor, removing all grease, etc., and apply one coat of ground color or under coat. When hard apply a varnish and stain combination in any color you desire. This will give a very satisfactory finish. Or, over the ground color apply a graining color and grain with tools provided for that purpose. Give a final coat of clear varnish—but when it comes to an operation of this kind, I think it advisable to call in a practical man.

There are many other ways of refinishing floors, and I might go on telling of the possibilities, but this would use up time and not get us anywhere.

Had Five Stocks

This makes me think of a store I visited a short time ago in one of our Canadian cities—a store 15 x 35 feet. The merchant had five stocks of floor finishes, five different makers. The point I wish to draw your attention to is the amount of money invested to make a sale for finishing one floor. If the said merchant had studied the virtues of these finishes, he would have eliminated all but one. Get at the back of the one of your choice. When selling floor finishes to your customers—speak of that finish with all the confidence you have in it, and your customer will go away with the package under his arm feeling confident he has bought the right and only finish for the operation in hand.

HOW I MADE USE OF THE ASSOCIATION SALES BUREAU

Address by J. B. Archer, Vice-President of the Moore Hardware Co., Ltd., St. Catharines, Ont.

MR. PRESIDENT, and Members of the Ontario Retail Hardware Association:

The secretary of our association, Mr. Macpherson, wrote to me some time ago, asking me if I would give a short talk on, "How I Made Use of the Association Sales Bureau," and I will endeavor to explain my methods in taking advantage of this important part of the service which this association affords us.

In looking over the bulletin sent out by the secretary, you would be quite surprised to learn that less than one-tenth of our membership took advantage of this service. To be quite frank, I must acknowledge that last year was the first time that our company made use of this sales bureau.

The Best Time

I do not suppose that there is any better time to make a list of the articles which you wish to put on this bulletin than after your inventory work is done. There is no hardware merchant doing business to-day who does not find that he either has an excess stock of some lines of goods, or slow moving lines as well, and I would recommend to this association that the word "Exchange" be added to his department, and called the 'Sales and Exchange Bureau."

The first list of goods put through this bulletin by us was:—

100 kegs 3 in. nails (wire); 50 doz. O.C. sets; 1 electric washer; ½ doz. vapor oil stoves; a quantity of 2¾ and 3 in. wire nails; 4 heavy machinists' vises.

Received Many Orders

The nails were put on sale at less than the jobber's price, and three or four days after this bulletin was sent out by the secretary, orders for more than twice the quantity of goods advertised were received, and one firm, who purchased five doz. lock sets, sent an inquiry about three weeks later asking if we had any more on hand, if so to send on two cases. Needless to say, the order could not be filled.

We also had two Chicago power horse clippers, style No. 1,902, which we had carried in stock for two years. These were also cleaned out, and we could have sold a dozen sets at the price quoted. We also disposed of a few old style washing machines, and I could name a great many other lines of goods which were put on sale, but that is not necessary.

Kept in Touch

My method, during the year, was to keep in touch with a number of merchants who made inquiry for goods for sale by us on this bulletin, and to offer them, from time to time, certain lines in order to turn our stock over more rapidly. This scheme was a great success, and I can assure you that any member who does not take advantage of the service offered us is missing a great deal.



J. B. ARCHER

of Moore Hardware Co., St. Catharines.

A hardware merchant in Western Ontario, inquired from our firm if we had any steel track in stock for Meyers hay cars. We disposed of a quantity of track we had in stock, also some Meyers cars for wood track with the result of this inquiry.

Of General Use

There is no doubt that the sales bureau can be used by a much greater number of members than those taking advantage of it, especially this year when market conditions are such as they have never been in the last decade. It behooves us, therefore, as members of this association, to compare our lists of excess or slow moving lines of goods we have in stock, and move them out. This is what the hardware merchants are doing in

St. Catharines, and why not in other towns as well? If we do not work together for the good and welfare of ourselves, who else will help us?

In conclusion let me urge you, as members of the association, that if you want to get something out of this service, put something into it, and you will certainly reap the benefit therefrom. The small sum of three dollars per year has been our membership fee, and I know our secretary will coincide with me in stating that if ten dollars were the fee, that he would receive dozens of letters telling him that they had taken advantage of this sales bureau, and that it was worth twice the price. As I see it, we are too cheap. Charge more, and the members will put more vim into it and get more out of it.

The Use of Illustrations in Advertisements

Well Illustrated, Attractive Advertisements Command Better Attention—Great Improvement in Retail Hardware Advertising During Past Few Years

Portion of Address Before the Ontario Retail Hardware and Stove Dealers' Association by Geo. D. Davis, Manager Hardware and Metal

AFTER hearing the splendid address which your secretary, Mr. MacPherson, has just delivered on the introduction and great success of his new "Cash" system, and recalling that in his newspaper announcements he did not use illustrations, I am beginning to wonder just what he had in mind when he gave me the subject: "The use of illustrations in advertisements." I suppose I should state, in order to strengthen my case, that if Mr. MacPherson had used illustrations in his advertisements, the few delinquents who have not yet settled up would have rushed in to pay their accounts. It was gently hinted that short addresses would be quite acceptable this evening, and recalling the old saying that "A good illustration is worth a thousand words," I have brought along ten good illustrations of successful retailers' advertisements, hoping that they would be equally as effective as ten thousand words, and much more acceptable to my audience.

The chief point I want to make clear is that the picture in the advertisement performs a work difficult, if not impossible, for words to do in equal space or time. The message of the picture is or should be instantaneous. It gives at a glance the gist of the advertisement.

A picture in an advertisement is always the shortest way to the attention of the public. Many of our largest and most successful advertisers use pictures which flash a suggestion at a glance. The effectiveness of illustrations was amply demonstrated during the war period when campaigns were put on for the Red Cross, Patriotic Fund and other war efforts.

Telling a story or at least part of it at a glance is a most desirable effect. Particularly would I call your attention to the extensive use made of illustrations by the department stores. Their advertisements, even though they occupy full-page spaces, rely largely on the captivating property of illustrations to give them attraction and interest and along with the accompanying descriptive matter to sell the goods advertised. What the department stores find to be good practice in the preparation of their advertising, I suggest is likely to be good practice for smaller firms.

The fact is that the majority of readers want to get the advertiser's message or proposal conveyed to them swiftly—instantly. "What have you for me?" is the attitude of mind. Also, "What are the goods like and what is the price?" In this connection it has to be remembered that daily newspapers are read by the majority of persons in half an hour. The advertising columns must compete with the news columns for the attention of the reader. The advertising columns have the advantage, as a rule, of bold type—much larger type than the type used in the news columns; and commonly they have the added advantages of illustrations and white-space effects. But it is the illustration more than anything else that the eye goes to—this as a consequence of the superior attractiveness of the illustration. Hence it is prudent to use illustrations, and to make these illustrations summaries, as it were, of the advertiser's proposal or business. Illustrations are equally as good for the small town weekly paper as for the big city daily. Less than ten years ago there were not more than half a dozen or so Canadian retail hardware firms making regular use of illustrations in their newspaper advertising. Today there are scores of retail firms in all parts of Canada making extensive use of illustrations, and the advertisements here before you, by well-known Canadian retail hardware firms, are with one or two outstanding exceptions, typical of many of the advertisements which are now appearing regularly in Canadian newspapers over the names of well-known hardware firms. Perhaps the best and most effective are these advertisements by the Mills Hardware Co., of Hamilton, and the J. H. Ashdown Hardware Co., of Winnipeg. You will note that they are carefully planned advertisements, well illustrated and carrying descriptive matter giving information the prospective buyer is anxious to have.

About five years ago HARDWARE AND METAL, at considerable expense, conducted an investigation to find out why retailers were not using illustrations in their advertisements. We have in the MacLean organization a clipping department which receives newspapers from all parts of Canada. These papers are all clipped and each of our fifteen papers receives clippings in which it is interested. That is how we secure practically every advertisement that you run in your home papers, and that is how we knew that very few illustrations were being used in retailers' advertisements. Extensive inquiries were made among the retail trade and we found that the retailers desired to use illustrations but could not readily secure suitable cuts. Many retailers stated that department stores and mail order houses had an advantage over the retailer on account of being able to use small cuts in their advertisements and catalogs. We found that retailers had in their possession thousands of cuts which had been received from manufacturers, but for some reason or other could not be used. In many cases the complaint was that the cuts were too large, took up too much space, and featured only one line. As a result of this investigation we instituted a retailers' cut department with which you are all familiar and since then we have supplied to retail hardware firms in Canada twenty thousand cuts and you will note many of them are used in the advertisements before you.

There are still many retailers who apparently do not give much time or thought to their advertising, but I am glad to say they are becoming fewer each year. Here is a most exceptional example. This advertisement was clipped by our clipping department on January 15th, made inquiries and found that the same ad had been running ever since last spring. You will note that it urges the public to buy screen doors and windows and protect themselves against the fly pest. Of course it is possible that the mild winter may have prolonged the visit of the fly pest in this part of Ontario, making it necessary to advertise screen doors and windows during November, December and January, but I have my doubts. This kind of advertising is a waste of money. It serves no useful purpose, and although a few customers may refer to it in a joking manner, the majority of the customers and prospects are liable to feel that the store is like the advertising, which in many cases is only too true.

There is a distinct tendency in most of us to do as we are told. The reader of an advertisement is in a receptive mood, and as a rule his mind is in a passive state, ready to receive impressions—susceptible to positive influence. If this were not true he would not be reading the ad.

He is in the state of non-resistance so greatly desired by the professional hypnotist. And every advertiser is a hypnotist to the extent that he wishes his will to dominate and control that of his reader.

Illustrations make an advertisement attractive. They draw attention to particular features and help to give the reader a quick and better understanding of the articles advertised. Plain type is cold and uninviting within itself. Illustrations reflect warmth and sympathy and people are induced to read type through the medium of an illustration where otherwise they might turn away uninterested.

THE TROUBLES OF A MERCHANT AND HOW TO STOP THEM

Illustrated lecture by Mr. Fannon of the Lecture Bureau, National Cash Register Co., Dayton, Ohio.

ON Wednesday evening part of the program consisted of a moving picture show, "The Troubles of a Merchant, and How to Stop Them," in charge of J. H. Dowling of the National Cash Register Company.

He explained some of the latest and best methods of storekeeping—arrangement of goods, window display, how to write newspaper ads., and how to get best results therefrom, and many other interesting things relating to retail business.

The film told the story of Mr. White, a merchant, who was discouraged and disheartened because of his lack of success. The story showed the indifference of his clerk, and his bad store system, poorly arranged stock, and other causes of his troubles. How he finally rose to success and prosperity through the introduction of modern methods into his store was shown.

This moving picture show proved one of the treats of the convention, the members' interest being held till well after midnight.

Review of Gasoline Situation

The Outlook From Its Crude Stage to the Refining Covered — The Question of a Fixed Price on Gasoline

Address by F. J. Wolfe, Sales Manager, Western Ontario Division, Imperial Oil, Ltd., Toronto.

I CAN assure you I appreciate the honor of addressing you to-day and the company I represent is not unaware of the privilege you have extended to us to talk over the subject of Gasoline. It would be nothing short of speciousness if I were not convinced that the call was due to the fact that this subject is no minor one for the hardware men, whether looking at it from the angle of turnover, profit, or what is perhaps most appropriate at the present time—the situation of to-day and the future.

To get a proper perspective of the gasoline situation of to-day and tomorrow, a little retrospect is advisable. Gasoline has certainly done its part in ending the world conflict and war demands for it have been unprecedented. Earl Curzon has said that the Allied cause was floated to victory on a wave of oil, having reference to the enormous quantities of fuel oil used by the British and other navies, and of gasoline used by the huge fleet of motor trucks used in transferring men, munitions and foodstuffs. It is history how in 1914, when Paris was threatened, the reserves were sent to the Marne in trucks, busses and automobiles and civilization was saved. Next to steel perhaps no more important factor in the world's commodities as-coal as motive power on his wonderful syssisted in ending the war. The German used tem of railroads; the Allies used motor trucks and gasoline. It is a credit too to the refiners and marketers of the United States and Canada to say that they so conducted themselves and so voluntarily assisted their Governments that while many industries were absolutely under Federal control, the oil men were more or less self-governing. I cite these facts for two reasons—one to show how prodigious the war programme for oil and how necessary for the war's success it was to produce four thousand million gallons of gasoline in 1918 in the United States and Canada, and the other to indicate to you that the prices, at which gasoline was sold to the dealer, were above reproach.

Right here may I explain why I link up the United States and Canada in this gasoline discussion. It may not be news to some of you, but it is a fact that only about 5 per cent. of the crude used is produced in Canada, the greater part of the balance of the gasoline producing crudes coming from the United States. This crude is subject to a war tax of 7½ percent. Then too Canadian refineries have not been able to keep pace with the demand and whereas, no less than three years ago there were only three refineries operating in Canada and seven now, even yet these refineries cannot supply the demand and at times have to import from the United States. These importations are subject to 2½ cents and 7½ war tax. Figuring the difference between the Imperial, or the legal gallon of Canada, and the wine or American gallon, our prices are considerably lower than those quoted by the United States marketers. We are sometimes asked why is the price of gasoline in Canada so high. Gentlemen, like many other adjectives, the word "high" is relative. Compared with prices in the United States, they are not high. When in February, 1915, mid-continent crude oil was selling at the wells for 40c a barrel, gasoline was wholesaled at Toronto at 14½c per gallon. On March, 1916, crude oil sold for $1.40 a barrel, or an advance of 250 per cent.—gasoline advanced to 27c—an increase of only 87 per cent. In March, 1918, crude was selling at $2.25 per barrel, a further increase over 1916 of 68 per cent and an increase of 462 per cent. over the 40c price. Gasoline was raised to 33c, an increase of 128 per cent. over the original price. I might add that while $2.25 per barrel was the quoted list, many refiners were paying the producers a premium on top of this.

The past is gone, gentlemen, and no doubt, you are more interested in the outlook for the future. To my mind there are four factors, which largely determine the situation on any product:

1. The cost of raw material at the source of production—in the case of gasoline—cost of crude oil.
2. Cost of material at point of manufacture —the difference being cost of transportation —and in the case of gasoline a very important factor, since practically all crude oil has to be transported.
3. Labor situation.
4. Demand.



F. J. WOLFE
Sales Manager, Western Ontario Division, Imperial Oil, Ltd., Toronto.

The transportation and labor problems can very quickly be answered. There seems to be no early prospect of lower freight rates, and labor, the market of which is glutted or soon will be, has set its mark against any wages decrease and we are all agreed, I believe, that the workingman is generally justified in his attitude of what he has, he will hold.

On the question of raw material or crude oil, a few words might be enlightening. It is unanimous that production is not keeping pace with refining. Do not misunderstand me. We cannot refine more than we produce, but the unmined reserves, that is, the estimate of oil below the ground is lessened every year. Refineries have increased their capacity, production men are working harder than ever, but new fields are not equalizing in output the extra demand, due to increased use of automobile, motor truck, tractor and stationary gas engine. In addition to this, the new fields are not as rich in natural gasoline content. Take for instance, the Mexican field. The percentage of natural gasoline in that crude is comparatively small. It is a well-known fact also that old pools are not as productive of natural gasoline content as in days gone by. It is estimated the unmined reserves of crude oil in the United States is seven billion barrels. We are consuming about one-third billion barrels per year, and the demand is increasing more than the new fields are producing. Dr. White, head of the United States Geological Society, has estimated peak production in 1921—two years hence. But who will dare say that the demand will be lessened in the days to come?

But of that more later. The alternatives are that if crude oil production will not meet the natural gasoline requirements—unnatural methods—that is, cracking processes of refining—by this we mean, re-running fuel oil and coal oil, will have to be further developed. This means gasoline of lower volatility and automotive engineers will further have to meet the situation by improved carburetion principles. The situation is so grave that some authorities claim even the much sought for coal oil carburetor, if discovered, is not going to keep the ball rolling. That, gentlemen, is the crude oil situation.

Now let us turn to demand. It is always difficult, nay dangerous to prophesy, but there are certain signs by which in a general way we can gauge the prospects. One of the first effects of the armistice was the immediate contraction of fuel oil, which was made under rigid specifications to meet the requirements of the British and other Allied navies. This lessened demand for navy fuel should be more than offset by the increased demand for bunker fuel. As the world's commerce resumes its normal channels and as new factors in world trade develop, the nations with their new commercial fleets already built and large additions being planned, most of which are equipped to burn oil, will create an unprecedented demand for fuel oil. Coal oil is practically exhausted in the neutral and other European countries, and an indication of the market at home is reflected in an advance of 1c per gallon put into effect on Saturday last. The relationship between fuel oil, coal oil and gasoline is very close. In the past four years or more every drop of fuel oil available was produced for naval and munition work, refiners skimming only the gasoline and coal oil. With increased demand for fuel oil and coal oil, less available material for gasoline is left and though during war times the demand for gasoline in Great Britain, France and Italy was enormous and at the signing of the armistice was curtailed, there is every reason to believe that motor trucks, tractors, and other gasoline driven power will be large and important factors in the reconstruction of the devastated countries. It is a fact that refiners are now being asked for quotations on gasoline for export, which would indicate that European nations were about to talk business. It is the feeling of the heads of the oil industry that anyone pessimistic or prophesying decreased demand in gasoline will be greatly disappointed.

Turning to the domestic demand, the situation looks even better. Will a few statistics weary you? Registrations in the United States at the end of last year showed approximately six million automobiles in operation. There were 270,000 cars operating in Canada, 41 per cent of these in Ontario; 250,000 trucks were produced in 1918 in the United States. Of these it is estimated 137,000 have gone into commercial service on this side of the water, which means 137,000 more trucks to consume gasoline in 1919 than last year.

Then too the tractor, although many of them, coal oil burning machines, should not be overlooked for their consumption per machine is enormous. The total production of tractors in 1918, was around 125,000 and manufacturers estimate their 1919 output at the modest sum of 300,000—an increase of 140 per cent. There are no tractors built in Canada, and I regret I have no definite figures as to the number in use here. In eastern Canada their numbers are small, but increasing rapidly. The automobile manufacturer, truck manufacturer, tractor and gas engine manufacturer, now able to get steel and other raw material, and off war work, are out to make 1919 a banner year. Taking it all in all—this year is going to show big increase in domestic consumption of gasoline.

But what about gasoline substitutes, you say. Every now and then someone discovers a new colored powder or ink or alcohol that the papers take up and herald as a cure-all for high prices. At last something has been found that John Doe can mix in a pail of water and smile as he thinks of the refineries closing up. Perhaps some of you hardware men have had dreams of taking down a tin or parcel from your shelves, letting the customer do his own mixing and filling. That time is not yet, gentlemen, and old gasoline is still the daddy of the automotive energy family, and will likely continue to be for sometime to come. Benzol, alcohol, have all been tried, but are failures commercially. By the way one of our customers told me in good faith that the reason a then prominent member of the Ontario Government and now president of one of the oil companies in Canada, introduced the prohibition liquor legislation was his fear that alcohol might prove to be a serious menace to gasoline. No gentlemen, he was not a hardware dealer. I recognize your knowledge on that subject as on others.

The last claimant as a gas substitute is liberty fuel, of which you have, no doubt, read. This on official analysis was found to be 65 per cent. of benzol, 25 per cent to 30 per cent. of coal oil, and the balance amyl acetate—a camouflage—a perfume—and probably naphthalene and alcohol. Benzol is a by-product of coal and if the total production of benzol were used for liberty fuel, it would represent only 2 per cent of the amount of gasoline required. Benzol has its uses in other commercial ways, but is never likely to figure an important factor as a gasoline substitute. Many times during the war we were told that the German chemist had discovered something that kept their internal combustion engines operating, but if they had, some of it would have been left in the captured machines or equipment handed over, but investigation proved they contained the old reliable and nothing else—straight gasoline.

To sum up, there is no commercial substitute for gasoline. The demand for 1919 will be increased. These factors, combined with limited production, high wages and high transportation costs permit us to gauge the situation as one of exceptional strength and optimism.

Your executive has asked me to say a few words regarding your retail prices, and the question of the advisability of your fixing them. This is a dangerous subject, gentlemen, and I hesitate to speak. The Government tried to enforce a measure of this kind last summer and you know the result. Such a hue and cry was raised by the trade that the date of enforcement was extended, the matter became cold, and fortunately the armistice intervened. What were the objections raised? The first one was that the 10 per cent. gross profit—it actually worked out about 9 per cent in towns where oil companies had storage and 10½ per cent. at outside—was too small. The second one was that the fees were too high, and cut down the sellers' already small margin still further, and third, but not least—no real reason for the plan was given. The move was not in the conservation of gasoline as the lower selling price was an inducement to larger sales of a product, which was straining the energy of every refinery of petroleum for war purposes. It may have been for revenue purposes, but the trade viewed it as a strange means to an end. Perhaps it was to assure gasoline to some automobile owner at John's Corners at a fair price. Whatever its purpose, the proposal was unpopular with the refiners and the trade. In offering my own personal opinion, gentlemen, may I say that a fixed retail price would not be in your interests. By that I mean the same price in Hamilton, Woodstock, Boocaygeon and every other point in Ontario. While admitting it would be ideal from the auto owner's point of view, in that he could tour the Province and know what he was going to pay 200 miles, say, away from his own home—from your point of view, as I see it, it is, neither practicable, nor in your interests. In considering this subject, please bear in mind four things—gasoline is a bulk product, is marketed as a rule in large quantities; the turnover is quick and as a consequence the percentage of profit is comparatively small. No bulk, close margined staple, as far as my experience goes, has ever been successfully retailed at a fixed price. Take sugar, for instance, the grocer's percentage of margin is small, but as a rule it represents a quick turnover, and the profits in dollars and cents are considerable and while it costs one firm about the same as another—there is no fixed price. A fixed price could not be worked out. On the other hand package tea is sold at the same price for the same grade of tea the country over. Here is a case where the percentage of profit is greater and the retail price is fixed by the manufacturer. The man in the small village selling sugar and the man in the same small village selling gasoline cannot afford to sell at the same price as the man with the larger turnover in the towns or cities. It is true gasoline costs him practically the same at the present time, but it costs the small man more to do business on gasoline than the larger one. I know some of you, gentlemen, with the expensive town and city stores and large overhead will question this, but on the question of gasoline, it *does* cost the small village man more to do business. His turnover is smaller, is slower, and evaporation losses greater on the part of the consumer. Nor to my mind is there any demand for one price. The city man knows that gasoline is sold on a small margin and is willing to pay a slightly higher price for his gasoline to villages. I say slightly higher, but I believe I am addressing men, who are satisfied with a fair price. And gentlemen, always remember that, that while it is a generally accepted principle of economics, that the elimination of as many channels as possible in getting a product to the consumer—the cheaper the price will be to the consumer, the same theory says that the middleman is there for life, provided he furnishes a real service, and real service includes fair price.

I may say that my views on the fixed price question are purely my own—they have no official stamp and while I appreciate they will not be accepted in toto by all the gentlemen here present——I give them to you as if I were a hardwareman myself, and for what they are worth.

As an oil man I would be a false friend to the hardware dealer if I did not point out a real danger in that there is a tendency on the part of the hardware trade to let the gasoline business slip away from them into the hand of the garage man. By too many of the hardware men the gasoline sign has been hung up merely as a convenience, or as a drawing card for lubricating oils and greases, tires and other accessories. Gasoline *is* a big drawing card, and if handled right, should show a profit in itself. The gasoline business is as much your business as that of hammers, paints, mowers or glass. You have invested in your business considerable money, are a valued part of your community, your sign is an honored one. It has been out for years and stands for fair prices and profits and service. See to it, gentlemen, that part of your service and profits take care of and come from the proper handling of gasoline.

Use of Price Ticket in Window

Results Obtained From Use of Price Tickets and Show Cards in Windows Outlined by Hamilton Merchant

Address by Nelson Mills, Vice-President Mills Hardware Co., Hamilton.

IT was apparently the desire of your executive that several retail hardware men should be interested enough in this convention to relate their own business experience.

Being one of the chosen few, it becomes my pleasure to tell you what I know about "The Value of Price Tickets and Show Cards in the Window, and the Results They Bring."

I would prefer to have chosen my own subject, but such was not the case.

At first it puzzled me greatly to find sufficient to say in 20 minutes about so small a detail as a price ticket; but to my surprise I found 20 minutes not sufficient time to tell the story.

Since accepting your secretary's invitation, I have studied very closely just what results can be obtained by the use of price tickets, and found many interesting and some surprising methods that should be adopted.

In fact, several long-standing methods were immediately changed to secure better results and improve the general appearance; of which I shall speak later.

To get right down to brass tacks, my talk is divided into 4 parts, namely:

1. The window value.
2. The show card as a sales medium.
3. Demonstrations and impressions.
4. The kind of card to use.

The Window Value

Now let us analyze the window value. How many hardware men actually know the value of their show windows? Very few, I would judge. If you do, then you are working them overtime.

Right here I desire to demonstrate to you the value of a show window as compared to the value of a newspaper ad, in a city like Hamilton, reciting my own experience.

When Woolworth, Rexall or the United Cigar Stores seek a new location they take

a count of the traffic. Very well, if that method is essential in locating a store, then it must be a valuable asset to the show windows, which are the eyes of the store.

We know, by actual count, in the month of May, 1918, that a daily average of 55,000 people pass our windows from 8 a.m. to 10 p.m. This is a 3 day average, Thursday, Friday and Saturday.

We also know that the largest local newspaper goes into 20,000 city homes daily. Therefore, we have twice as many people passing our windows each day as compared to reading our ads.

But there is a difference. The passer-by is usually in a hurry, while the ad reader is at leisure. All the more reason the show window should be exceptionally well dressed, and have some attraction strong enough to draw at least 10 per cent. of that 55,000 to the window-pane.

Then what? The story must be told quickly.

There is your prospective customer looking right at a life size article in your window at your front door. The display has done its duty by attracting the customer. How about the card?

Does a price card tell the complete story, the cost, and does an attractive show card tell the quality and invite him inside? If not, you are the loser

So much then for the show window's pulling powers. How about its cost? Last year we spent $4,000 in advertising to 20,000 people twice a week, while our show windows told the story every day to 55,000 people at a cost of only $50.00 for the year.

Therefore, the show window has the best opportunity at the least cost, and we have also noticed far more direct sales results from windows showing a better class of goods at higher prices.

This proves to me that the newspaper ad has invariably become a bargain column.

The Show Card as a Sales Medium

In the foregoing talk, I spoke of the drawing power of the display, which attracted the customer to the window pane. Now, I wish to demonstrate the value of the price card as a silent salesman.

This humble show card is given a place in the mercantile world second to none as a direct sales medium. The price, quality, and quantity are brought directly before the prospective buyer and displayed actually on the article offered for sale. How much further could any medium go? A verbal demonstration does not carry the sales message as well. That admits of an argument, and one cannot argue with a show card.

If its general appearance is pleasing to the eye, and the price is within reach of the purchaser, it immediately conveys a mental resolution to choose that article. The facts are so complete, that desire is at once created and the purchaser goes into the store seeking more information regarding the possible uses of the article.

Now, the reverse impression is created if the window is poorly dressed, and the card unattractive and soiled.

One would hardly credit the veracity of any concern that would label a $50.00 cabinet of silver with the top of a paint box marked with a blue pencil, or use other equally unbusinesslike methods.

Cheap looking, poorly executed cards convey just the same idea they represent. They make the $50.00 article look like $4.98.

Then we have the display card decidedly important, which is the centre of attraction and tells about the quality, the quantity, and in many cases about an actual demonstration that may be going on in your store. It is a card of invitation, it is the newspaper of your window, and if it is attractive people are more apt to believe its message.

Then last, but not least, it is the link between your store and national advertising. For example, the card reads, Dear Madam, kindly accept our invitation to step inside and witness an actual demonstration of that well-known O'Cedar mop. Isn't that linking up national advertising? How can any man discredit the value of window cards and price tickets as a sales medium?

There is only one reason you would discredit it, and that is because you are actually afraid, yes, scared green, that your competitor will see your price.

Gentlemen, forget such folly, and don't be a business "ostrich," the other fellow knows your price, even if it is marked in code.

With the advent of modern lettering pens and the rigger, or so-called one stroke brush, the show card has moved into a class by itself. It is no longer a "card sign," it has become an actual sales medium.



NELSON MILLS

Vice-President, Mills Hardware Co., Hamilton, elected to Executive Committee for 1919-20.

Demonstrations and Impressions

Mr. Wills arranged an actual display of a window on the platform showing with and without tickets.

Demonstration No. 1. A well-dressed display without tickets. Now gentlemen, what impression is conveyed to the onlooker? You must admit that the display has pulling power. (A poor display would create very little attention).

Impression. Mrs. Jones says, as she approaches the window: Beautiful goods, but I imagine they are very dear. There is no invitation to come in, not even a word regarding their make, quality or price. *Result,* Mrs. Jones and friend pass on. *No sale.*

Demonstration No. 2. The same neatly dressed window and all the trimmings. The pulling power is increased. The information is complete and an invitation to come in is extended.

Impression. Mrs. Brown says as she approaches this window: Oh, look at these beautiful electric appliances. I wish we had that kind of a toaster. They are not so dear as one would imagine, and it only costs ½c per hour to run them. I must tell Joe about them; let's go in and get one of those booklets.



ED. WANLESS

Chatham, elected Vice-President Retail Hardware Association of Ontario, 1919-20.

You will notice, in this instance, that guessing is entirely eliminated. *Results.* In all probability a sale.

Not long ago we put in an exclusive mitt window, neatly priced at a slight reduction, and sold $27.00 worth the first day. It isn't what you display, it's how you display it.

An impressive display creates desire and people come back weeks after remembering the article and price when they have the money to buy.

The Kind of Card to Use

Now, regarding the kind of a card to use, it makes very little difference what color you decide on, so long as that color is used exclusively. Don't mix colors.

If you have adapted a certain color throughout your store, then link up the window also.

The main point is to use the right size of card on each individual article displayed.

Make everything balance from an artistic standpoint, many a window has the appearance of all card, and no goods.

Then again, the lettering on the card should be all the same style, and a proper proportion to the size of card used. These are details, but they all count when it comes to drawing power.

Remember the show card is a silent salesman and must be well dressed to perform its proper function.

In closing, I should like to extend an invitation to every hardware man interested, to visit our store, and advertising department.

We shall be glad to give you all the information you desire.

We can tell you where to purchase the ink, pens and brushes, necessary to do the work of this kind.

The cards shown here, were not made by an expert card-writer, but by one of our own employees, and your men can do the same work with very little practice.

My last thought is that a good window display leaves nothing to the imagination. The eyes see and the mind believes.

VANCOUVER CITY TO LICENSE WHOLESALERS, BROKERS, ETC.

Special to HARDWARE AND METAL

Vancouver, B. C., Feb. 19.—Advice from the Vancouver correspondent of HARDWARE AND METAL states that Vancouver City is attempting to pass a by-law to license all wholesalers, brokers, and manufacturers' agents; also each salesman considered. Wholesaler's fee, it is understood, is to be $100 each per year. Any salesman using car charged another $10 and one per cent. of the value of the car. Special committee met to-day and will meet again shortly.

Wholesalers and manufacturers are fighting hard against the by-law and brokers also fighting against being included. City License Commissioner Chas. Jones says he expects anticipated licensing scheme should augment city revenue $100,000. Vancouver has never had business tax and couldn't get Federal Government to give power to assess business tax. Seem to think that furore licensing kicks up will get Government action. Commissioner does not know yet whether it would catch all commercial men working the town or not, but manufacturers maintain it would cost a Montreal traveller $10,000 to work across the Dominion.

The Birmingham of Canada

Because of the Many Products Manufactured There Hamilton Has a Very Special Interest for Hardware Dealers—Sketch of the Steady Industrial Growth the City Has Made

BECAUSE of the large number of products they are handling every day, which come from Hamilton, the city has a little more than particular interest to hardware dealers. From a manufacturing standpoint, Hamilton has always occupied a prominent place in the commercial life of Canada, and in the past few years it has attracted some of the largest firms in their own particular lines in the world, to its own material advancement. The natural advantages which the city possesses geographically have been turned to excellent account in securing important factories. Added to this are the excellent railway facilities which the city has been able to provide and which are always a first consideration with a manufacturer, splendid surroundings and splendid home conditions. The country back of Hamilton is one of the richest sections to be found perhaps in all Canada from an agricultural standpoint.

Big Fruit Trade

Fruit farms, which are without question among Canada's finest, stretch for miles through the Hamilton and Niagara district. More than a million dollars' worth of choice fruit, peaches, grapes, plums and other fruits are shipped from this section each season, and a very large percentage of it passes through Hamilton.

The city itself has a population well over the 100,000 mark. It is essentially a business community and the rapid strides it has made in manufacturing have placed it among the best known of Canadian cities. "Made in Hamilton" goods are now sent from coast to coast, and in some lines in no small quantities. Among the leading industries are included hardware manufacturers, blast furnaces and steel manufacturers, plow works, agricultural implement works, washing machine and clothes wringer manufacturers, firms making silver plated ware and wire goods manufacturers.

Has Grown Steadily

It is stated that when a big industry locates in a city it very often brings other firms, which, while not making the same lines, very often make parts. This has been demonstrated in Hamilton, and one firm after another has located there and has grown steadily. Many of these deal very largely in hardware goods of one kind or another, and their combined output each year runs into many millions of dollars.

Another feature that has been well exemplified in the growth of Hamilton is the important part radial railways play in bringing business to a city. Hamilton is well served in this respect and the electric lines, which run through the rich fruit growing territory, add materially to the city's prosperity.

A Striking Feature

One of the first things that strikes a visitor to Hamilton is the large number of really attractive store windows to be found in the down town district. That Hamilton merchants are progressive and keenly alive to the importance of not only displaying their goods to the buying public, but of having large roomy windows for doing this, is soon apparent. There are not many cities in Canada where such a large percentage of stores use their window display space to better advantage than in Hamilton. As might be expected in a manufacturing centre, and a centre of radial railways, Hamilton is a busy city and a prosperous city.

Are Not Neglected

Notwithstanding the progress that they have been making industrially, Hamilton citizens have not in any way neglected the things that make life worth while, in the shape of nicely laid out streets, nice comfortable residences, parks and similar features. From a beauty standpoint Hamilton is somewhat favorably located on the Hamilton Bay, and has one of the best land locked harbors on Lake Ontario. The city is somewhat extended, covering an area of almost 8,000 acres. It has about 30 miles of asphalt roadways, over 200



A view of one of Hamilton's busy streets, showing City Hall in distance. Manufacturers, wholesalers and retailers are keen on the possibilities of Hamilton.

miles of cement walks, fifteen public parks, several of them real beauty spots, well over twenty thousand residences and nearly five hundred manufacturing industries of one kind and another.

Shipping Facilities

The city is served by seven steam railways, six steamship lines, and four suburban electric railways centre there. There are 83 miles of suburban railways and more than thirty miles of street railways. Hamilton has eighty churches and more than thirty public schools.

"The Mountain" is one of the features of the city from a scenic standpoint. From its summit one has a most attractive view of the city, and the splendid country surrounding it. Looking westward, a bird's eye view of the rich Hamilton Valley is obtained. Five miles away to the east is Burlington Beach, the summer resort of the citizens. To the north, a splendid view may be had of the waters of Hamilton Bay, while for miles to the south-east stretch the fruit gardens. The panoramic effect to be seen from the summit of "The Mountain" is said by many to be among the most beautiful to be seen in Canada.

Are Kept Together

In a general way a plan has been followed which has worked out well, in that the great majority of the manufacturing plants are situated in the industrial area in the north-eastern section of the city. Many of these have been laid out in such a manner that they are models of the results to be obtained by following modern methods. Taken altogether, Hamilton, with its splendid accommodation and its wealth of manufacturing concerns, is an ideal spot for the annual convention of the Ontario Hardware and Stove Dealers' Association.





The Two Courses For Market Reconstruction

THE average person, if asked what is to be the course of prices in the reconstruction of the markets that is now in progress, or at least is being awaited, would probably reply that it is a case of prices declining until they reach the level at which purchasers will take hold, that when that time comes the period of activity and prosperity so generally predicted will begin and the "transitionary period" will have been ended.

If that is the case, it is very desirable that we should all recognize that we are expecting something altogether unprecedented in market history. Particular reference, of course, is made to the steel market, but no doubt the observation would hold good with many other markets.

The steel market has passed through many periods of reconstruction. It is its regular course to have a period of advancing prices, heavy and forward buying, a period of quietness with stationary prices and then eventually a decline to some low point from which the cycle starts over again. Beginning with the rise of 1899 the pendulum has made five and a half round trips.

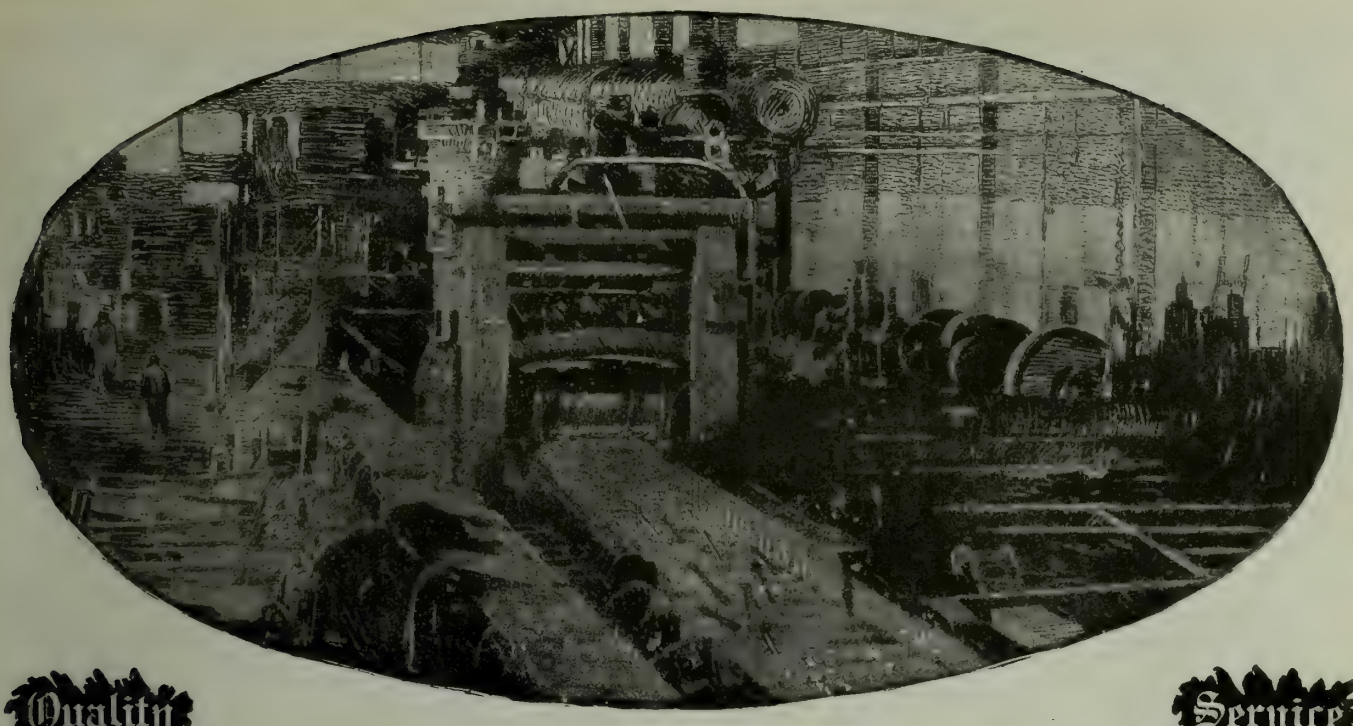
After each of these former rises the steel market had to go through a process of reconstruction. Now it has to go through another. It is not different in general character—where is the difference?—though of course there is a difference in the extent. Government prices for finished steel were 114% above the top of 1912, 104% above the top of 1909 and 93% above the top of 1907. That means some difference in the extent of the decline, though how much difference no one can say for one does not know how nearly the pre-war basis of values will be reached within the next few years. That it will be touched is very improbable and that it will be closely approached is doubtful.

How it Worked

Now the invariable precedent in these readjustments has been that the steel market declined to a point below the proper level, and the buying barely began at that point. Prices began to rise and then the buying gained force. Everybody knows that no large quantities of steel are sold either at low points or high points. Always the heavy sales and purchases are made on the way up, at intermediate prices. No large part of the total business done on a round trip of the pendulum is at the high point, during the decline, or at the low point. Invariably the business has been done chiefly as the market was advancing.—"The American Metal Market."







Quality

Service

REASON IT OUT

Demand full value for every dollar by spending it where you earn it

PURCHASE THE PRODUCTS OF CANADIAN MILLS

A Canadian Dollar is Worth One Hundred Cents in Canada

THE STEEL COMPANY OF CANADA LIMITED

HAMILTON MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.

NUMBER TWO



JOHN P. HOLLAND

ON August 12, 1914, two weeks after the outbreak of the European War, John P. Holland, inventor of the submarine, died at his home in Newark, N. J. Holland was born in Ireland in 1842—and at the age of 20 he commenced to concentrate on the submarine idea. He came to America in 1864; and in 1898 completed his first successful submarine at Elizabeth, N. J.

Holland's entire life was dramatic and in a sense, tragic. As a result of his great genius, he will become immortal as the inventor of the most terrible war-machine the world has ever known.

The dominant trait in this wonderful man's character was

CONCENTRATION

As Holland's invention has gained the approval of practically every nation, so has the Victor Hack Saw Blade won the admiration and confidence of mechanics and technicians all over America—and all over the world.

Like Holland, we have concentrated on one thing. For over twelve years we have been experimenting, testing, improving. In practical tests, the Victor Hack Saw has seldom been equalled—and never excelled. It is the result of a large organization of technicians and skilled mechanics concentrating on one idea—which is—to make the most honest and efficient hack saw blade in the world. We do not scatter our energies. We make hack saws for every metal-cutting purpose.

VICTOR SAW WORKS, Ltd.
HAMILTON, CANADA.

VICTOR HACK SAWS Get a Box and Try 'em

MADE-IN-HAMILTON HARDWARE



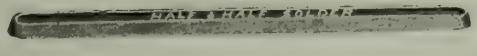
FOR COOL BEARINGS



Single Action Pump



Hexagon Brass Nuts



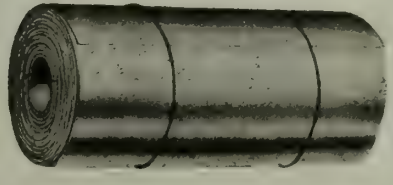
Solders—All Grades



Brass and Copper Rod



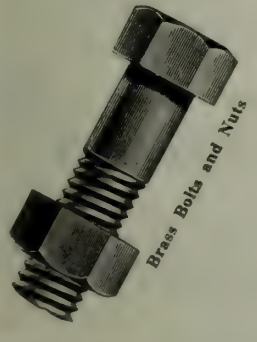
Brass and Copper Tubing

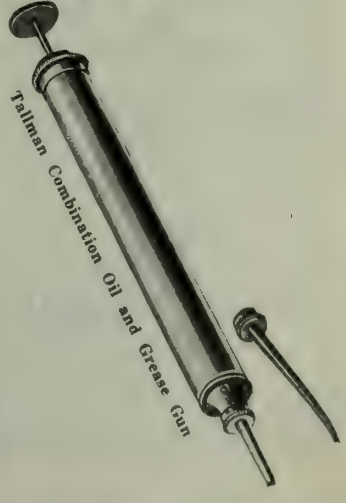


Brass and Copper Sheet—All Tempers



Two Cylinder Double Action Pump



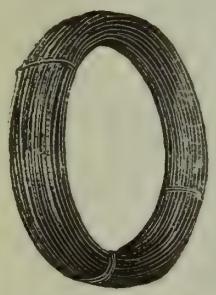


Automatic Screw Machine Products

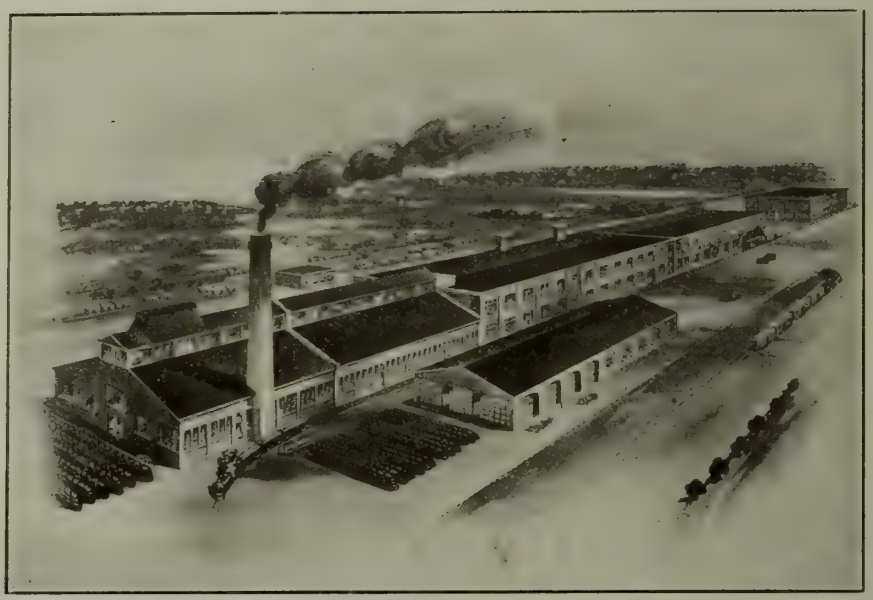
Tallman Brass & Metal Limited

HAMILTON, ONT.

MADE-IN-HAMILTON HARDWARE



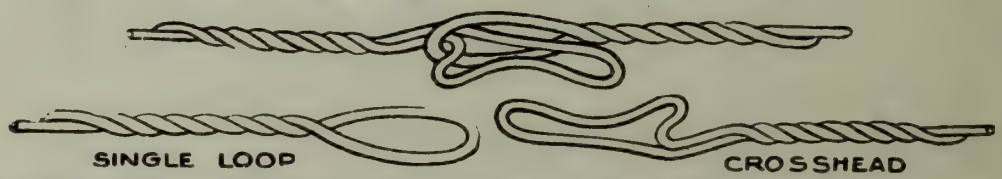
Baling Wire





Fine Wire

BALE TIES



This line being our specialty, our complete and large stock, our automatic machines and experience enable us to give you the service required.

Laidlaw Bale Ties—made from genuine Bessemer stock—**is much stronger than ordinary wire and costs no more.**

Made in the usual gauges and cut to any length desired. For baling hay, straw and other compressible materials.

Packed in bundles of 250 ties each. Single loop tie has loop at one end; cross-head tie has loop at one end and hook at other, as illustrated above.

WIRE FENCE STAPLES
BRIGHT OR GALVANIZED
POULTRY NETTING STAPLES

Bright, Annealed, Coppered, Stove Pipe, Lacquer Finished, Square, Pin, Brush, Bookbinder's, Hat, Florist's, Varnished, Weaving, Mattress and other fine tinned or Galvanized Wire.

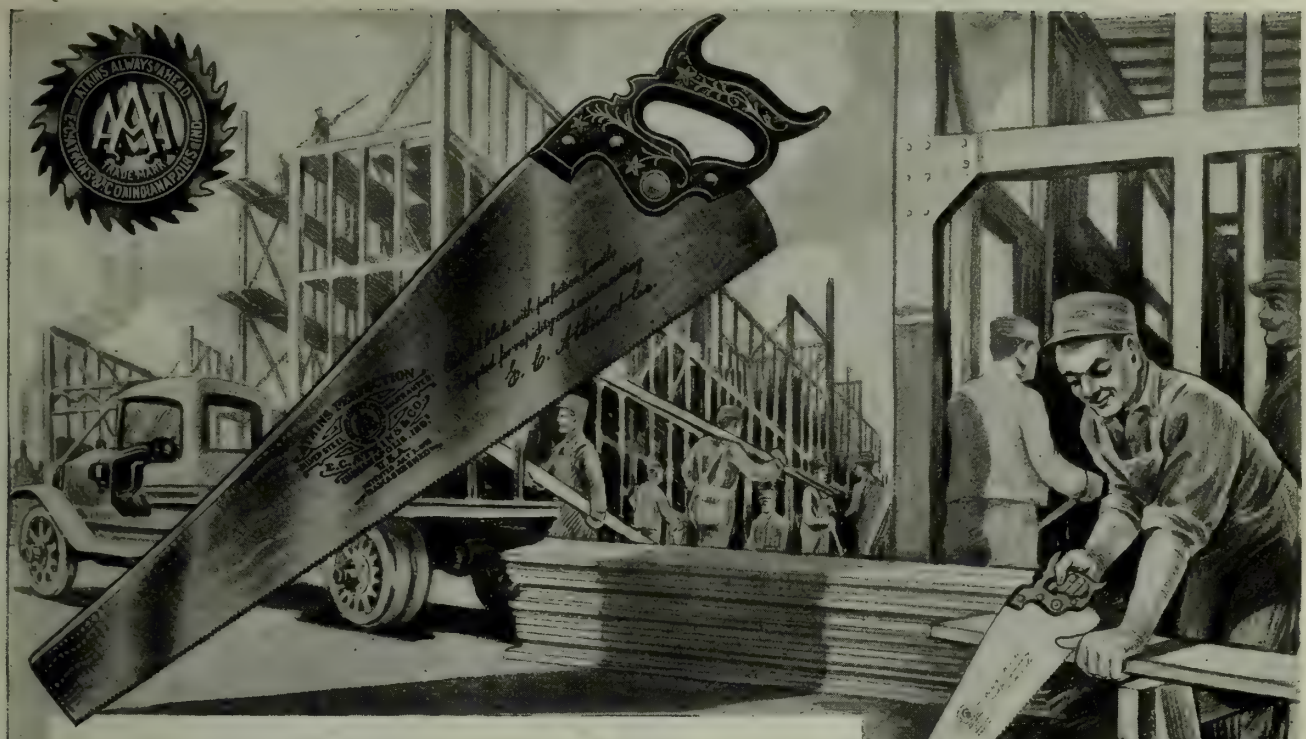
In ordering wire, therefore, be sure and ask for the best by specifying Laidlaw.

The Laidlaw Bale-Tie Company, Limited
HAMILTON, CANADA

A. T. Diggins, Stair Building, TORONTO, Ontario; Harry F. Moulden, WINNIPEG, Manitoba; H. E. O. Bull, MONTREAL, Quebec.

LONDON, ENGLAND: M. BRYAN, 24 ALDGATE

If any advertisement interests you, tear it out now and place with letters to be answered.



RECONSTRUCTION

Plans for new buildings, factories, mills and stores which have been dormant for years will be brought forth this spring. Meet the demand by stocking up at once with

ATKINS STERLING QUALITY SAWS

These famous saws performed yeoman service "Over There" and we are ready for you with

"A Perfect Saw for Every Purpose"



E. C. ATKINS & CO.

Established 1857

Factory: Hamilton, Ont.

Branch House: Vancouver, B.C.

If any advertisement interests you, tear it out now and place with letters to be answered.

MADE-IN-HAMILTON HARDWARE

"Bull Dog" and "Fox" Shovels
"Moose" and "Black Cat" Shovels and Scoops

Stocked by all Jobbers and Dealers



SQUARE POINT SCOOP



ROUND POINT SCOOP



COAL SHOVEL

Made in "Moose" and "Black Cat" Brands

Any of these four brands on the label is a guarantee of quality.

Specify these and obtain the best.

The Canadian Shovel & Tool Co., Limited

HAMILTON, CANADA

MADE-IN-HAMILTON HARDWARE

A NEW, ATTRACTIVE AND PRACTICAL SET FOR GARAGE DOORS HUNG WITH HINGES



Showing Hardware Applied to Doors.

THE UNIVERSAL GARAGE DOOR SET

meets every requirement for GARAGE DOORS that swing on HINGES. Has neat appearance, operates easily, and makes a close-fitting, weather-proof job. This set is in demand, sells readily at a moderate price, and shows substantial profits.

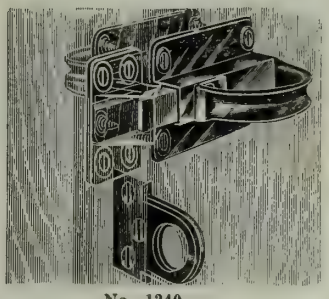
Each set contains the following:
3 pair 8-inch EXTRA HEAVY TEE HINGES.

1—No. 1055x6-inch WROUGHT STEEL CHAIN BOLT.

1—No. 1056x6-inch WROUGHT STEEL FOOT BOLT.

1—No. 1240 WROUGHT STEEL DOOR LATCH.

Finished in Black Enamel.



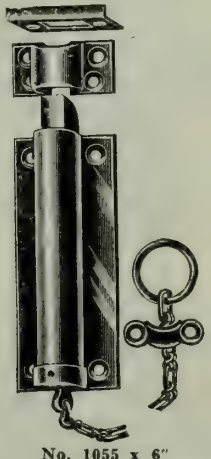
No. 1240

This all-steel, serviceable Latch is fitted with a Sherardized Piano Wire Spring that cannot rust or break.

Adjustable to any thickness of door; has large strike to insure positive latching, and padlock eyes for lock.

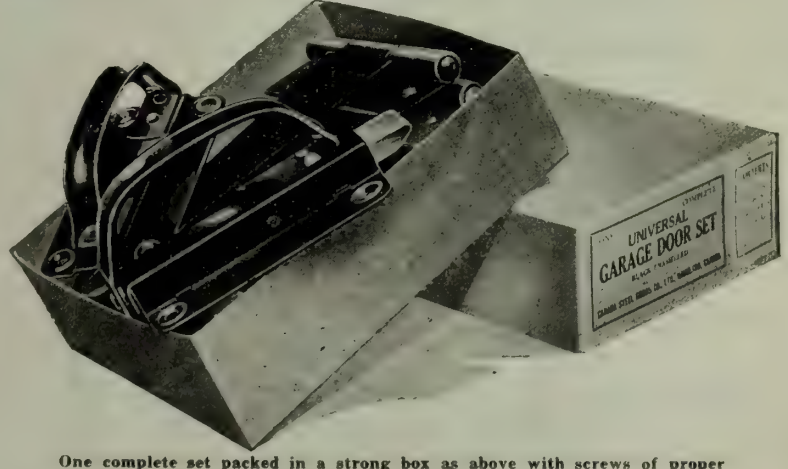


No. 1056 x 6"



No. 1055 x 6"

The Wrought Steel Chain and Foot Bolts are neat in appearance, particularly strong, and easily operated. The springs are sherardized to prevent rusting.



One complete set packed in a strong box as above with screws of proper size included

Manufactured by

Canada Steel Goods Company, Limited, Hamilton, Canada

MEAKINS BRUSHES

The elements which go to make up a good brush are service and durability. The efficiency of

Meakins' Brushes

is evident in their long period of usefulness to the user. The High Quality materials of which they are made is a further guarantee of customers' satisfaction.



The bristles of Meakins' Painters' Brushes are securely fastened by our Rubber Set process. A convincing argument that makes sales for the dealer. Our varied line will enable you to best serve your customers. Write us for catalogue. Order through your jobber.

Meakins & Sons, Limited

HAMILTON, ONTARIO

Warehouses: WINNIPEG TORONTO LONDON MONTREAL

MEAKINS BRUSHES



Brooms
Wrapping Paper
Twines

WALTER WOODS & CO.
HAMILTON AND WINNIPEG

Dixon Safetee Lamp



No Alcohol Torch Needed

Lights with Ordinary Matches

—the Lamp for Rural Canada

The Dixon Safetee Lamp is a guaranteed self-operating gasoline lamp. Absolutely safe under all conditions. Lights with ordinary matches. No alcohol torch needed.

The Dixon Safetee Lamp has a great rural sale, as it makes a good substitute for gas or electric light.

There is good profit for the country hardwareman in handling this lamp.

Write for particulars.

The Hamilton Gas Mantle has proven to be the most satisfactory gas mantle on the market—has a big sale. This is a money-maker and should interest you.

Write to our nearest distributor.

The following wholesalers sell Hamilton Gas Mantles:

HAMILTON GAS MANTLES

Walter Woods & Co., Hamilton, Ont.
Alexander & James, Hamilton, Ont.
E. H. Gilliard Co., Hamilton, Ont.
Lumsden Bros., Hamilton, Ont.
Macpherson, Glassco Co., Hamilton, Ont.
Geo. E. Bristol Co., Hamilton, Ont.
H. S. Howland & Sons, Toronto, Ont.
James Wilkins Co., Toronto, Ont.
Thomas Wilkins Co., Toronto, Ont.
G. Norman Clark Co., Montreal, Que.
Brace, McKay & Co., Summerside, P.E.I.
Steadman Bros., Brantford, Ont.
Hobbs Hardware Co., London, Ont.
Walter Woods & Co., Winnipeg, Man.
Miller-Morse Hardware Co., Winnipeg, Man.
Wood, Vallance, Ltd., Winnipeg, Man.
Merrick Anderson Co., Ltd., Winnipeg, Man.
Marshall Wells Hdwe. Co., Ltd., Winnipeg, Man.
Wood, Vallance & Adams, Ltd., Calgary, Alta.
J. H. Ashdown Hdwe. Co., Ltd., Calgary, Alta.
Revillon Wholesale, Ltd., Edmonton, Alta.
Canadian Lighting Co., Edmonton, Alta.
Marshall Wells Hdwe. Co., Ltd., Edmonton, Alta.
J. H. Ashdown Hdwe. Co., Ltd., Saskatoon, Sask.
Western Lighting Agencies, Ltd., Saskatoon, Sask.
Morrison, Blackwood & Co., Moose Jaw, Sask.
The Albert Lea Gas Light Co., Moose Jaw, Sask.

The HAMILTON GAS MANTLE COMPANY, Limited

Toronto Hamilton, Canada Montreal

MADE-IN-HAMILTON HARDWARE

WINTER *Feb. 22nd* SPRING *March 21st*

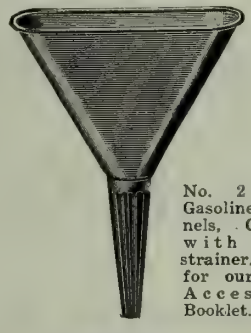
Less than three weeks off! And an early Spring predicted! Have you thought about it?

Buyers should anticipate their Spring requirements *immediately,* and order *at once,* to get prompt delivery.

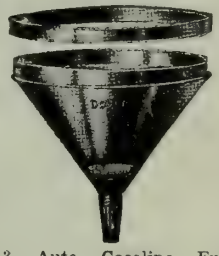
Here are a few suggestions. We can give you more on request.



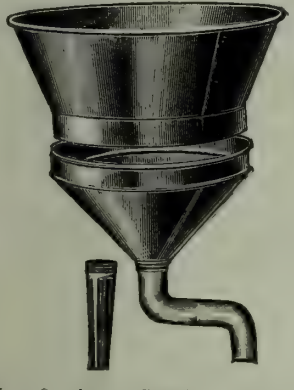
"CANUCK" Bread Mixer. Every home should have one of these labor-saving and thrifty home bread makers.



No. 2 Auto Gasoline Funnels, Oval, with brass strainer. Write for our Auto Accessories Booklet.



No. 3 Auto Gasoline Funnels. Round, with hoop for chamois strainer. We make all the tinware measures, funnels, etc., required by the autoist.

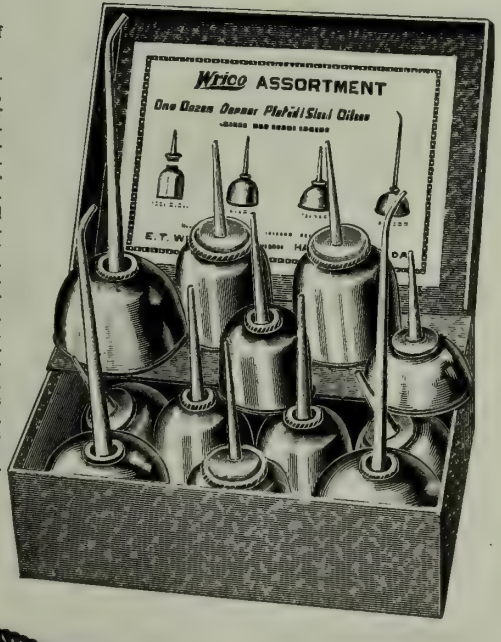


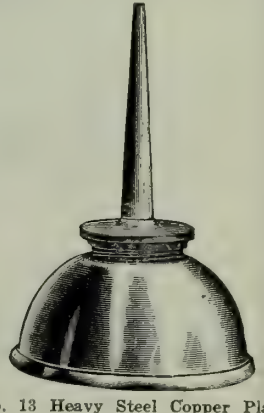
No. 3 Auto Gasoline Funnels. Round, with bent or straight outlet, and chamois strainer. Ask us about our other auto lines not shown here.

"WRICO"

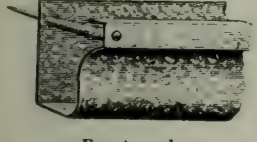
Assortment of Oilers

One dozen assorted oilers, suitable for farmers, autoists, machinists, householders, or factory purposes. Packed in an attractive display box for inspection on dealer's counter or show case. The oilers can be seen, instead of being hidden on shelves. Sells more oilers, and saves clerks' time, also customers' time.



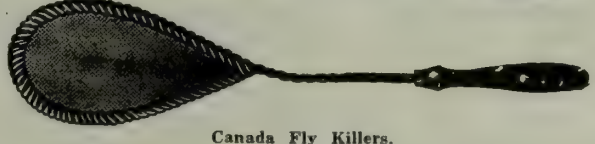


No. 13 Heavy Steel Copper Plated Oilers. One of our many fine oilers. With our increased variety we can meet all requirements in oilers. Ask for cuts and prices.



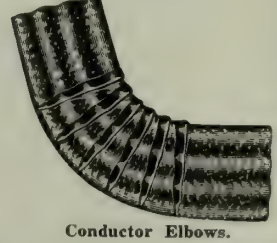
Eavetrough.

There will be no setback to spring eavetroughing and roofing this year. Get your supplies in now, as they are wanted now.



Canada Fly Killers.

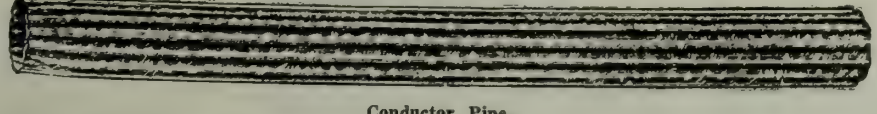
Mr. Fly will take advantage of the early spring and be on the job early. Be ready for him with a "Canada" or an "Ontario."



Conductor Elbows.

Work of this kind will proceed without a halt. Look over your stock now and keep it up to the mark.

A post card will bring you information and prices of any of our goods. Write one to us if you are interested.

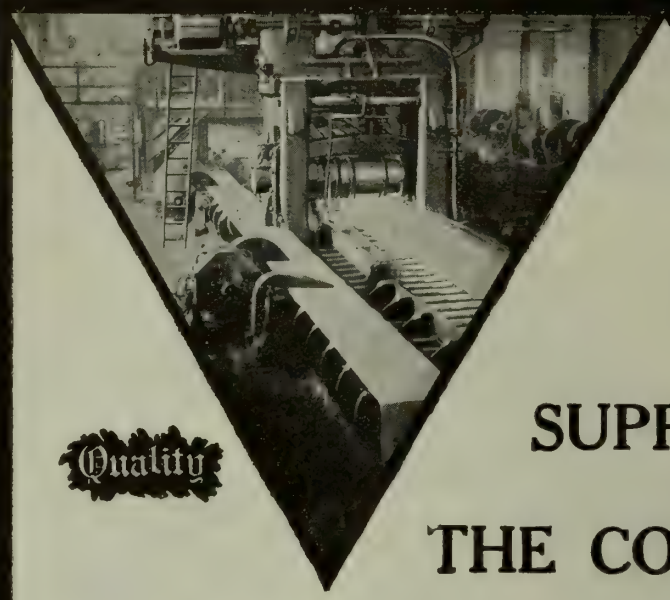


Conductor Pipe.

Made in 10-ft. lengths. Plain or corrugated. For fine architectural designs we can supply the square pattern pipe, and elbows to match.

We solicit enquiries from any dealer interested in our line of manufactures.

E. T. WRIGHT COMPANY LIMITED, HAMILTON, CAN.



Quality

SUPPORT

THE COUNTRY



Service

THAT SUPPORTS YOU

If you consider your personal interests—the interests of your family and the community in which you live, you will

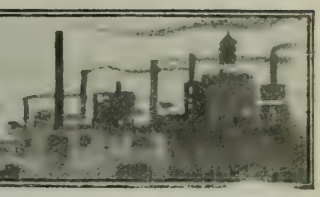
PURCHASE THE PRODUCTS OF CANADIAN MILLS

A Canadian Dollar is Worth One Hundred Cents in Canada

THE STEEL COMPANY OF CANADA LIMITED

HAMILTON - - MONTREAL

MADE-IN-HAMILTON HARDWARE



Frost Quality Is What Farmers Want

IN spite of a shortage of farm labor last year, there was a large increase in the demand for FROST Fence, proving that FROST Quality is what the farmers want.

This year, with the soldiers returning to the farms and plenty of labor available for erecting fence, the sale of FROST Fence should be greater than ever.

The biggest and strongest Advertising Campaign we have ever put on is now running in the Farm Press.

Live, optimistic dealers will be rewarded with a good year of FROST Fence sales.

The above advertisement is one of many carried in the leading farm journals. Frost Fence will bring many excellent customers to your store.

Complete lines of Woven Fences, Gates, Iron Fence, Coiled and Barbed Wire, Staples, Oiled and Annealed Wire, Bright and Galvanized Wire for all purposes.

Get the agency.

Frost Steel & Wire Co., Limited

HAMILTON, CANADA

Frost Fence First

FIRST IN QUALITY—FIRST IN SALES

MADE-IN-HAMILTON HARDWARE

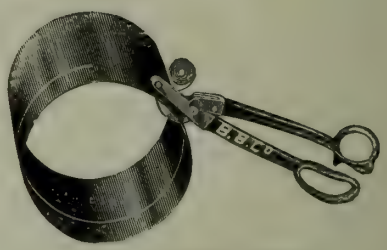
B B Co LTD.



Solid Punches and Chisels



Hand Groover



Double Cutting Shears



Rivetting Hammer

SELLING B.B. TOOLS



Style B Setting Hammer



Rivet Set

Are you one of the many Hardware men who are pleasing their customers by selling them B.B. guaranteed tools?



Hollow Punch



Circular Snips

Our new Catalog is in the printers' hands. Get your name on our mailing list for a copy.



Straight Snips



Bench Shears

THE BROWN BOGGS CO., LIMITED

HAMILTON, CANADA

B B Co LTD.

Manufacturers of Presses, Shears, Bending Rolls, etc., for Sheet Metal Working, also a full line of Tinsmith's Tools and Machines.

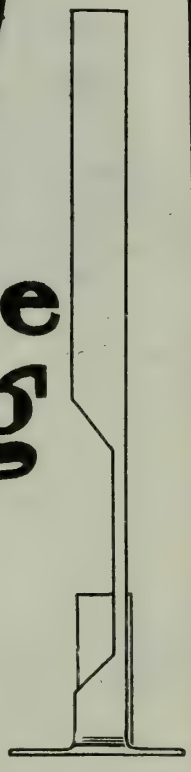
B B Co LTD.

J C Refillable Fuse Plugs

Can be Changed From 6 to 30 Amperes According To Your Requirements

Refillable Fuse Plug

Edison Base



J C Refillable Fuse Plugs are used mainly in Industrial Plants, Office Buildings, Hotels, Railways, and other large users. Electric Light Companies are particularly interested in them, as it enables them to reduce their Capital tied up in carrying a large varied stock of Fuses.

Refills cost only one cent each and as **J C Fuse Plugs** can be refilled 20 to 30 times the cost of your Fuse Plugs is reduced to 1¼c. each.

Ask your Jobber for them.

Approved by the Hydro-Electric Power Commission.

Clemens Electrical Corporation, Limited

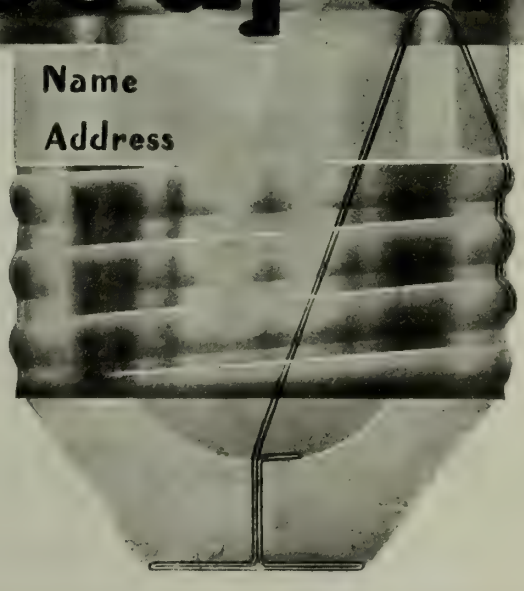
HAMILTON, ONT.

This Coupon For Trial Plug

Coupon

Name

Address



MADE-IN-HAMILTON HARDWARE



VICTORY
LAMP BURNERS
SELL ON SIGHT

Everything the name implies. A real triumph over all others, and sure to win the approval of those who try it. You can't make a mistake, Mr. Dealer, in ordering VICTORY BURNERS. We guarantee every last one of them to give satisfaction, and desire every dealer and jobber to do likewise.

VICTORY BURNERS are substantially made of brass, in two sizes, A and B, with a detachable cone, also flame spreader which slips on and off the wick tube. Simple enough for a child to adjust, and yet so effective in performance as to produce an ordinary D. size flame with a B-Victory burner or an ordinary B-size flame with an A-Victory burner.

If your jobber can't supply you, send us his name and we'll see you are taken care of.

Manufactured by

Ontario Lantern & Lamp Co., Limited

Hamilton, Canada

Branches: Winnipeg Toronto Montreal

GLASS

Your requirements in glass of any kind can be supplied right from Hamilton Stock.

Motor Truck Delivery to your district on Plate Glass or urgent orders.

We carry every kind of glass in any quantity.

FACTORY GLASS
WINDOW GLASS
PLATE GLASS
LEADED GLASS
MEMORIAL WINDOWS
MIRRORS

LEEKS & POTTS, LIMITED

112 King St. West - Hamilton, Ont.

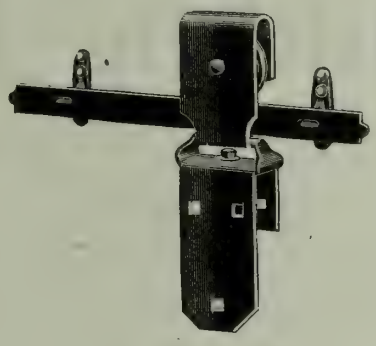
MADE-IN-HAMILTON HARDWARE

"ALLITH" DOOR HANGERS

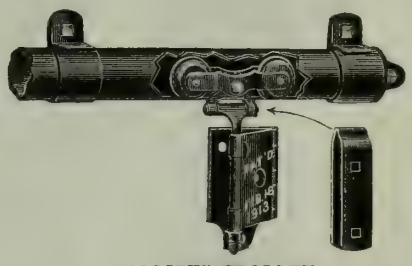
—made to suit every Canadian requirement



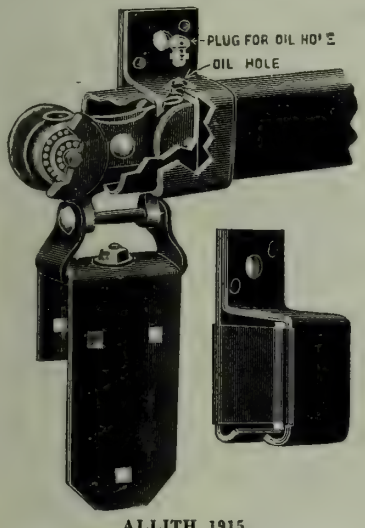
THE "RELIABLE"
Especially adapted for factory doors. Made in sizes 1, 2 and 3. It sticks to the track, never binds.



NO. 130 HANGER
Boiler plate steel frame. Hanger pendent is flexible, allowing for adjustments. 3½ inch wheel with roller bearings for 1¼ x 3-16 track.



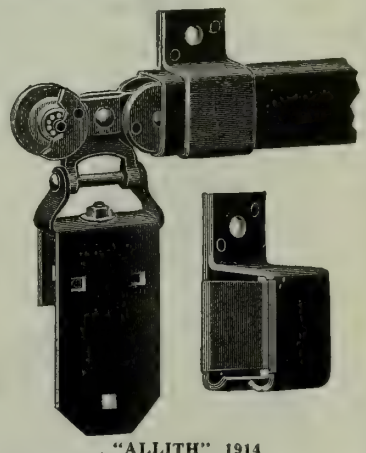
"ALLITH" TROLLEY
wind-proof, storm-proof track. Track is made of 14-gauge high carbon steel. Made with plain hasp or flush hinge.



ALLITH 1915
Wheels have double set of roller bearings which may be easily lubricated. Track is square with round groove which eliminates friction.



NO. 131 HANGER
Frame constructed of boiler plate steel. Steel roller bearings, adjustable hasp (1½ to 2¼), flexible, runs on steel track 1¼ x 3-16.



"ALLITH" 1914
square track hanger with four-wheeled trolley which when operated on round groove eliminates friction and gives perfect balance and ease of operation.



ALLITH NO. 50 LATCH
the latch which is a fitting worthy of the Allith name. Adjustable to any thickness of door. Provision is made for padlock.

Show These Hangers in Action

There's always a corner in any store which may be fitted up with a few of the best selling "Allith" lines to show them in action. Let your customers come in and try them out. They will make sales for you.

Write for full particulars of "Allith" Door Hangers.

ALLITH MANUFACTURING COMPANY, LIMITED

HAMILTON, CANADA

Richard H. Falkener, 34 Victoria St., Toronto, Ont., Representative; H. E. O. Bull, 184 Mance St., Montreal, Representative in Eastern Provinces; Marshall, Wells, Co., Ltd., Western Distributors

MADE-IN-HAMILTON HARDWARE

Tried Products For Building Purposes



The period of reconstruction and restoration is at hand. Necessity will demand that building operations be resumed on an even vaster scale than before. Building materials will be urgently needed and the demand for

NEPONSET ROOFS

and all other Neponset Products will be even greater than in the past.

Neponset Products are manufactured by Bird & Son, Limited, in the largest and most up-to-date roofing plants in Canada.

In the making of all Neponset Products scientific skill and rigid inspection are the keynotes. Neponset Products leave our mills flawless.



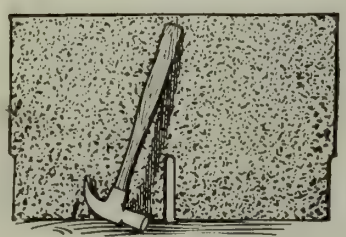
Stock and Recommend

Neponset Paroid Roofing
The ideal roofing for factory buildings, warehouses or barns. A roofing with nineteen years of service to sustain its reputation as the best ready roofing manufactured in Canada.

Neponset Twin Shingles
For roofing all homes. These shingles are made in two colors, red and green, of the same serviceable stock as Paroid. They are not only ideal for roofing your home, but can be used serviceably and with splendid effect on your factory.

Neponset Wall Board
For repairing damaged walls and making partitions. It is the only wall board on the market that requires no further finishing or decorating.

Neponset Products
Asphalt Felt, Black Waterproof Building Paper, Insulating Paper, Elastic Cement, Neponset Paint, Rubber Roofing, Neponset Florian.



WRITE FOR PRICES

Made by

BIRD & SON, LIMITED
Hamilton, Ontario

Mills: Hamilton, Ontario; Pont Rouge, Quebec

The largest manufacturers of Roofing, Wall Board, and Roofing Felts in Canada

MADE-IN-HAMILTON HARDWARE

THE HAMILTON STOVE & HEATER CO. LIMITED

SUCCESSORS TO

GURNEY, TILDEN & COMPANY, LIMITED

MANUFACTURERS OF

STOVES, RANGES, BOILERS, RADIATORS, FURNACES, REGISTERS, LOCKS AND HARDWARE

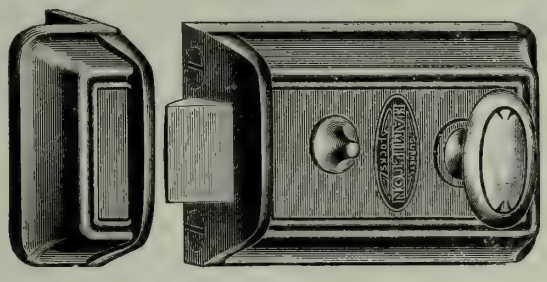
Head Office and Works
HAMILTON, ONTARIO

Established 1843

Warehouses and Offices:
Winnipeg,
134½ Higgins Ave.
Montreal, 167 McGill St.

Agencies and Showrooms: Charles Rankow, Durban, South Africa. Webb Bros., Georgetown, Demerara, British Guiana. Burns Export Corporation, 56 Pine St., New York, N.Y.





Cable Address
"HASTCO"

Western Union Telegraph Code and A.B.C., Code, Fifth Edition.

Number 1980

New Cylinder Night Latch, Antique Copper Finish. For sale by Jobbers everywhere. Price, $30.32 per doz. net.

SOUVENIR
- Ranges
- Cooking Stoves
- Warming Closets
- Heaters
- Caboose or Van Stoves
- Base Burners
- Box Stoves
- Laundry Stoves
- Cottage Furnaces
- Gas Ranges
- Gas Hot Plates
- Gas Garage Heaters
- Gas Garbage Incinerators
- Jacket Water Heaters
- Radiators
- Lang Hotel Ranges

NEW IDEA
- Warm Air Furnaces
- Hot Water & Steam Boilers, Round & Sectional Square

IDEAL
- Smokeless Boilers

GURNEY HAMILTON
- Locks and Keys
- Panic Exit Locks
- Simplex Transom Lifters
- Sash Lifts and Fasts
- Escutcheons
- Push Plates
- Letter Box Plates
- Bell Sets
- Knobs
- Store Door Sets
- Front Door Sets
- Inside Door Sets
- Sliding Door Sets
- Foot and Chain Bolts
- Extension Flush Bolts
- Cupboard Catches
- Transom Catches
- Drawer Pulls
- Hat and Coat Hooks
- Shelf Brackets
- Casement Holders
- Transom Chains
- Sash Pulleys
- Hinges and Butts
- Kick Plates
- All Standard Finishes or to Sample.

British Crown Steel Plate Range



One of our best selling ranges.

Well made and highly finished.

Guaranteed baker cast iron fire box.

May be quickly changed from coal to wood.

Oven—17½ x 21 x 11¾.
4—9″ Covers, 2—5½″ Covers.
Coal Fire Box 18 x 7 x 7½.
Wood Fire Box 21 x 7 x 7½.

Square, with high closet and white enamel splashers.

As shown, 285 lbs. - - $46.35 net
With Reservoir, 310 lbs. - 51.95 net

Special Discounts for Quantity Orders.



Westminster Design, as supplied the New Parliament Buildings at Toronto.

Write for catalog and prices on any line you are interested in.

MADE-IN-HAMILTON HARDWARE

CLOTHES WRINGERS AND WASHING MACHINES

FROM HAMILTON

have stood the test for more than 30 years, and our long experience in manufacturing home laundry equipment enables us to offer products of proved value and dependability.

Our assortment embraces washing machines and wringers, constructed of honest materials by capable workmen, for long and efficient service.



ARROW BRAND WRINGERS

Our modern plant, covering over 3½ acres of floor space, affords facilities for turning out machines which are mechanically correct, durably and attractively finished.

Dealers will find it profitable to handle lines of known reputation — made in Canada by Canadian workmen, and thoroughly appreciated in Canadian homes.

For sale by leading jobbers, or prompt shipments can be made from our Hamilton or Montreal warehouses.

Dowswell, Lees & Co., Ltd.

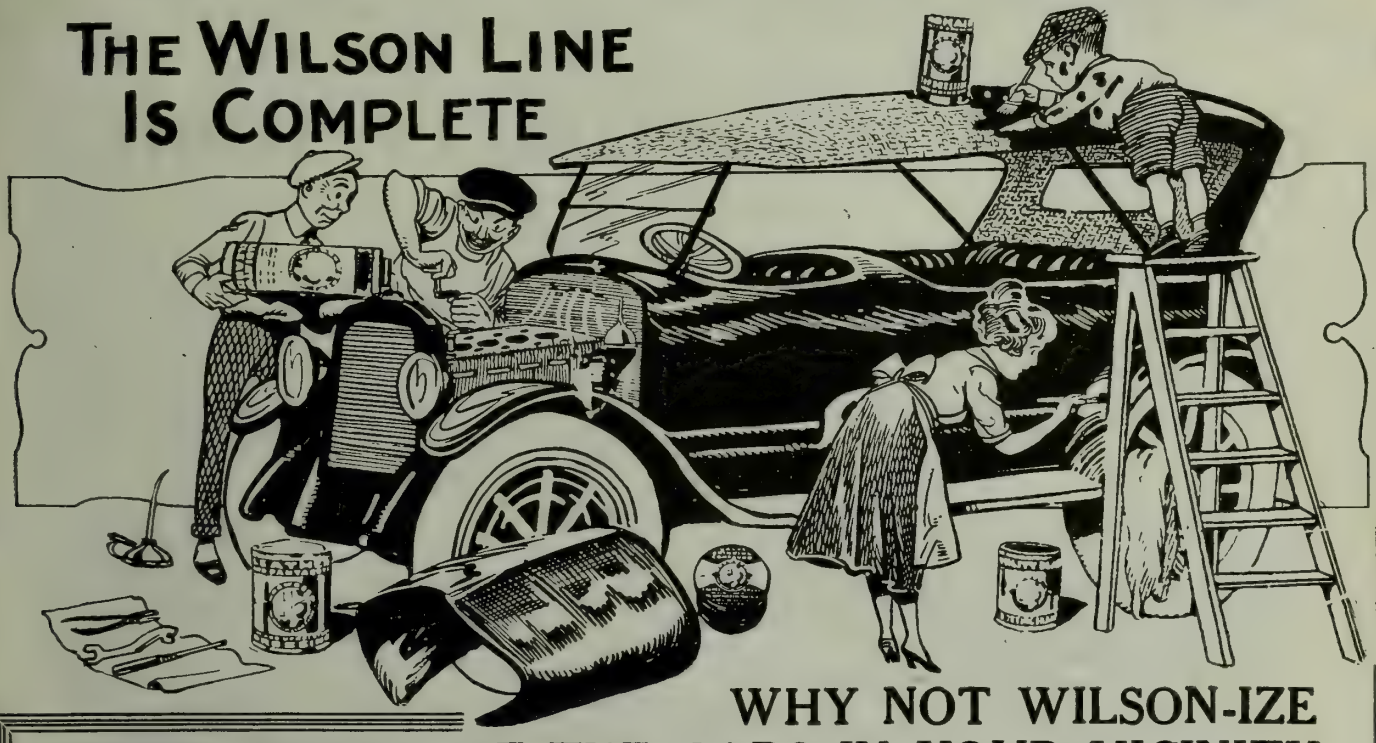
HAMILTON - CANADA

Eastern Representative
JOHN R. ANDERSON, MONTREAL

Western Representative:
HARRY F. MOULDEN & SON, WINNIPEG

MADE-IN-HAMILTON HARDWARE

THE WILSON LINE IS COMPLETE



WHY NOT WILSON-IZE YOUR SHARE OF THE CARS IN YOUR VICINITY

MR. HARDWAREMAN

OUR 1919 BULLETIN NOW READY

The Wilson Line is always in demand. No matter what the season—the car owner is always wanting automotive supplies and accessories of some kind.

The Wilson Line of auto specialties will prove a sales-getter and profit-maker.

The Wilson Line includes hundreds of the standard and most satisfactory automotive specialties.

The Wilson Line is backed up by the Wilson six-hour service. Located in an ideal shipping centre, we can guarantee prompt deliveries.

The Wilson Line is fully described and illustrated in our new 1919 Advance Bulletin. Write for your copy.

WRITE FOR YOUR COPY TO-DAY

WILSON AUTO SPECIALTIES COMPANY

HAMILTON, CANADA

MADE-IN-HAMILTON HARDWARE

The

HAMILTON COTTON COMPANY, LIMITED

HAMILTON, ONT.



BRAIDED SASH CORDS
AWNING CORDS
CLOTHES LINES
COTTON ROPE
TWINES

Also

ELASTIC AND NON-ELASTIC WEBBINGS

Selling Agents:

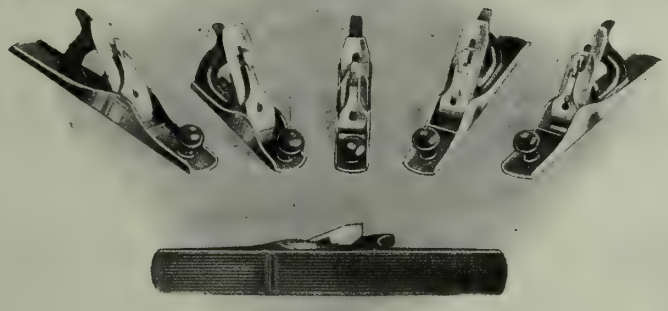
William B. Stewart & Sons

64 Wellington Street W., TORONTO

MADE-IN-HAMILTON HARDWARE

Adjustable Iron Planes

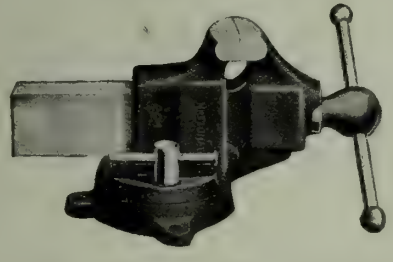
Made in eight sizes—extra heavy, strong, well machined and finished frames.



Blades of best steel, finely tempered, ground and honed to perfect cutting edge.

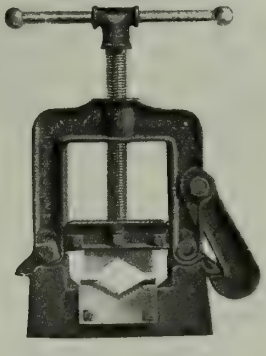
Every Plane Guaranteed

Machinist Vise



A general purpose vise, with carefully milled jaws of cast steel. Made in eight sizes with stationary and swivel base.

Self-Locking Pipe Vise



Made of Malleable Iron with jaws milled from solid steel bar, and each one tested.

Adjustable Hacksaw Frame



Extra heavy stock, neatly finished and nickel-plated. A strong, serviceable frame, adjustable 8" to 12".

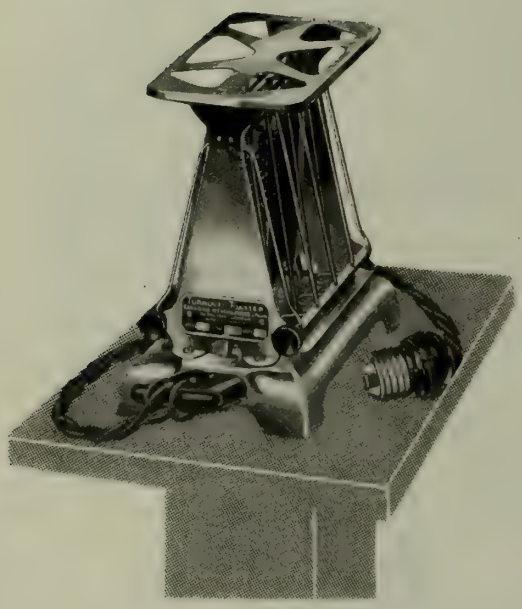
NATIONAL

National Machinery & Supply Co., Limited

HAMILTON, ONTARIO

MADE-IN-HAMILTON HARDWARE

Westinghouse
Electric Toaster



The Toaster That Turns The Toast

It turns the toast by simply operating an insulated knob. No danger of burning the fingers. Unnecessary to touch the bread from time it is placed on rack until it is taken off---toasted. Of pressed steel----highly nickeled. Send for literature.

Made by

Canadian Westinghouse Co., Limited

Hamilton, Canada

MADE-IN-HAMILTON HARDWARE

Westinghouse

Electric Iron

The
Last
Word
In
Iron
Efficiency



Our Engineers have scored a distinct triumph with this Iron. It is equipped with the Westinghouse Monoplane Element, which reduces burn-outs to fewer than one in one thousand. We will furnish you with literature fully describing its many advantageous features. Send for it.

Made by

Canadian Westinghouse Co., Limited

Hamilton, Canada

MADE-IN-HAMILTON HARDWARE

YOU
Make Money Out Of It

THE prices and discounts to the Hardware man on Kleanall Auto Body Polish make it well worth while stocking.

The satisfaction and saving Kleanall gives to motor car owners makes it doubly worth while handling.

Order your stock of

KLEANALL

now and cash in on the profitable spring business that Kleanall brings to your store.

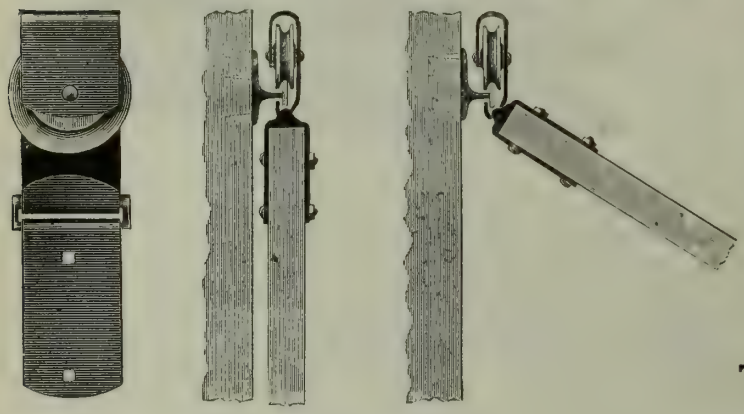
SEND DIRECT FOR PRICES AND DISCOUNTS TO-DAY

Domestic Specialty Company, Limited
HAMILTON CANADA

Manufacturers of

Kleanall Auto Body Polish, ReNuAll Auto Top Dressing, Auto Wax, Satin Gloss Harness Dressing, Ideal Leather Dressing, Klondike Metal Polish, Ideal Silver Cream Staon Stove Paste, Staon Liquid Stove Polish

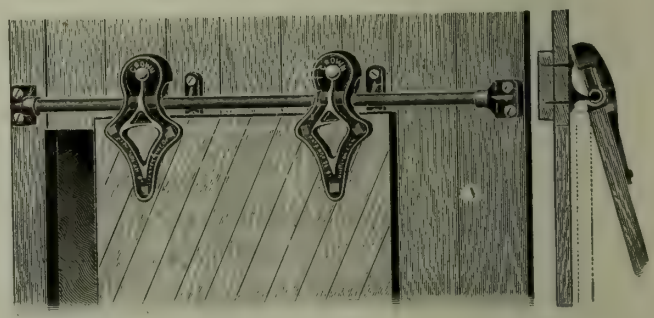
A PAIR OF LEADERS



The "Storm King"

is without doubt the best and most flexible door hanger made at the price. The frame is constructed of Boiler Plate Steel. It has Steel Roller Bearings. Cannot be forced off the track. Put up one pair in a strong box with bolts, and twelve pair in a case.

The Storm King Track has **malleable brackets** with countersunk holes, sixteen inches apart—the best made track on the market.



The "Crown" Round Track Hanger

—is made of one piece malleable iron, cannot be forced off the track, fitted with round grooved wheel and roller bearings, packed one pair in box with bolts, 12 pair in a case.

The round track offers a perfect bearing for hangers; cannot sag or bend, and is furnished with sufficient adjustable malleable supports.

Sold by Leading Jobbers

SAFETY DOOR HANGER CO., LIMITED
HAMILTON, CANADA

MADE-IN-HAMILTON HARDWARE

CANS

Made of—

TINPLATE
BLACKPLATE
FIBRE
FIBRE BODIES
With Metal Ends

CANS

All kinds of containers for
all sorts of products

AMERICAN CAN COMPANY

Montreal, P.Q.
Winnipeg, Man.

Hamilton, Ont.

Toronto, Ont.
Niagara Falls, Ont.

METAL STAMPINGS

OF ALL KINDS

House Numbers
Brass Labels
Masonic Pennies
Steel Stamps

Brass Checks
Name Plates
License Plates
Stencils

The Hamilton Stamp & Stencil Works, Limited

Hamilton and Toronto

MADE-IN-HAMILTON HARDWARE

Dominion Belting Co., Limited
Hamilton, Canada



SOLE MANUFACTURERS OF THE CELEBRATED

"MAPLE LEAF"
Brand

STITCHED COTTON DUCK BELTING—

STRONG DURABLE ECONOMICAL
TRUE RUNNING

Being thoroughly waterproof it is equally good for running in wet or dry places. As a main drive belt, "MAPLE LEAF" cannot be excelled and for conveyors it is in great demand.

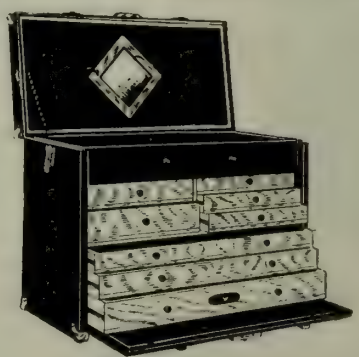
"MAPLE LEAF" BELT DRESSING
The Best for all kinds of Belts

Quebec Branch: 51 Duluth Building, Montreal

MADE IN CANADA

EAGLE PORTABLE TOOL CABINET
For Machinists and Toolmakers

SPECIAL CABINETS
Made-to-Order
Prices on
Request



ALL STYLES IN
Qtd. Cut Oak
and
Leatherette Covered

"Built For Service"

The EAGLE LINE will find a ready sale in Canadian hardware stores. We guarantee our cabinets to give more value for the money than any other case on the market, and further, to give satisfaction or money refunded.

Write for prices and folder.

EAGLE MFG. CO., Hamilton, Ontario

The Financial Post THIS WEEK ON STEEL MARKET CONDITIONS

SOME of those who are very close to the market claim that the present situation at the peace conference is a factor that keeps buyers from coming into the market. It does not require a very great amount of reasoning to see that there is a lot of steel needed in every country that has been at war. The disturbing reports that are coming out regarding the feeling in Germany, the planning of a new conscript army there, the attitude of some of the Allies, and the new armistice arrangements all tend to keep an element of uncertainty and doubt in the mind of the people that hinders planning and buying for anything except immediate wants.

LABOR

The suggestion is being made more in the open now than ever before that wages on their present level are doing much to keep business from moving. As has been stated before, the Steel Corporation, when they made their reduction which averaged $4 per ton, stated that it was their concession, regardless of labor costs. Now the claim is that any other reduction will come only when labor costs are cut. Naturally those who hold these views, and they are many, speak rather gingerly on the subject, fearing that anything they may say will cause unrest or open trouble in the dealings between the mills and the men.

Besides the important article from which the above quotations are made, THE POST this week deals with the following amongst

OTHER SUBJECTS OF INTEREST

Expenses Cut Into Profit of London Rails.
Asbestos Corporation at $1,253,813 Gains 123 Per Cent.
Hollinger Mines Have Built Up Strong Reserve.
United Company Plans to Purchase Railway Hotels.
Taking Steps to Provide Against Smooth Crooks.
England Looks to Canada For Ore.
British Banks Are Increasing Their Capital.
National Trust Company Shows New High Record.
The Tariff—R. MacKenzie Replies for Farmers to Manufacturers.
Business in Bond Market is Favorable.
Northern Life Passes Through a Trying Year.
New Municipal Act Before B. C. Legislature.
Saskatoon Has Raised Its Rate on Improvements.
Building During January Proved Disappointing.
Provincial Paper Mills Profits Less.
Employers Try to Maintain Wage Standards.
London Life Has $60,000,000 on its Books.
Great West Life Wrote Thirty Millions.
Government Paid Damage of Explosion.
Declining Days of Canada's Food Board Regime.

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PEERLESS PERFECTION

The kind that endures—in place to stay and please—because it lasts. It looks well and is always in place—"it stays put." It's the dealer's friend. You can put up the strongest kind of a guarantee—we back you up.

We build this fence of open hearth steel wire with all the impurities burned out and all its strength and lasting qualities retained. Peerless poultry fencing is extra strong, heavily galvanized, can't sag, won't rust, never gets out of shape, keeps in and keeps out—both great and small.

Poultry Will Pay the War Debt

The Peerless Lock holds the intersecting wires in a firm grip that is non-slippable. Compare it with any other poultry fence. The Peerless fence is built to stand any test. It is durable.

Note the extra close spacing at bottom, no base boards required. Turns the small chicks, keeps small animals in or out.

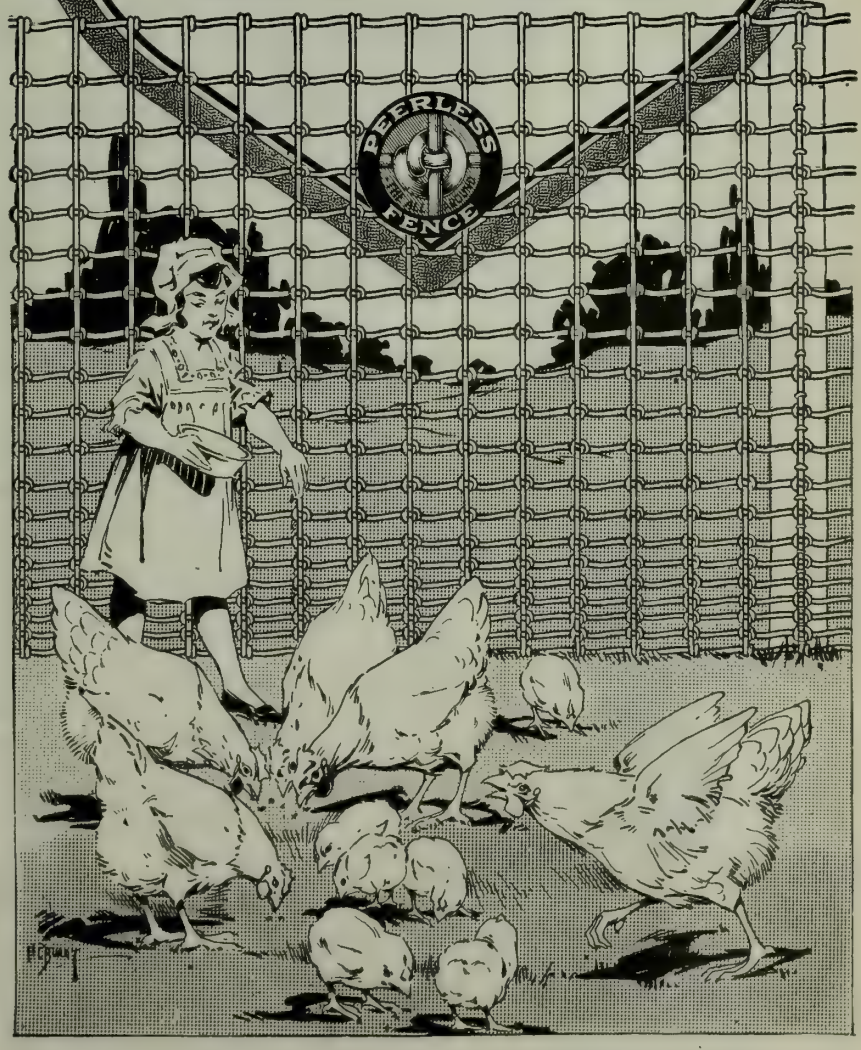
WRITE FOR DEALER'S PROPOSITION

We show you where the big trade is for parks, lawns, cemeteries, fences plain and ornamental for farms, ranches, all purposes.

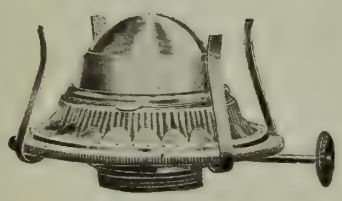
Write for Catalog.

Canada ranks high in the poultry business. A well fenced poultry farm means larger profits when Peerless fencing is used.

THE BANWELL-HOXIE WIRE FENCE CO., LTD.
Winnipeg, Man. Hamilton, Ont.



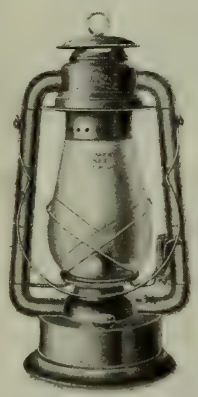
MADE-IN-HAMILTON HARDWARE



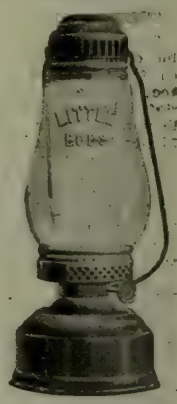
If you want to play safe on quality and desire to guarantee satisfaction to your customers with the backing of the manufacturer, then tie up with your jobber on —



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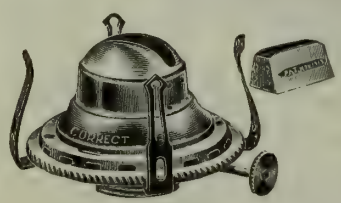


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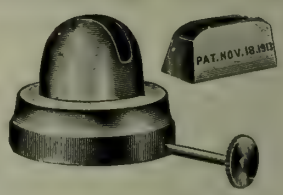
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No. 2 Cold Blast
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"CORRECT" Lamp and Lantern Burners. The very finest manufactured. 25% to 50% more light than any other burner manufactured.

Also "QUEEN MARY" and "DOMINION" Burners.

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Send for your samples. It will be a pleasure to mail them.



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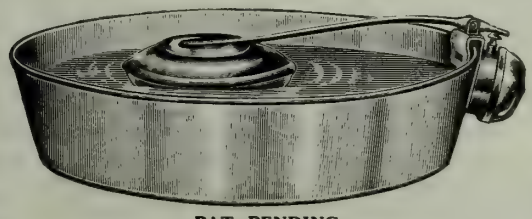


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REFRIGERATOR PAN ALARM

Every dealer should stock the Alarm, as no refrigerator line is complete without it.



PAT. PENDING

It is a sure seller, as it is a safeguard against ruined linoleum, watersoaked, stained floors, to say nothing about the housewife's disposition.

MANUFACTURED BY

HOMER & WILSON STAMPING AND TOOL WORKS - HAMILTON

Best Weather Strip Co., Limited

"Bartonville," Hamilton, Ont.

Solicit your Spring Order for

Linoleum

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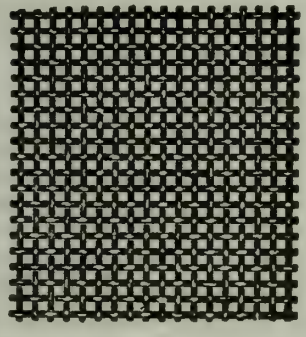
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Brass and Zinc all widths and sizes

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Canada Wire & Iron Goods Co.

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Manufacturers of **Double Crimped Wire Cloth and Wire Screening** for all purposes of Iron, Brass, Copper, Bronze, Galvanized and Tinned Wire, etc.

There is no kind of Wire Fabric required in the production of any machine or manufactured article that we cannot furnish.

We also manufacture:—

Bank and Office Grilles and Ornamental Iron Work in all finishes.

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Send for Catalogue — Enquiries Solicited

When Writing to Advertisers Kindly Mention this Paper.

Col. Hatch Predicts Trouble For Dealers If Western Free Trade Ideas Are Adopted In Ontario

ON Thursday at noon the delegates were guests at a luncheon and entertainment provided by the Hamilton hardware manufacturers. Col. Arthur Hatch, of the Canada Steel Goods Company, who was toastmaster, in the course of his address commented particularly upon the actions of the farmers in Western Canada in regard to tariff matters. There was no question before the country to-day of more moment, he said.

"The programme which the farmers of the West have under way is simply disgraceful," he declared. I say this because I know all about this question. I have been studying it closely for the last thirty years. I am alarmed over the recent actions and what is developing regarding free trade. We have not realized what this means. Because we hear about free trade in England we do not thing much about it. But free trade in England and free trade in Western Canada are two entirely different propositions. Two of the huge steel corporations of the United States are only waiting for an opportunity to exploit their business in Canada at the expense of every one who works or has any money. The literature of the farmers is sent out from New York, and I tell you there is a pot boiling in the West that means more than most of you perhaps realize.

Says Not Patriotic

I do not want to make any special comparisons, but you might notice that Saskatchewan contributed less than any other province to the loans of Canada and was the only province which refused to contribute to the Navy League collections. These people are the men who go to the Government and say, we have twenty-nine nationalities in Saskatchewan and we want to make an agreement that the Bible will not be permitted in our schools. The Premier, I note by the papers, says they are making all their legislation in the interest of the farmers because the Government thinks the farmers know what they want. I was alarmed at seeing elected in Ontario a member of the Farmers' Institutes. The literature which has been circulated in the West has reached Ontario. They will appeal to you as business men. They will tell you that if you do not support them they will not buy in your stores. I will be surprised if you listen to these arguments. There is in Winnipeg a huge warehouse filled with the goods of these Westerners. Once they get your support it will not be your store they will buy in, but their own. Your trade will dwindle and dwindle if you permit yourselves to be led away by these people and their statements that freed trade is good fo rthe country.

There are seeds of German discontent behind all this. You must realize that in Ontario you are in business to supply the farmers engaged in mixed farming. If you have Free trade thurst upon you you merchants and manufacturers will kill the goose that laid the golden egg. Our sons have been "over there" fighting for this country. The men here who would deny these boys, are miserable skunks. What we have to look to is to keep the heritage our boys have won safe for the coming generations."

President Explains

In the course of his remarks, Col. Hatch said he had noted that the speakers at the hardware convention had made no reference to Canada. President A. J. Wright, who was next called upon, reminded Col. Hatch that he was wrong in what he had said about no mention being made of the Dominion. He pointed out that the Ontario dealers had passed a resolution unanimously declaring themselves in favor of handling "Made-in-Canada" goods as much as possible.

He commented upon the splendid relations which exist between the hardware dealers and the wholesalers and manufacturers, and urged that the same close co-operation be continued.

THE CONVENTION REPORT

In this issue you will find practically a complete report of the Convention proceedings held at Hamilton, Ont., this week, with the exception of the address by Mr. George A. Simpson, which will appear in next issue. Watch next week's issue for "Afterthoughts of the Convention." The publication in this issue, on such short notice, of practically a complete report of the many addresses is no small task, but it is in accordance with HARDWARE AND METAL'S policy to give our readers the best possible service.

PAGE WIRE FENCE CO. TO ERECT FACTORY

The Page Wire Fence Co., Ltd., according to the Montreal manager, W. C. Heron, will, as soon as weather conditions permit, erect a Canadian factory at Three Rivers, Que. It is the intention of the company, Mr. Heron states, to do all manufacturing eventually at this plant. Export as well as domestic trade will be conducted from this point and shipping and trackage facilities will be afforded. It is expected, Mr. Heron pointed out to HARDWARE AND METAL that there will be a large foreign trade with India, South Africa and other foreign countries. Already large orders have been received and other enquiries were coming to hand.

Geo. D. Davis Honored By Hardware Dealers

At the Wednesday evening session of theHamilton Convention, the members of the association presented George D. Davis, manager of HARDWARE AND METAL, with a very handsome seal club bag with toilet set. In making the presentation, Past President James McGregor, of Oakville, Ont., speaking on behalf of the members, referred to the unstinted support Mr. Davis has given the association, not only through HARDWARE AND METAL, but by personal efforts. To Mr. Davis' work, he said, was due much of the splendid success the association has achieved during the past four years.

Mr. Davis stated in reply that the presentation was a complete surprise to him, but it had been a great pleasure to him to help the association in every way he could. Speaking of HARDWARE AND METAL, he said it was the duty of a good trade paper to co-operate in every possible way with the retail trade through their conventions and in other ways. It had always been a great pleasure to meet with the executive officers of the association and assist them in the preparation of their programme and in other work connected with the activities of the association.

Association to Support Made in Canada Goods

The following resolutions were carried by the Ontario Retail Hardware Association Thursday: "That owing to the increased membership and the many additional duties of our earnest and capable secretary, W. F. Macpherson, that the salary be increased to $600 per annum.

"That this association claim recognition on the part of wholesale and manufacturing associations when radical changes in trade policy or practise are considered so that the views of the association through its executive should receive consideration.

"That the executive appoint a subcommittee to revise the by-laws and report at the next convention.

"That this association recommend the retailers to sell as far as practicable, 'Made-in-Canada' products and thereby assist in creating employment for Canadian citizens.

Catalogues and Booklets

A catalogue, which is a summary of the lines made by Beatty Bros., Limited, of Fergus, Ont., has been issued by the firm under the title of "A Souvenir of Lyons Fair." It is most attractively got up and contains many full page illustrations in colors. The firm has also issued a special catalogue listing the lines of electric washers it manufactures. It contains eight pages, and all the illustrations are in colors. Copies of both catalogues may be obtained by readers of HARDWARE AND METAL upon request.

EDITORIAL COMMENT

PROVED ITS VALUE

ONCE again the annual convention of the Ontario Retail Hardware and Stove Dealers' Association has proved its value not only to the trade at large, but to every individual who attended the sessions in Hamilton. Those who attended the various meetings, took part in the discussions, visited the factories, and met the manufacturers and their representatives will return to their business in all parts of the Province with a broader grasp of the general situation in Canada to-day, and a more thorough knowledge of conditions in the hardware trade and what is likely to obtain in the future. This knowledge has a value to them that cannot be reckoned in mere dollars and cents, although what they learned at Hamilton, will certainly have a real financial value also. In the best sense, though, the convention served the purpose for which it was held, to make the hardware dealers of Ontario better merchants. It will help them to solve their various business problems, and give them what is not always easily obtained—a view of the other fellow's difficulties and how he meets them. It will give them also what every merchant needs, an appreciation of the manufacturer's viewpoint. Gatherings such as that which has just closed at Hamilton emphasize, perhaps as nothing else can, the real and far-reaching value to the trade of close co-operation. As hardware merchants help one another and as dealers and manufacturers draw closer together and all gain a mutual understanding of one another's needs, they learn how to best adjust matters so that the very best interests of all will be served. This spirit of co-operation and understanding is one of the corner-stones of successful merchandising. The stronger the association becomes and the closer its members pull together the larger the results obtainable. The fourteenth annual meeting will live in the history of the organization as one of the best and most profitable of the gatherings held by the association.

HARDWARE AND METAL, in accordance with its policy of rendering to the hardware dealers of Canada the best service possible, presents in detail the important happenings at the meeting. The addresses by various hardware dealers and manufacturers carry a wide interest to the trade and are worthy of the very closest perusal by all who were unable to attend the sessions. While the convention was a provincial one, the questions discussed were in many cases of Dominion-wide interest, and the information that was given regarding future conditions may be applied generally by hardware men in Halifax or Vancouver. Information of this kind, coming during a period such as the present when the whole commercial world is face to face with problems it has never before known, is of unquestionable value. A particularly gratifying feature of the outlook for the future is the sound basis upon which the whole hardware trade is now established, and the spirit which merchants are showing. The general opinion seems to be that with the experience they have gained in the past five years they can face anything and see it through.

CUTTING DOWN DISTANCES

WHILE important developments are taking place in Canada in regard to the establishment of an aerial service between different points similar projects are maturing elsewhere. One of the most important is that headed by Reginald Lloyd of London, England. A company already formed by him plans an aerial route for both mail and passenger service between Australia and London. Landing sites are to be 300 miles apart. The route planned is from Sydney or Melbourne to Port Darwin, overseas 300 miles to the Island of Timor, across Java and Sumatra to Singapore and Calcutta, across India to Karachi, thence to Bagdad and Port Said. From here there is the choice of many routes to London and it is likely that several may be settled upon according to the commercial possibilities they present. It is expected that the complete journey from London to Sydney will be made in 150 hours. The importance of this from the standpoint of business men is obvious when a comparison is made between the time it now takes. There are many indications that aerial travel will work the most important revolutions in minimizing distances that have taken place in a long time. Canada, it is expected, will have one of the first services of any size that will be in operation.

EVENTS IN THE TRADE

Business Changes

Rathwell, Manitoba.—W. L. Dawkins has purchased the hardware business of W. A. Caswell.

Fire Losses

Frank H. Plant, manufacturer of wagons, sustained a loss of $5,000 in a fire which destroyed his factory. The loss is partially covered by insurance.

Obituary

The death occurred in Toronto of George E. Sales, of the Geo. E. Sales Company, manufacturers of electric lamps.

Richard H. Hodgins, aged 35, hardware merchant at Lucan, Ont., died following a short illness. He located at Lucan two years ago, and prior to that time was a resident of London, Ont., and for several years a commercial traveller. John Hodgins, traveller for the British American Oil Company, is a brother.

Death came very suddenly to William C. Coulson at his home in Leamington, Ont. While playing his gramophone, he suddenly fell over and died a few minutes later from hemorrhage of the brain. Until his appointment 17 years ago as customs officer and town clerk he was engaged in the hardware business in Leamington. He was prominent in Masonic circles and took an active part in civic affairs, being a member of the council for many years. He was 71 years old.

The death occurred at Whitby, Ont., from pneumonia, following a short illness with influenza of Frank J. Rice, aged 26. After completing his education at the Whitby school and Woodstock College he engaged with his father, George M. Rice, in the hardware business. Deceased was a clever hockey player and a member of the Whitby team. Besides his wife he leaves a four-year-old daughter.

Personals

F. W. Cottrell is in Western Canada representing the White Sewing Machine Co. for Manitoba and Saskatchewan.

Frank Revell, an employee of Ingram & Davey, Limited, hardware, St. Thomas, Ont., is ill at his home from the effects of a paralytic stroke.

P. G. Denison, traffic manager for the J. H. Ashdown Hardware Co., Ltd., Winnipeg, has accepted a position with the Board of Trade, Winnipeg, as traffic officer.

Louis McLain, president of the Louis McLain Co., Winnipeg, left last week for Cleveland, Chicago, New York, and Toledo, and will be away a month.

J. Farral has joined the staff of the Sommerville Hardware Co. at Edmonton, Alta. Mr. Farral was formerly with Ross Bros., heating and plumbing, Edmonton, and recently returned from overseas.

A. Dwight, of the sales staff in the retail department of Rice Lewis & Son, Ltd., Toronto, who went overseas with the Canadian Mounted Rifles in May, 1916, later transferring to the 102nd Battalion, C.E.F., recently received his discharge and has returned to his old position.

To Supervise Sales of Stanley Rule & Level Co.

The Stanley Rule and Level Company, of New Britain, Connecticut, have appointed Archie Macfarlane, of Montreal, to supervise their sales in Canada. Mr. Macfarlane began his career in 1888 with Caverhill, Learmont and Co., with whom he served an apprenticeship of fifteen years, leaving them in 1903 to open his own business. This growth has resulted from the intensified and close effort of Mr. Macfarlane, which secured for him sales representation for such firms as Landers, Frary and Clark, New Britain, Conn.; Canada Steel Goods Co., Ltd., Hamilton; George Wostenholm and Son, Sheffield, Eng.



A. MACFARLANE

Of Montreal, who has been appointed by the Stanley Rule and Level Co., to Supervise their sales in Canada.

With Mr. Macfarlane are associated David Brewer, Charles Adcock, Wm. Hannah, P. D. Martin and George Livingstone.

Trade Notes

A voluntary petition for a winding up order for Fauteux, Limited, Montreal, has been granted.

The Montreal Sales Co., safety razors, etc., has been registered by Milton Hammer.

The Oliver Chilled Plow Works of Canada Ltd., Hamilton, Ont., has changed its name to International Plow Works of Canada Ltd.

At the annual meeting of the Ontario Builders' and Supply Association, held at Chatham, Ont., H. Elgie of Toronto was elected president.

Alex. H. Davidson, and Jacob Bechtel, of Southampton, Ont., plan to take over the factory of the Bell Furniture Company, Ltd., at Southampton and manufacture kitchen cabinets and other wood products under the firm name of the Sellers Kitchen Cabinet Company of Canada, Limited.

Harvey Curry, formerly of the sales staff of the Adamson Hardware Company at Orangeville, Ont., has closed a deal by which he becomes a partner in the hardware business of Fred Faulkner, Orangeville. Mr. Curry gave up his position with the Adamson Company to join the Royal Air Force. The new firm will be known as the Faulkner Hardware Company.

W. L. Dawkins has purchased from W. A. Caswell the Caswell hardware store at Rathwell, Manitoba, and will combine the two hardwares. Mr. Dawkins has been in business in Rathwell for the past three years, dealing in hardware, implements, and automobiles. Mr. Caswell has been in business there for twelve years.

MOVED TO MONTREAL

L. D. Campbell, vice-president of B. & S. H. Thompson and Co., Ltd., wholesale metals, chemicals, etc., and who has been for some years connected with the Toronto office, has gone to Montreal, where he will remain permanently at the head office.

W. Beverley Robinson, president of B. & S. H. Thompson and Co., Ltd., Montreal, and H. Kearns, managing director, left on Saturday last for England, and will probably be gone for a couple of months. It is the intention of Mr. Robinson and Mr. Kearns to visit the principal industrial and manufacturing centres of Great Britain and the Continent, and where they have permanent connections. Being on the ground they expect to be able to size up many matters of interest and to gather at first hand a survey of the trade and industrial conditions that is not possible at a distance.

REGINA NEWS

Mr. Cummings, of Walter Woods Co., Winnipeg, called on the trade this week.

Marshalls Wells Co.'s auto accessory representative, Mr. Rolson, visited the hardware trade in this city recently.

D. A. Ferguson, representing Wood Vallance sporting goods, was in the city recently.

Mr. Henry, of C. S. Thompson, hardware specialty, Vancouver, was in the city this week.

Helliwell and Carter, of Moose Jaw, Sask., have sold their hardware business to A. J. Silcox.

Stanley Anderson, of the Garloch Packing Co., Hamilton, Ont., is calling on the trade in this vicinity.

Mr. H. E. Armstrong, of Armstrong, Smyth & Dowswell, is spending a couple of weeks in Calgary recuperating after an attack of influenza.

Calgary News

Pat Lacy, of the Hall Hardware Company, has returned from an eight weeks' visit to Ottawa and vicinity.

Although close upon sixty, he is a great skater, and with the right kind of hardware on his feet, is hard to beat at figure work. He led the ice carnival here, and surprised the spectators with his evolutions.

Owing to the exceptionally fine weather Calgary has been enjoying, a number of the hardware men made displays of the boys' wagon stocks. They report some rather good sales early though the season is.

G. L. Chesney, of the Crescent Heights Hardware, is making a showing of incubators, and is also finding it a convenient time to mark down his stock of winter gloves and mitts, with good results. A lower price on automobile tires is also a feature with Mr. Chesney for a few days. Hardware men in general report increasing movements in household ware.

HAVE NEW BRANCH HEADQUARTERS

The Canada Cycle and Motor Co., Ltd., Weston, Ont., now have new branch headquarters at 68 McGill St., Montreal. The firm indicate that Quebec and Maritime Province business will be handled from new quarters. The various floors have been arranged, it is stated, to handle stock expeditiously and a complete range of goods is carried.

WELL-KNOWN STEEL MAN DIES IN ENGLAND

George E. Drummond, president of Drummond, McCall and Co., iron and steel importers, Montreal, died suddenly in London on Monday last, February 17. Mr. Drummond had just been in England a very short time, having left Canada a few weeks ago, and the news of his death came as a distinct shock to his personal and business friends. His illness was of very short duration, the immediate cause of death was pneumonia.

A Well-Known Figure

The late Mr. Drummond was one of the best known steel men in Canada, and his connection with various enterprises made him a foremost figure in many activities.

Coming to Canada with his father in 1866 from Ireland, and where he was born of Scotch-Irish ancestry, Mr.



THE LATE GEO. E. DRUMMOND
President, Drummond, McCall & Co., Montreal.

Drummond early entered the business with which he was to be so closely identified for the greater part of his life, entering the employ of a steel concern at an early age, and learning the rudiments of the steel trade. His interest continued, and he became closely associated with the iron, mining, and manufacturing industries of Canada. He was regarded by many as one of the pioneers of iron and steel manufacturing in Canada. In the earlier part of his career, and in association with his brother, the late Thos. J. Drummond, he was a very large importer of iron from abroad, later becoming a manufacturer. So arduously did he work and so closely attached to business was Mr. Drummond that it is generally conceded by his friends that he did much to place the iron industry of Canada on a real strong and important basis.

His Business Career

In 1881 Mr. Drummond formed, with Mr. James T. McCall, the firm of Drummond, McCall and Co., and of which firm he was and continued to be president to the time of his death. They entered into the business in a large way of importing iron and steel from the foreign market, heavy grades of these two lines coming from Great Britain especially.

The business grew apace under Mr. Drummond's direction and that of his associates, Mr. McCall, and another brother, the late Thos. J. Drummond, and new ventures were undertaken.

At the time of the Cobalt mining development, the late Dr. Drummond and Mr. George Drummond, together with a few associates, became deeply interested in one of the rich mines of that district, and "The Drummond Mine" was one of the celebrated mines of this locality, yielding, in its lifetime, good returns, but during the past five or six years Mr. Drummond had entrusted a considerable amount of detail to others. This was necessary from the fact that his many interests had so grown that much of his time had to be given those important companies with which he was closely associated.

Active Public Life

Although his own private business required close application, the late Mr. Drummond gave much attention to public matters and was identified with the Montreal Board of Trade as its president in 1904. In the same year he also was president of the Canadian Manufacturers' Association. While at all times lending his effort in the direction of strengthening the bonds between Canada and the Motherland, he did so especially while occupying the above important offices. He made a close study of questions relating to the tariff.

It was to Mr. Drummond that much of the credit was due for the "Made-in-Canada" movement, by which Canadian-made goods were popularized in foreign countries. He urged the necessity of having Canadian factories turn out increasing supplies of Canadian-made goods, made by Canadian workmen. In extenuation of this matter he also was an ardent advocate of closer and more extended trade relations with the Mother Country, and was possessed of sincere Imperialistic ideals and tendencies.

Held Many Offices

At the time of his death, Mr. Drummond was a director of the Molsons Bank, a director of the Ogilvie Flour Mills Co., Ltd., Canada Cement Co., Sun Life Assurance Co. of Canada, vice-president of the Cockshutt Plow Co. of Brantford. He also was identified in various ways with many other organizations, and was a member of many Montreal and other clubs.

APPOINTED BRANCH MANAGER

R. G. Ames has joined the Black & Decker organization, Baltimore, Md., in the capacity of branch manager, in charge of the Chicago office.

Mr. Ames is, it is said, well known in the automobile accessories trade, having been associated for the past ten years with the Edw. A. Cassidy Company of New York.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

TREAD FILLER

Dutch Brand "2 in 1" tread filler, manufactured by Van Cleef Bros., 7701 Woodlawn avenue, Chicago, is, it is stated, a liquid rubber for filling small cuts, bruises and gashes in casings. When neglected, these become big, allowing the formation of sand and water pockets, which permit fabric rotting, followed by blowouts. "2 in 1" tread filler,

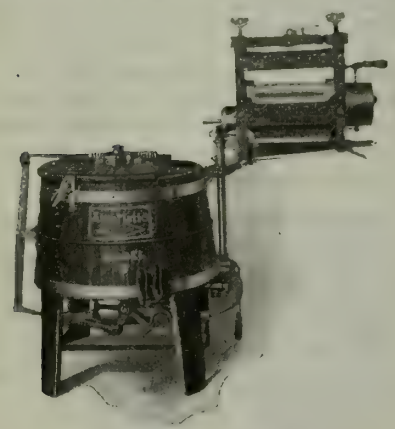


Tread Filler

it is claimed, is easily applied, dries rapidly, and produces a tough resilient plug that becomes an integral part of the casing. With "2 in 1" tread filler, it is stated, no cement is needed, and it is claimed that results are obtained in one operation that ordinarily require the application of two different materials.

AUTOMATIC WASHER

"Model 9" is the latest power machine in the automatic family, manufactured by the Automatic Electric Washer Company, of Newton, Iowa. The makers state that their reason for bringing out this machine was to provide a lower priced machine than the bench models. "Model 9," it is stated, is equipped with a swinging, reversible wringer, and is especially suitable for small families or where there is not sufficient work for a bench machine. The washer, it is claimed, will not take up any more room than an ordinary hand-power machine.



Automatic Washer

EVERLOC TIRE PATCH

The W. C. Wood Co., Minneapolis, are coming into Canada with their Everloc tire patch, which they will sell through the wholesale trade from coast to coast. The big claim made by the manufacturers is that this is a cold patch that will permanently repair any puncture or blow-out, no matter how large or how small. Once applied, they claim that the patch becomes part of the tube itself, and that it cannot be torn off.

The base or fabric part of the patch it is stated is of the best grade of khaki obtainable, and will not stretch or give. On this khaki it is stated is a layer of



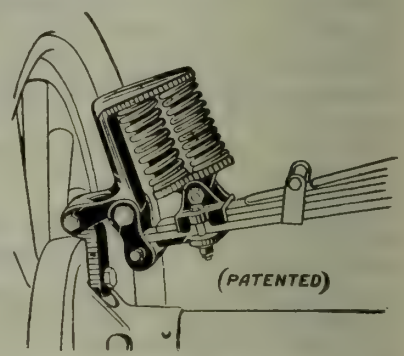
Everloc Tire Patch

the highest grade cured rubber, and over this rubber is a surface of scientifically prepared pure para rubber, the latter being the sticking surface. The manufacturers point out that this para rubber becomes part of the tube itself, and claim it holds so tightly that it cannot be pulled off without tearing the tube.

Wood's Everloc is prepared in four different sized containers, each being complete with its roll of patch, cement, etc., all ready to repair any puncture or cut. The large size it is stated is enough to repair one hundred one-inch cuts or two hundred nail punctures.

SHOCK ABSORBER

"Champion" shock absorbers, built exclusively for Ford cars by the Champion Shock Absorber Sales Co., Inc., 918 North Senate Avenue, Indianapolis, are made it is stated of malleable iron, crucible and cold rolled steel. The illustration



Shock Absorber

shows the rear shock absorber. The device is so arranged it is claimed that centrifugal forces throw all shocks on the absorbing device, and simultaneously accomplish the shock absorbing work by the pivoted bearing allowing free rolling oscillation in control by two coil springs.

Incorporations

International Button Company, Limited, capital $100,000, head office Montreal, plans to manufacture and deal in buttons and novelties.

Joseph Papin, Limited, capital $75,000, head office Contrecoeur, Quebec, plans to manufacture and deal in leather goods, gloves, mitts and footwear.

The Canadian Optical Company, Ltd, head office Toronto, capital $150,000, plans to manufacture and deal in optical goods, thermometers, plated ware and photographic instruments.

Shinn Manufacturing Company of Canada, Limited, head office Guelph, Ont., capital $50,000, plans to manufacture and deal in wire, wire nails, wire cables and lightning rods.

The Fireless Cooker Company of Canada, Limited, head office Hull, Quebec, capital $100,000, plans to take over and carry on the business now carried on by Alexander R. Macdonald.

The Toronto Specialty Manufacturing Company, Limited, capital $40,000, head office Toronto, Ont., plans to carry on the business of brass founders, tool makers and metal workers, and to manufacture implements, hardware, woodenware and novelties.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

A SHARP decline has been recorded this week in the price of wire nails, prices sagging 55c per 100 pounds. It is indicated this is largely on account of competition creeping in, and whether the basis will be maintained is a question just at present. Some sources feel that prices may go still lower and then react, while others seem to think bottom has been reached, and that 25c may be tacked on prices almost immediately.

Lower prices have been named on smooth steel wire as base for kindred lines, the drop amounting to 50c per 100 pounds. Smooth steel wire, hay wire in coils, and oiled and annealed wire are affected. No change has been made in wire bale ties.

Ingot metals show some variation this week in the various markets. Lead has sagged ½c per pound, and tin has come in for revision to lower levels also. Solder is unchanged this week, but lead pipe and lead waste are down 1c per pound in Eastern markets and 3c out West.

The only thing the scrap metal dealers have done this week is to proceed with the assassination of the price list in several of the leading lines. They have succeeded in removing prices a very respectable distance from the points reached during the war period. They have also put up a schedule that will not encourage offerings to come into the market.

Formaldehyde registered a sharp decline this week at Winnipeg, quotations dropping 18c per pound from high levels established two or three weeks ago. The storm of protest which high prices raised has been instrumental in bringing this about.

A new list has been issued on thermos bottles this week, but net change in prices to the trade is not very great. Ice cream freezers register an advance this week, and track hangers are also higher.

Interest centered in convention being held by retail hardware merchants of Ontario this week at Hamilton, and talks by manufacturers, wholesalers and retailers on business conditions were listened to with interest and profit.

MONTREAL MARKETS

MONTREAL, Feb. 20.—Wire nails have declined 50c per keg and are now on a $5 base. Various lines of wire are also down, smooth steel, annealed, baling and hay wire being affected.

Fishing tackle is being revised to higher levels. Tin is lower among the ingots, and spelter dropped slightly. Old rubbers, too, are quoted less, while lead pipe is reduced one cent per pound. Copper rivets and burrs have again been reduced. Several jobbers have reported sales as being better, and a general improvement noticeable.

Machine Screws On Revised Basis

Montreal.

MACHINE SCREWS.—A revised discount basis is made effective for machine screws. Flat and round head iron are quoted at 27½ per cent., and 10 per cent. discount and flat and round head brass at 15 per cent.

Fishing Tackle Up; Copper Burrs Down

Montreal.

FISHING TACKLE, RIVETS.—An advance of about ten per cent. is effective for various lines of fishing tackle, lines, poles, hooks, etc., being some of the items affected. Another change has been announced for copper rivets and burrs, the discount being 15 per cent. plus for rivets and burrs, and for burrs only, plus 40 per cent. on list.

Wares Are Steady; Sap Buckets Sold

Montreal.

STOVES. WARES.—There has been a steady sale of some lines of ware, although only on a seasonable basis. One of the most active items in the list lately has been that of sap buckets, the factories having shipped out many thousands of these lately. It is hoped there may be a good run of sap this year. Stoves are naturally quiet, but the basis is unchanged and steady.

Wire Nails at $5.00; Coil Wire Down

Montreal.

NAILS AND WIRE.—Lower prices are in effect for standard wire nails, $5 per keg now being quoted. This change has come as a general surprise to the jobbers, as all statements and indications of late did not presage a drop at this time. Smooth steel wire is down, too, $5.75 per 100 pounds being quoted, and this applies for annealed, oiled, and coppered wires. Hay wire, No. 13, is based at $5.65; No. 14, $5.75, and No. 15, $5.85.

Rope Market Firm; Hemp Advancing

Montreal.

ROPE AND CORDAGE.—There are evidences that the rope market still will hold firm. A large manufacturer stated that he had been in direct touch with the situation in the United States. There, stocks of hemp are limited, and if one wants to buy "he can only buy futures," That is to say, if he wants hemp he can get it only several months hence, and in the meantime hemp prices are climbing. The basis now is as follows: Pure manila, 35½c; British manila and New Zealand, 31c, and sisal 27½c per pound.

Steady Oil Sales; Gasoline is Held

Montreal.

OIL AND GASOLINE.—The market for refined oil is steady, and there is a steady sale right along, with Royalite grade quoted at 19c and Palacine and Electroline at 22c per gallon. Gasoline sales are seasonably good and the price is still 34c.

Iron, Steel Bars Hold Steady Basis

Montreal.

IRON AND STEEL.—The undertone of the iron and steel bar market is without change during the week. Sales are not heavy, but some orders are received right along from country points and total up fairly well.

Common bar iron, per 100 lbs.	$4 30
Refined iron, per 100 lbs.	5 30
Mild steel	4 30
Iron finish machinery steel	4 35
Norway iron	12 00
Single reeled machinery steel	6 00
Spring steel	6 00
Sleigh shoe steel	4 30
Tire steel	4 50
Toe calk steel, per 100 lbs.	5 20
Band steel	4 30
Harrow tooth steel	4 35
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Black Diamond cast steel, lb.	0 22

Sheets Now on Selling Basis

Montreal.

SHEETS.—Both black and galvanized sheets have been brought to a better basis and at the prices in effect it is expected that, if anything, selling will be stimulated. There are fair stocks of most gauges to take care of what is only a limited demand.

BLACK SHEETS—	Per 100 lbs	
10 gauge	$7 00	$7 10
12 gauge	7 10	7 15
14 gauge	6 85	7 00
16 gauge	6 95	7 05
18-20 gauge	7 10	7 25
22-24 gauge	7 15	7 35
26 gauge	7 20	7 40
28 gauge	7 35	7 50
GALVANIZED SHEETS—		
10¾ oz.		$9 75
28 gauge		9 25
26 gauge		9 00
22 and 24 gauge		8 85
20 gauge		8 65
18 gauge		8 65
16 gauge		8 50

NOTE—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Lead Pipe Lower; Solder the Same

Montreal.

LEAD PRODUCTS.—There is a decline of 1c per pound in the price of lead pipe. This is the only change made during the week, standard and wire solders holding and sheet lead and other lines being quite unchanged.

Lead pipe, lb.		$0 12
Lead pipe (cut lengths)		0 13
Lead waste pipe, lb.	0 13	
Lead traps and bends	Net list.	
Lead wool, lb.		0 14
Lead sheets, 3 to 3½ lbs., sq. ft., lb.		0 12
Lead sheets, 4 to 8 lbs., s. ft.		0 11
Cut sheets, ¾c lb. extra, and cut sheets to size. 1c. lb. extra.		
Solder, guaranteed, lb.		0 38
Solder, strictly, lb.		0 35½
Solder, commercial, lb.		0 33¼
Solder, wiping, lb.	0 31	0 33
Solder wire (8 gauge)—		
40-60		0 44
45-55		0 47¾
50-50		0 51½
Zinc sheets, casks		0 17
Do., broken lots		0 18

Old Rubbers Down; All Lines Weak

Montreal.

OLD MATERIAL.—The only change of the week is that for old rubbers. These are down ¾c to 1c per pound. Neither are country dealers anxious to sell, some assert, nor are the large wholesalers eager to buy.

Dealers' Buying Prices:		
Pipe scrap	15 00	16 00
Stove plate, per ton	17 00	18 00
No. 2 busheling	12 00	12 50
Old rubbers, boots and shoes	0 06½	0 07
Overshoes, lumbermen's rubber boots		0 05½
Bicycle tires		0 04
Automobile tires	0 04	0 04½
Yellow brass	0 10	0 11
Red brass	0 14	0 15
Light brass		0 08
Scrap zinc		0 05¾
Heavy copper	0 18	0 19
Wrought iron, No. 1, per gr. ton	18 00	19 00
No. 1 machinery cast		30 00
Heavy melting steel		15 00
Auto tires	0 04	
Bicycle tires	0 02½	
	Per gross ton.	
No. 1 railroad wrought		$15 00
No. 2 railroad wrought		8 00
Pipes and flues		8 00
No. 1 busheling		11 00
No. 2 busheling		7 50
Country mixed scrap		10 50

Tin Tumbles Again; Lead Market Held

Montreal.

INGOT METALS.—There is not a great deal of change this week in ingot metals, but tin is lower in sympathy with London. Spelter is also shaded a little from last week.

COPPER.—There is no new feature, and what limited business is done is based at 23c per pound.

TIN.—Further declines in London served to revise quotations locally, and there is a basis here of 61c. Little movement is reported.

SPELTER.—A base price of 9c per pound is quoted. The selling is not heavy, and while there was a slight firming a week or ten days ago, this has again disappeared.

LEAD.—Has lead touched its low point? Some incline to feel that there will not be much more tobogganning. Price holds at 8½c to 8c.

ANTIMONY.—At 8½c sales are being made here in small volume.

ALUMINUM.—Little interest centres around this ingot and the price basis holds at 40c per pound.

PIG IRON.—The present quotable basis on this commodity is given at $50 per ton.

TORONTO MARKETS

TORONTO, Feb. 20.—Lower prices have been established on soldering coppers this week. A decline of 1c per pound in lead pipe and lead waste has also been recorded. A new list on Thermos bottles is being issued by the manufacturers. Coal oil has advanced 1c per gallon. Tin has declined slightly and lead is also slightly lower with only a fair amount of activity in ingot metals noticeable. Jobbers report a very good inquiry for sheets and are optimistic over the outlook.

New List Issued on Thermos Bottles

Toronto.

THERMOS BOTTLES.—The manufacturers announce a new list price on Thermos bottles. This is not yet available for publication to the trade, but manufacturers intimate that the list prices which they will show will be the retail prices, and from these the discount will be 25 per cent. The net result to the retail merchant does not show any appreciable change in the cost.

Lower Prices on Soldering Coppers

Toronto.

SOLDERING, COPPERS. — Lower prices have been reached this week on soldering coppers. The base price which applies to the 3 to 8 lb. coppers is now 54½c per pound with the smaller sizes taking the usual extras.

Nails Register Sharp Decline

Toronto.

NAILS, WIRE.—There have been new developments during the week in respect to nails. A sharp decline of 55c per 100 pounds has been recorded, bringing base on the wire nails to $4.95. That they may go even lower seems quite possible. The movement to the trade is rather slow, but considered quite satisfactory in view of the present season. There is some business coming to hand all the time and indications point to a more active building season this spring than has been faced for the past two or three years. Cut nails are being quoted at $5.35 per 100 pounds base, an unchanged figure.

Changes have been made in oiled and annealed wire, smooth steel wire, hay baling wire, etc., the decline amounting to 50c per 100 pounds. The entire range of prices is not available at time of going to press.

Rope Settling Into New Basis

Toronto.

CORDAGE.—The market on rope seems to have settled down somewhat after the sharp advances recorded last week, and there are no new develop-

ments to report to the trade for the present week. Quotations which are now being named to the trade for pure manila 35½ cents per pound base; British manila, 31c; New Zealand hemp, 31c; sisal rope, 27½c; sisal lath yarn, 27½c. There has been a fair amount of business booked up for rope and the outlook is considered quite satisfactory.

Coal Oil Moves Up 1c; Gasoline

Toronto.

COAL OIL, GASOLINE.—An advance of 1c per gallon has been reported in coal oil this week. No particular reason is assigned for this move but it is understood production costs are higher and this is the main contributing factor. Royalite is now quoted at 19½c per gallon, Electroline and Polarine at 22½c per gallon. A good movement to the trade is reported.

There have been no new developments noted in respect to gasoline during the week. Sales are maintained on a very active basis and prices are holding without any change at a figure of 33c per gallon.

Wares Active; Stoves Steady

Toronto.

STOVES, WARES. — Manufacturers are quite satisfied with the amount of business which is coming to hand for the various lines of wares and feel that the trade, though only buying from hand to mouth are sending in some repeat business. This would indicate a good healthy condition throughout the trade as a whole, and whereas the business may not all come in one large order, indications are that it will come consistently during the entire year.

Stoves are without any quotable change this week, the market holding quite steadily, and business at the present time within a comparatively small compass. This is a seasonable condition and also in a measure attributable to the lack of really seasonable weather during the winter. However, manufacturers are facing the outlook with optimism and feel that 1919 will prove quite satisfactory.

Iron and Steel in Unchanged Position

Toronto.

IRON AND STEEL.—There is comparatively little moving to the trade at the present time. Stocks are in fairly good shape and indications are that replacements can be secured fairly promptly. Prices have held steadily and without change at the figures shown below.

Common bar iron	$4 75	$5 00
Common bar steel	5 00	6 25
Refined iron	5 15	5 40
Angle base	5 25	6 50
Horseshoe iron	5 00	5 25
Tire steel	5 15	5 40
Mild steel	5 00	5 25
Norway iron	11 00	13 00
Toe caulk steel	5 90	6 15
Sleigh shoe steel	5 00	5 25
Band steel, No. 10	5 25	5 50
Do., No. 12	5 50	5 75
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 22	0 30

Corrugated Sheets Remain Unchanged

Toronto.

CORRUGATED SHEETS.—No further developments are recorded in the situation as it exists in corrugated sheets, siding, etc. The lower prices named last week are now firmly established. Manufacturers report a fair amount of inquiry which may be expected to develop into business and altogether the outlook is most encouraging. Range of prices to-day is as follows:

Corrugated Sheets—	Per 100 sq. ft. Gal'zed	Painted
No. 28 gauge	$8 25	$7 00
No. 26 gauge	9 00	8 00
No. 24 gauge	13 50	10 00
No. 22 gauge	16 00	12 50
No. 20 gauge	19 00	16 00
No. 18 gauge	24 00	19 50

Discount, 7½ per cent.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

Sheets Hold at Unchanged Levels

Toronto.

SHEETS, PLATES.—An unchanged basis of prices is shown this week in quotations given below on sheets and plates. Jobbers report business for February well ahead of January and state also that inquiry coming to hand calls for a substantial tonnage which may be expected to develop into real orders at a little later date. Altogether the outlook is considered very satisfactory and encouraging.

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$6 50	$6 90
12 gauge	6 05-6 60	7 00
14 gauge	6 10	6 65
16 gauge	6 20	6 75
18-20 gauge	6 80	7 30
22-24 gauge	6 85	7 35
26 gauge	6 90	7 40
28 gauge	7 00	7 50
3-16 inch plate	6 25	6 75
¼-inch boiler plate	6 00	6 50

Prices shown are for full cases. An evtra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—		
10¾ oz.	8 50	$9 00
U.S. 28	8 20	8 75
U.S. 26	7 90	8 45
22 and 24	7 75	8 30
18 and 20	7 60	8 30
16	7 45	8 00

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Wrought Pipe Holds; Boiler Tubes Too

Toronto.

WROUGHT PIPE, BOILER TUBES. —There have been no new developments in respect to wrought pipe during the week. There is a very fair amount of business offering. Stocks are light but deliveries can be secured fairly promptly now.

Boiler tubes are maintaining a fair basis of activity and jobbers are satisfied with orders coming to hand. Orders for delivery from the mill are being accepted at figures below, those shown herewith which represent quotations on spot stocks from warehouse.

BOILER TUBES—	Per 100 feet Seamless	Lapweld
1 inch	$32 00	$.....
1¼ inch	36 00	.....
1½ inch	39 00	32 00
1¾ inch	39 00	32 00
2 inch	45 00	32 00
2¼ inch	48 00	34 00
2½ inch	50 00	40 50
3 inch	58 00	45 00
3¼ inch	.....	52 00
3½ inch	70 00	54 00
4 inch	80 00	67 00

Lead Pipe, Lead Waste Down 1c

Toronto.

LEAD PIPE, LEAD WASTE.—A further decline of 1c per pound has been recorded in lead pipe and lead waste this week, making quotations 12c and 13c per pound respectively. There is still no change recorded in prices on lead traps and bends.

Solder rules at unchanged levels from prices recorded last week and manufacturers report a fair movement in progress. Range of prices to-day follows:

Lead pipe, lb.		$0 12
Lead waste pipe, lb.		0 13
Lead traps and bends		Net list
Lead wool, lb.		0 14
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb.	0 11	0 12½

Cut sheets ½ to ¾c lb. extra and cut sheets to size, 1c lb. extra.

Solder, guaranteed, lb.	$0 37	$0 39
Solder, strictly, lb.	0 33	0 37
Solder, commercial, lb.	0 31	0 36
Solder, wiping, lb.	0 30	0 32½
Solder, wire, lb.	0 45½	0 50
Zinc sheets, per lb.		0 20

Stagnant Condition in Old Materials

Toronto.

OLD MATERIALS.—Stagnant conditions still exist in respect to all lines of old materials and there seems no prospect of any immediate betterment. Prices are only nominal and may reach still lower levels. Dealers are not anxious to buy as there is nothing moving from their yards.

Dealers' Buying Prices—		
Tea lead		0 03½
Heavy lead pipe	0 04	0 04½
Pipe scrap	14 00	15 00
Stove plate, per ton	14 00	15 00
No. 2 busheling	8 00	9 00
Old rubbers, boots and shoes	0 07½	0 07¾
Overshoes, lumbermen's rubber boots		0 05½
Bicycle tires	0 02½	0 03½
Automobile tires	0 03½	0 04
Yellow brass	0 08	0 08½
Red brass	0 14	0 15
Light brass		0 06
Scrap zinc	0 05	0 05½
Heavy copper	0 16½	0 17½
Wrought iron, No. 1, per gr. ton	18 00	19 00
No. 1 machinery cast	24 00	26 00
Heavy melting steel		13 00

Tin is Easier; Lead Down ½c

Toronto.

INGOT METALS.—A further decline has been recorded in tin this week and lower levels have also been reached on lead. Other metals show no quotable change and business is confined to absolute requirements.

COPPER.—New developments are lacking this week in respect to copper. Prices have held at declines recorded last week and there is a little activity

reported. Quotations are around 21c to 22c per pound.

TIN.—A lower basis is again established on this metal this week. Supplies are considered ample for the demand but stocks are by no means heavy. Quotations to-day range around 58c to 60c per pound.

SPELTER.—There is no change in the price of spelter this week. Little buying interest is manifest and stocks are at a comparatively low ebb. Quotations range around 8½c per pound.

LEAD.—A decline of ½c per pound has been made in the price of lead again this week, quotations ranging from 6¼c to 6½c per pound. A very dull tone in the market is the outstanding feature.

ALUMINUM.—Quotations hold nominally at around 50c per pound, with little interest noted commercially as yet.

ANTIMONY.—Sales are kept down to a comparatively small basis and stocks are well able to meet even heavier demands from the trade. Price is unchanged at 8½c per pound.

LONDON MARKETS

LONDON, Ont., Feb. 20.—Wire nails have declined 55c, and O. & A. wire is down 50c this week. Lines which have reached higher levels during the week are wood hay fork track hangers, ice cream freezers, and one line of faucets. Declines have been recorded in charcoal, in paper bags, and tinker solder.

Business in this district is considered very good, and jobbers report that booked orders for spring lines are moving out quite freely.

Ice Cream Freezers Move Higher

London, Ont.

ICE CREAM FREEZERS.—At least one line which will be higher for the coming season is the Blizzard ice cream freezer. New prices have been issued which show a substantial advance over former figures, as will be noted by the quotations, which are made at the following figures: 2 qt., $3.15 each; 3 qt., $3.75; 4 qt., $4.60; 6 qt., $5.85; 8 qt., $7.50; and 10 qt., $9.85.

Lower Price Named on Charcoal

London, Ont.

CHARCOAL.—New prices have been established on charcoal in paper bags and these show a slight decline from figures which have been ruling for some time past. The new quotation which is being named to the trade is $1.75 per dozen bags.

Annealed Wire and Wire Nails Down

London, Ont.

NAILS, ANNEALED WIRE. — The market on wire nails is most decidedly uncertain and declines this week amounting to 55 cents per keg has been reached. This brings the base price to $4.95 per 100 lbs., and a feeling seems to prevail that lower figures will be reached before the present movement is stopped. The price of cut nails is holding without any further change, and the base price per 100 lbs. on these being $5.35.

Annealed and oiled wire is also down 50c per 100 pounds, full range of new prices not being yet available.

The market on solder is lower again this week, the line effected being the tinker, which is now quoted at $1.40 per dozen bars.

Track Hangers Register Advance

London, Ont.

TRACK HANGERS.—A change has been made this week in wood hay-fork track hangers, and the prices which are now ruling to the trade represent an advance over former figures. Quotations on the ½x10 inch are now 85c per dozen, and on the ½ x 12 inch, 95c per dozen.

Lawn Shears, Pruners Show Activity

London, Ont.

LAWN SHEARS, PRUNERS. — Steady and maintained prices are shown on hedge and lawn shears, and also on tree pruners. A fair amount of business is being done in these just now, and it is expected that the movement to the trade will be quite general within the next two or three weeks. Quotations which are ruling on the shears are for the No. 100 x 8 inch, $1.30 each, and 9 inch, $1.60; No. 101 x 8 inch, $1.50; No. 101 x 9 inch, $1.80; No. 107, $1.65; No. 105, long handle, with wheels, $2.50 each; No. 106, long handle, flat blade, $2.35 each.

Tree pruners are in much the same position and prices which are now being quoted to the trade are for the Waters 6 ft. handles, $13.50 per doz.; 8 ft. handles, $14.00; 10 ft. handles, $15.00; 12 ft. handles, $16.25; the Rochdale, No. 35, is quoted at $12.25 per doz., and the No. 38 at $15.75.

Higher Prices Named on Faucets

London, Ont.

FAUCETS.—Revised prices have been issued this week on the Perfection faucet with lockfast attachment. These provide for a higher sale of figures than those formerly in effect as quotations herewith will show: ¾ inch, $9.35 per doz.; 1 inch, $10.65; 1¼ inch, $12.30; 1½ inch, $14.65; and 2 inch, $20.00.

Spring booking orders on oil stoves are now moving forward, and this is expected to be general in the next two or three weeks. Prices have remained without any change, the Perfection oil cook stove, 2 burner, being listed at $18.75; the 3 burner at $24.25 each, and the 4 burner at $30.75 each, a discount of 25 per cent. applying to these list prices.

Linseed Oil Holds; Turpentine Steady

London, Ont.

LINSEED OIL, TURPENTINE.—The jobbers indicate that higher prices on flax seed justify higher prices on linseed oil, but no change has yet been made from figures of last week, which are as follows: 1 to 2 bbls., $1.50, raw, per gal.; boiled, $1.53. 3 to 5 bbls., $1.49, raw per gal.; Boiled, $1.52; 6 to 9 bbls., $1.47, raw, per gal.; boiled, $1.50. Less bbls. add 10 cts. gal.

Turpentine is firm, but rules without change at the following figures: 1 bbl. lots, $1.05 per Imp. gal.; 2 to 4 bbl. lots, $1.04; 5 gal. lots, $1.15.

WINNIPEG MARKETS

WINNIPEG, Feb. 20.—Market prices during the week again show numerous changes, in which declines in prices predominate. Some few lines, however, have registered advances. Among the lines to reach lower levels will be noticed soldering coppers, jack screws, solder, Perfection ankle supports, galvanized sheets, sheet copper, lead pipe and lead waste, while melting ladles, rope and welding compound have undergone revisions upwards.

Business is reported very favorable with all jobbers rushing out spring orders. With the Bonspiel in full swing many of the travellers are in the city entertaining their customers.

Soldering Coppers Down; Welding Compound Up

Winnipeg.

SOLDERING COPPERS, WELDING COMPOUND.—Following reductions in the copper market, new prices have been established on soldering coppers, making to-day's base price 55c per pound, with the following extras: ¾ lb., 7c; 1 lb., 6c; 1½ lb. 3c; 2 lb., 2c; 2½ lb. 1c advance over base price.

Prices on Climax and Cherry Heat welding compound show a slight revision upward during the week, affecting the 1 lb. size, which advances 1c per pound. To-day's selling prices are as follows: 1 lb. boxes, 17c pound; 5 lb. boxes, 12½c pound.

Jack Screws Down 5 Per Cent.

Winnipeg.

JACK SCREWS.—Jack screws have shown a slight reduction during the week of approximately 5 per cent. below former quotations. To-day's market is as given herewith: 1¾ x 8, $4.00; 2 x 10, $5.40; 2 x 12, $6.00; 2 x 14, $6.60; 2 x 16, $7.40 each.

Solder Registers Sharp Decline

Winnipeg.

SOLDER.—Solder prices show a heavy slump during the past week, dropping 10c per pound which is the greatest variation in the price of this commodity since 1914. To-day's prices are given as follows: Half and half solders, cases, 40c; less 41c per pound; wire solder, 50c.

Five to Ten Per Cent. Jump in Melting Ladles

Winnipeg.

MELTING LADLES.—Higher freight rates as well as manufacturing costs are responsible for higher prices now ruling on melting ladles. These move up from 5 to 10 per cent. on shipments just received, making to-day's market prices as follows: 4 inch, $3.50; 5 inch, $6.30; 6 inch, $7.20 per dozen.

Rope Reaches Higher Base Price

Winnipeg.

ROPE.—Following the recent slump in rope prices due to competition in the the American markets along with lower priced hemp, prices have strengthened until to-day they are up almost to the former high levels. During the past week there have been two advances, one of 5c per pound which affected only pure and British manila and later a further advance of 2c per pound applicable to all grades which makes to-day's prices as follows: Pure manila rope, 37c per pound base; British manila rope, 32¼c; African hemp rope, 32¼c; sisal rope, 28¼c; lath yarn, 28¼c.

Galvanized Sheets Down Fifty Cents

Winnipeg.

GALVANIZED SHEETS.—Galvanized sheets again register a decline of 50c per 100 pounds. These are selling to-day at the following figures: Galvanized sheets, 10¾ oz., $10.00; 28 ga., $9.60; 26 ga., $9.30; 24 ga., $9.15; 22 ga., $9.15; 20 ga., $9.00; 18 ga., $9.00; 16 ga., $8.85 per 100 pounds.

Prices on black sheets however show no change, being quoted to-day as follows: 28 ga., $8.50; 26 ga., $8.40; 24 ga., $8.35; 22 ga., $8.35; 20 ga., $8.30; 18 ga., $8.30; 16 ga., $7.75; 14 ga., $7.70; 12 ga., $7.65; 10 ga., $7.65 per 100 pounds.

Stocks of both black and galvanized sheets are reported as well assorted as shipments are now available from American mills, while the demand is reported as normal.

Ankle Supports Show Decline

Winnipeg.

ANKLE SUPPORTS. — Perfection ankle supports which advanced recently from 75c to 90c per pair have again been reduced to former levels, being now quoted at 75c.

Sheet Copper Goes Lower

Winnipeg.

SHEET COPPER.—New prices are just to hand covering sheet copper which show a reduction of 10c per pound on tinned and 15c per pound on planished. This is due to the lower market prices now ruling on the metal. To-day's ruling prices are as follows: Tinned copper, 55c per pound; planished copper, 60c per pound.

Butts Maintain Steady Levels

Winnipeg.

BUTTS.—Prices on all lines of butts continue firm at prevailing prices and a good demand is reported as considerable building is expected as soon as spring opens up. To-day's prices are given as follows: Plated butts, No. 241 A, F and D2, 3 x 3 inch, 39c; 3½ x 3½ inch, 40c; 4 x 4 inch, 52c; 4½ x 4½ inch, 75c; 5 x 5 inch, 74c per pair. Steel butts, No. 840, net list; No. 838, net list; No. 800, 5 per cent. advlance on list; No. 804, 5 per cent. off list.

Leadpipe, Waste Down 3c Pound

Winnipeg.

LEAD PIPE, WASTE.—Lead pipe and lead waste prices again declined following the break in the price of lead. Quotations show a reduction of 3c per pound below former quotations. To-day's market prices are as follows: Lead pipe, $12.40 per 100 pounds; lead waste, $13.40 per 100 pounds.

Coil, Log Chain Markets Steady

Winnipeg.

COIL, LOG CHAIN.—Prices on coil and log chain still hold firm on the local market, while good demand for all lines is recorded with stocks well assorted. To-day's ruling prices are herewith confirmed:

Coil Chain—3-16 in., $19.20; ¼-in., $16.25; 5-16-in., $13.75; ⅜-in., $12.75; 7-16-in., $12.35; ½-in., $12.25; 9-16-in., $12.25; ⅝-in., $12.00; ¾-in., $11.65; 1-in., $11.40 per 100 pounds.

Log Chain—5-16-in., $16.65; ⅜-in., $14.55; ½-in., $14.05 per 100 pounds.

Turpentine Holds; Linseed Oil Too

Winnipeg.

TURPENTINE, LINSEED OIL.—Turpentine prices show no change during the week, to-day's selling prices being confirmed as follows: Barrels, $1.25; ½ barrels, $1.28; 5 gal. lots, $1.30; 1 gal lots, $1.30 per gallon; plus the usual extras for containers.

Linseed oil prices also hold firm on the local market at unchanged quotations of $1.80 per gallon on raw oil and $1.83 gallon on boiled oil in single barrel lots.

PITTSBURG MARKETS

PITTSBURGH, Feb. 20.—The steel market has been going from bad to worse as regards demand. Thus far this month demand has been distinctly lighter than at any time in January and the past few days have shown still lighter demand than was seen early in February. Meanwhile old orders are running out at the same time so that the mills are trending to a position of having hardly any shipping orders at all to run on, while the producers who have been putting material into stock will soon find their storage facilities exhausted.

Heavy January Production

The monthly report of steel ingot production is out, and shows heavier production in January than was currently estimated. Allowing for the companies not reporting, the monthly statement being based on returns for 29 companies and showing 3,082,427 gross tons of steel ingots produced in January by the 29, the country's rate of ingot production in January was 41,700,000 gross tons a year. This is 3.8 per cent. below the average rate in November and December and 11 per cent. below the rate last September, which was the heaviest rate in the history of the industry. Production in 1918 as a whole was about 40,400,000 tons.

The official statistics showing precisely the production in 1917 have just been made public, the collection of the figures having been delayed by the war. The production of ingots in 1917 was 43,619,200 gross tons, against 41,401,917 tons in 1916, previously the record year. In a report published in "Canadian Machinery," October 17 last, the 1917 production was estimated at 43,700,000 tons.

As the January output was 85 per cent. of the estimated capacity, 49,000,000 tons a year, it was a remarkable heavy output, and one that was not supported by the current demand. If in this transitionary and unsettled period, with everyone complaining that there is practically no demand, tonnage equal to 85 per cent. of capacity could actually be absorbed, it would mean that the steel famine coming would transcend the ap-

parent famine there was during the war. In other words more steel was made in January than was needed and this month while production is at a lower rate, there is still too much. Some time there will have to be an equalization.

The Stocking of Steel

Precisely to what extent the United States Steel Corporation subsidiaries are stocking steel is not known, but it is generally known that the process is going on and covers an important tonnage, perhaps one-third of the corporation output, which is now at the rate of about 85 per cent. of capacity. Independents are operating at an average of about 50 per cent. of capacity and it is not likely that the Steel Corporation's actual orders call for shipments at much heavier rates than do the orders on which the independents are working. A few weeks, perhaps two months, would mark the limit of storage capacity.

Price Prospects

Demand for steel having decreased of late rather than increased, producers are giving more thought to the matter of making another price reduction in order to stimulate demand. It is hardly likely that much business would be brought out by a reduction, but something would of course come. All buyers have been in expectation of successive declines, and the longer the period stretches from the last decline, which occurred the middle of December, the more the buyers feel that a fresh decline is imminent and the more disposed they are to postpone buying in order to get the benefit. For several weeks there have been persistent rumors that there would shortly be a batch of price reduction, this not to interfere with reductions April 1, the date long ago mentioned as one upon which reductions would likely be made. When the war ended and the War Industries Board refused to have anything more to do with price fixing the steel trade took up with the idea that if there were to be price reductions it would be well to have them come on the quarterly dates, in continuance of the practice established by the War Industries Board of setting prices for a quarter at a time. Now it looks as though there might be two reductions per quarter instead of one. Producers are anxious to do something to stimulate demand and at the same time they do not want to overstay their welcome on present prices, for fear indiscriminate cutting might be started, and once started there would hardly be any end to this process. The current rumor is that the reduction will be $4 a ton and will apply to bars, shapes and plates, possibly to other commodities, such as pipe. Wire and tin plate might possibly escape reductions, not only at this time but also April 1.

Building Prospects

At last it has become generally realized that there cannot be much general activity unless there is building of various sorts, the ordinary everyday needs of the people not being sufficient to keep plants busy and furnish employment to all men. Private investors shrink from going ahead at the present time on account of costs being so high, as they feel they can make more money by waiting. Plans are now on foot by the federal Government and by states and municipalities for construction work of various sorts, particularly the erection of public buildings and construction of roads. It is recognized that there is a loss in doing such work at this time, but it is considered a public benefit to have the work done now and furnish the employment, hence the general public should foot the bill rather than the private investor. The federal Government is going in for many public buildings, the state of Pennsylvania has a large road building program under consideration and New York, Pittsburgh and other cities have extensive plans under advisement. These various projects will make a great deal of employment but they do not involve much iron and steel.

Steel and Labor

The steel producers are not particularly anxious to reduce the wages they pay. They realize that no attempt could be made without running the risk of starting a great deal of trouble, but even if a 10 or 20 per cent. wage reduction were made, simply in the steel industry proper, it would not greatly decrease the cost of making a ton of steel. The steel producers do feel it quite advantageous, however, to argue that as long as they cannot reduce wages they should not be expected to reduce selling prices of steel. What concerns the steel producers much more than wages they pay is the wages their customers have to pay. There is altogether too much labor cost in erecting a bridge or a building, for instance, and that is more of a deterrent influence than the high wages paid in making the steel.

TRADE INQUIRIES

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

251. A correspondent in Antwerp is open to take up agencies for the sale of Canadian chemicals, leather, agricultural implements, wood-pulp, etc., in Belgium.

254. **Opal glass bottles.**—A London firm of chemical manufacturers are desirous of getting into touch with Canadian manufacturers of opal glass bottles open to accept orders.

256. **Office furniture and equipment.**—A London firm of wholesale furniture manufacturers ask to be placed in correspondence with Canadian manufacturers of office furniture and equipment, with a view to purchase if satisfactory arrangements can be made.

259. **Wood-pulp board.** — A Bristol concern who are large buyers of wood-pulp board, to weigh in the size 40-inch by 45-inch about 180 sheets to the hundredweight, desire quotations for a contract of 100 to 150 tons per annum, delivered in lots of 10 tons per month.

263. **Steel wire rods.**—A Cardiff wire rope manufacturing firm wishes to obtain high carbon steel wire rods from Canada.

288. **Wire nails.**—A Leeds firm, although not in the market for the above at present, when buying, make contracts of from 250 to 500 tons, and would like to hear from Canadian exporters.

289. **Wire rods.**—A Warrington firm who use 20 to 30 tons of the above in coil, and up to 200 or 300 tons monthly of straight lengths and bars up to about 6-inch diameter, would like to get into touch with Canadian exporters.

291. **Wire rods.**—A Warrington firm will be in the market for 200 tons mild steel rods, No. 6, S.W. g., in coils not exceeding 36-inch outside diameter, as soon as conditions permit.

292. **Roll-top desks and household chairs.**—A Liverpool firm wishes to hear from exporters of the above with a view to arranging for a buying agency with exclusive rights in the district.

293. **Linseed cakes.**—A Hull firm wishes to hear from exporters of the above with a view to business as soon as conditions permit.

294. **Hot-water heating boilers and radiators.**—A Liverpool firm who uses large quantities of the above, would like to consider the possibility of introducing Canadian lines.

295. **Linseed cake and cattle-feeding stuffs.**—A Liverpool firm wishes to hear from actual manufacturers of the above, with a view to business as soon as conditions permit.

298. **Hard and soft wire rods.**—A Halifax firm who have been large importers of the above from the United States wish to get into touch with Canadian producers with a view to business as soon as conditions permit.

299. **Broom handles, beal hoe handles, ash spade shafts, ash hay fork handles.**—A Hull firm wishes to hear from exporters with a view to business as soon as conditions permit. Broom handles, 50-inch by 1½-inch and 48-inch or 50-inch by 1 1-6 inch for cheaper line; hoe handles, 60-inch by 1-inch; hay forks, 4 feet, 4½-inch, 5 feet, 5½-inch, 6 feet; spade shafts, 30-inch, 32-inch, crutch and "D."

302. **Galvanized fencing wire, galvanized barb wire, and wire nails.**—A Leeds firm is open to buy the above in 25 to 50 ton lots as soon as conditions permit.

303. **Pulp board and strawboard.**—A Leeds firm is interested in the above with a view to future business.

304. **Picture mouldings.**—An importer in Harrowgate, England, wishes to get supplies of picture frame mouldings in gilt, composition or fancy woods, cash against documents.

308. **Asbestos sheets.** — A South African firm asks for samples, prices and literature on asbestos sheets of all kind.

309. **Agencies.** — A Durban firm with branch offices in the principal centres of South Africa is prepared to take up the representation of Canadian manufacturers in hardware, general proprietary lines, and foodstuffs, all kinds, except flour.

310. **Baling wire.** — A Pretoria firm of wholesale merchants asks for samples and prices of baling wire, with information as to quantities per reel.

311. **Electrical material.**— ADurban firm of agents who are prepared to purchase or act as local agents, ask for catalogues, price lists and samples, when possible, in electrical supplies of all kinds.

312. **White lead.**—A Durban firm asks for quotations on white lead.

313. **Agencies.** — A Durban commission agent covering all centres of South Africa is prepared to represent Canadian manufacturers in hardware, all kinds, enamelware, lanterns, kitchen utensils, smallwares, school requisites, foodstuffs, and any line suitable for the wholesale trade.

314. **Catalogues and price lists.** — An Orange Free State firm asks for Canadian catalogues and price lists on all lines of hardware, household goods, electrical goods, iron and steel, piping, wire, agricultural and

(Continued on page 120)

Charging Freight—Part Cost of Goods

Some Persistent Misunderstandings—How Many Merchants Are Unfair to Themselves By Trying to Give Unwarranted Service—The Unreasonable Fear of the Big Fellow

By HENRY JOHNSON, Jr.

A MERCHANT, busy with his inventory, wires me this inquiry: "In figuring my hardware inventory prices should freight be added to inventory or not? Freight already being charged to hardware department expense. Wire answer our expense."

I answered: "Freight is not expense but part of merchandise cost. If you have included it in expense you cannot now add it to merchandise value unless you deduct corresponding amount from expense. You should add it to cost hereafter, not to expense."

And that is about all there is to it, except that I cannot think why, with all our scientific study of the proper segregation and division of charges in business and the study we make of these problems in these columns continually, merchants persist in running this plain charge against cost in expense.

Avoid Expense Charge Wherever Possible

The best practice in any business is to avoid indefinite charges in all cases where definite charges can be ascertained and allocated, as our British brothers say. This because expense is at best an approximate, indefinite burden which is spread around on our merchandise by close approximation. But a definite, distinct charge against a given piece of merchandise has no such disadvantage. It can be charged directly to the items affected. It belongs precisely to those items. It is best absorbed by and disposed of by so charging.

Let us take a packing box, for example. Say it costs us 75c and that it contains 150 packages of screws. Let us say that the screws are billed to us at 40c a package and the 75c added as a packing charge at the bottom of till. Is it not the most obvious thing that the 75c is ½c a package on those screws? Is it not plain that our cost, at point of origin, is actually 40½c instead of 40c? Certainly, that is the way we shall regard it and figure it. But why? Because that is a plain, direct charge against that lot of screws. To so charge it not only disposes of it without further figuring or taking into account, but also most directly provides for getting it back again, with certainty, in addition to our desired blanket gross margin.

Why Make Two Jobs of One?

Suppose, now, that the freight on that box of screws is $1.00. Why not handle that the same way? Plainly, that dollar divides up into 2/3c a package on the screws. Then there is cartage from the station. We may do it ourselves, or we may have it done for us, but in any event the work costs and must be paid for. The obvious way is to figure it on a scale commensurate with its fair, going value which, let us say, is 25c.

Now, what have we altogether? We have invoice cost of 40c, ½c for boxing, 2/3c for freight and 1/6 cent for drayage. The total is 41 1/3c per package. To that it is proper to add something for wastage, shrinkage and other depreciating, so let us enter in our cost book a figure of 41½c for those packages of screws. Then the freight bill goes into the register to be figured among the petty expenditures for merchandise, and is done with at once without further handling. Best of all, we are absolutely certain that our 41½c includes every factor of cost against those screws.

Details Desirable and Instructive

Of course, there is no reason why a merchant should not keep a freight account also if he so desires. It is valuable to know all you can about your business. The only point is that, if you do so segregate freight into a separate account, let the process I have indicated be followed out just the same. Then when inventory time comes, simply close the freight into the merchandise account before you close your books and wipe out accounts into loss and gain.

When it comes to placing values on the inventory we have another problem. We have based all figures on actual cost, but now we shall revert to the practice of putting replacement figures on our goods when we inventory. When the inventory time comes, for example, those screws may be replaceable at 25c the package. In that case, then, whatever we have left of them must go in at 25c.

What I have tried to make clear is that in no legitimate way can transportation, packing expense, drayage or other clearly ascertainable direct charges against merchandise find their way into the expense account. If I have not succeeded, please ask again. This is something so elementary that it should be disposed of definitely.

Spoiling Customers

Not long ago I was waiting to see a dealer. He was a busy, bright young man whom I had known for years as one who gave a thought to his business, so this incident arrested my attention:

A little lady tendered a check to be cashed. He did not have enough currency handy. The lady said that ten dollars would be all she would need right then, and she told the merchant just to give her the ten and keep the check until later in the day when she would come in and get the remainder. He gave her the ten dollars, but also handed her back the check, saying he would make a memo of the money. Then his clerk figured up what the lady had bought and presented the ten dollar bill to pay for the goods. The dealer could not break the ten, so he charged the merchandise. So when the lady left the store, the dealer had charged to her $11.63, being ten in cash and $1.63 in merchandise, and he was without the security he had been tendered and which he might just as well have kept. In other words, he had sidestepped a sure thing and assumed a risk voluntarily—a risk he was not called upon to assume and which, in all probability, the lady will not thank him for.

I know just how it was done—so do you. I have done it many times myself—and so have you. But many years ago I awakened to the fact that I owed a lot to myself. I realized, too, that I could trust myself to be square with every customer, but I could not be so certain of the customer. From that time onward I gave myself the benefit of all doubts, and from then on I prospered perceptibly in my business. That young hardware man should have kept the check. Not only would it have safeguarded him, but it would have continued a good habit on the part of the customer. She never would have looked for other treatment. As things stand now, she is in a good way to be spoiled. She is ready to get the idea that she can ask for money from her hardware man whenever she wants it—that he is rich anyway—that it is just as safe in her keeping as in his cash drawer—that she "pays him a lot of money which he might just as well earn by a little extra courtesy"—and all that sort of thing.

Verily, many good customers are spoiled by foolish, uncalled-for over-indulgence!

Dodging the Shadow of the "Big Fellow"

Many dealers, especially in the outskirts of big cities, fail to get proper margins because of their fear that the big stores down-town sell so cheaply that they cannot get full prices. The funny thing is that such dealers are content to imagine a condition which a little real investigation would show them does not exist.

Whose fault is it that the small man works for less margin? His own—absolutely and solely his own. He can find out conditions if he will take a trip down town and visit the big store, asking a few intelligent questions. Then he can depend on his own neighborhood location to get him at least as much as the customer would pay after a trip down town.



A Starting Point for Bigger Business

How a Dealer Made Every Truck in Town a Runabout "Ad." For the Paint He Was Handling and Then Expanded the Business in Various Other Ways—Persistent Effort Brings Results.

RIVALRY is a human trait that can be turned to commercial advantage. Most paint men have witnessed and can appreciate bygone incidents something after the following fashion:

When Jake Smith, down on the Front Road, had finished breaking in his roan colt, he flourished forth with a brand new buggy and new set of harness. Tom Parsons, back on the next concession, could only stand being thus outclassed until he had scraped together enough cash for a brand new outfit, rubber tired, nickel-plated and all the rest of the trimmings. Pete Snell, on the side road leading to the Post Office, wasn't inclined towards taking any back seat to the other boys, so he swaps around till he is properly rigged out.

And then what a dust was kicked up all through the countryside!

And all, perhaps, after the same girl.

Good For Business

Did the local harness maker, and buggy agent curb this rivalry? Not they; business picked up with it.

To-day, we are somewhat advanced in means and methods, but human rivalry is the same frailty in men and women that it has been since Adam and Eve's time. "Keeping up with the Joneses" is characteristic of town and country folks alike. To-day, it is the buzz-buggy and the gas truck. There is as much rivalry in the up-keep of good trucks among the boys who drive them, as there used to be in preparation for the annual butcher boys' parade.

One man in a fairly large Ontario town saw an advantage in such rivalry for his paint department.

To have practically every truck in town a runabout "ad" for a paint department is some stunt in the way of advertising (and it costs nothing).

Billy Fleming, a clerk in this town's hardware store, chose a holiday, a can of the brightest red wagon paint in stock, and a brush, to spend with the store truck. When it blazed forth the following Monday, it proclaimed transformation without written word or placard.

Now Billy knew that Tom Watkins, driver of the People's Grocery Store truck, would get an eyeful that same day. To make sure that Tom did, he whispered a letter into the ear of the store's little blonde typist and addressed personally to Tom, telling him how it was done, how much paint it took, and how much it cost.

It Got Them All

Fact of the matter, several of the town's truck drivers got their eyes full, and the same personal letter, and it got them all.

Billy's idea of bestowing a personal letter on each of the several truck drivers in town tickled their vanity not a little. They were little used to it, but they liked it. Usually such things come to the boss, who is showered with a thousand and one other letters urging him to buy what-nots to no end; and the boss either responds or doesn't respond according to his humor for the day. Billy was working from the bottom up; he wasn't depending on the uncertainty of his business settling from the top downwards.

And then, depending on the human desire not to be outdone, Billy set each and all to out-vying the other fellow in sprucing up his truck.

The upshot was that several bosses received requests from their truck drivers to have their respective trucks painted up. The cost was not excessive, so with few exceptions the necessary permission was granted.

Made Them Salesmen

Now, Billy made each truck driver a salesman for him. He didn't have to waste his own time seeing the bosses when they were not busy. He didn't have to talk the matter up to them. He just employed the time of the typist to place a concrete proposition before each driver. They, in turn, carried it to the bosses, the men Billy really wanted to reach with the least possible resistance. Such is the power of well-directed selling letters. And this power rests within the hands of practically every paint retailer in the larger towns.

But the whole trick wasn't turned at this stage of the game.

Billy had shining examples of what his wagon paint and truck enamel would do shooting in and out of the streets every day of the week. He had a ready reference for every other truck owner in town and he used them as well for owners of passenger cars. He didn't need sandwich men to parade the streets. The motor owners in town became silent salesmen for him with their cars.

It Soon Spreads

Billy knew the fondness of motor fans to discuss this, that, and the other thing about their cars amongst themselves. Get a half-dozen or a dozen of them well started and well satisfied, and the leaven soon spreads amongst the others. A well-directed letter or circular helps some,



Get Them Thinking About Spring Painting

Forestall spring and your competitors. Don't wait until too late, but start in right now to "educate" your paint trade for spring. Keep *Moore's House Colors* well displayed where all can see. Implant the spring painting idea so firmly in the minds of your customers that when the weather does open up sales will come naturally and easily.

Start now—and keep it up. You'll be well rewarded.

If not already selling *Moore's Ready Mixed Paints* write us for our attractive agency proposition. It will pay you to investigate this high quality line.

Benjamin Moore & Co., Ltd.

West Toronto
Ontario

but a cranked-up motor fan, well satisfied with your auto finish, will set fire to dozens of others with the same enthusiasm.

It goes without saying that if an automobile involved only its first cost there would be many more of us blessed with one.

The possession of an automobile involves anything from a spring bumper and an accident insurance policy to a garage and ready cash to appease the local Justice of the Peace concerning an innocent joy-ride.

Billy took to the garage from a purely business standpoint. Now garages, to be of good service and appearance, involve paint—or should involve paint.

There were several of them in town that as yet had not been made acquainted with paint. There were frame structures, galvanized iron garages, and one or two built of cement.

Went After Bosses

This time Billy went after the bosses themselves. Again he whispered into the little pink ear of the little blonde typist a few well thought out paragraphs, the first of which read thus: "I have heard several people in town comment very favorably on the appearance of your truck since you have had it painted up with our —— wagon paints."

"Appearances, as you know, count for business, and the comment you have brought about, I am sure, has brought attention to your store.

"Your garage, etc., etc.,"

Billy rubbed in a little flattery to gain his point, then proceeded to show how much paint it would take to paint the average garage.

Where a garage was constructed of galvanized iron or cement he proceeded to give information about painting them which is not common knowledge amongst those not directly in contact with the paint business.

Special Instructions

In the case of galvanized iron, he pointed out that in the process of galvanizing the sheets a certain amount of acid was used from which the sheets were not entirely free. This, together with certain peculiar chemical actions of the spelter, was injurious to any class of paint. In order to successfully paint galvanized iron, it is necessary to use a primer specially made to withstand this action, and which would adhere to the sheets as a priming coat.

A paint salesman had explained this to Billy so that he was thoroughly posted. It had been pointed out to him that the usual vehicle oils were not able to overcome this difficulty and that it was necessary they should have a special treatment before they were permitted to enter into the paint.

Because he seemed to know what he was talking about. and likewise because he was willing to let out a little valuable information, he gained the ears of several owners of galvanized garages.

He further pointed out that after this special primer was used it was possible to use any kind of barn or house paint on sheet metal.

Any man who talks sanely about things shows that he knows what he is talking about. He is equipped to make sales much better than the man who beats up the air with generalities and vagaries.

One man, who besides owing a galvanized garage, possessed a warehouse of considerable size, and constructed of the same material, sought out Billy to know if barn paint could be used in this manner.

Billy was in a position to assure him that it could, and a barrel of barn paint went out of his paint department for this purpose.

Taking these garages as a starter paved the way to a considerable sized business in paints for other galvanized buildings. In addition to the protection afforded, painting added to the appearance of these in contrast to the cold metallic color of the bare sheet metal.

Going After Farmers

The last word I had of Billy was that he was tackling one or two farmers in the community who possessed galvanized sheet barns. I haven't heard how he came out, but I'll stake a little roll against a plugged nickel that he will sell them before he quits.

To the men who possessed the concrete garages he addressed a little special inside information on cement painting. He first drew attention to the lack of warmth in the color of uncoated cement, and suggested, by means of a color card, a choice of buff, grey or cream shades for the body of the building, with trimmings of dark red or brown. He called their attention to the fact that the alkaline nature of cement required special treatment before it was possible to apply paint successfully for good wearing service. This could be overcome by the use of specially prepared primers, which rendered the cement waterproof as well as providing a solid ground for the finishing coats. Where it was thought that the cement was excessively alkaline through too much lime, he suggested a wash of white vitriol in water, mixed in the proportion of from one to two pounds of this chemical to the gallon of water. Where the cement was not too alkaline, or if it had been standing for some length of time, he pointed out that this precaution was not necessary and that his special waterproofing primer could be directly applied.

Preserve the Texture

Billy knew that, in some instances it was desirable to preserve the natural texture of the cement. For this purpose he called attention to the use of a stain which would preserve this feature, and at the same time would give warmth of color and further protective waterproofing service.

By dint of a little perseverance he succeeded in getting his prospects to paint their cement garages. With these as examples, and a starting point, he turned his attention to other cement buildings, till the habit grew, and built up a nice little business in cement paints for his store.

He even succeeded in persuading the Town Council to waterproof and paint in a light green color the new cement bridge which crossed the river at the lower end of the Main Street.

Now any paint dealer in a town of moderate size can realize that getting mixed up in municipal undertakings is ticklish business. Getting away with it successfully means something. Billy got away with it, thereby gathering to himself a lot of free advertising in a line of paint which too many dealers cannot be persuaded to touch with a ten-foot pole.

Many Opportunities

Opportunities for cement painting exist around every community in the country. Billy simply took the opportunity that was his, grasped it by the scruff of the neck and shook business out of it, whilst many another man might have stood by, wiseacre-style, and shaken his head in doubt.

But this is getting a long way off from trucks and automobiles.

The automobile has brought in its trail a vast number of chances for business in accessories, not the least of which are paints and varnishes. War conditions and prices have made it necessary to seek longer service and appearance of the motor car and truck. Paint and varnish have been resorted to no small extent. The cost of these is insignificant as compared with the advantage in prolonging the upkeep of the cars for transportation service. Conditions which exist in connection with motors have tended to stimulate paint and varnish business rather than discourage it.

As in the case we have just cited, the automobile may be used as a starting point for extending business in a great many directions.

The moral is: You can start almost anywhere to develop paint business if you go at it earnestly and persistently.

CONFIDENCE

(New England Hardware News)

If you think you are beaten, you are;
If you think you dare not, you don't;
If you'd like to win, but you think you can't,
It's almost a cinch you won't.

If you think you're lost, you're lost,
For out of the world we find
Success begins with a fellow's will;
It's all in the state of mind.

If you think you're outclassed, you are,
You've got to think high to rise;
You've got to be sure of yourself before
You can ever win a prize.

Life's battles don't always go
To the strongest or fastest man;
But soon or late the man who wins
Is the man who thinks he can.

WHY YOU SHOULD HANDLE THE COMPLETE "ELASTICA LINE"

The Full Line has the benefit of the Reputation earned by "Elastica" Varnishes during the years they have been on the Canadian Market, and make it easy for you to build your Paint Business on THE SUREST FOUNDATION.

TRADE ELASTICA MARK.

This Trade Mark Guarantees Superior Quality—The Best it is Possible to Make. A Product for every conceivable Paint and Varnish purpose, and Every One a Leader.

Your opportunity to have the benefit of the "Elastica" reputation throughout your paint department is here. Write us to-day for full information.

INTERNATIONAL VARNISH CO. LIMITED.

Vancouver Halifax TORONTO Montreal Winnipeg

Montreal News

Mr. Gagne, of St. Justin, Que., was in Montreal last week.

Mr. St. George, of Joliette, Que., was in Montreal this week.

Jos. Dansereau, of Ste. Hyacinthe, Que., was in Montreal last week.

Mr. Laforce, of St. Remi, hardware dealer, was in Montreal last week.

T. F. Shurley, of Shurley and Dietrich, Galt, was in Montreal on business.

Mr. Dannenburg, of J. Wiss and Son, Newark, N.J., was in Montreal last week.

D. J. Paradis, Grand Ligne, Quebec, made a business trip to Montreal last week.

Mr. St. George, hardware dealer of Joliette, Que., was a visitor to Montreal last week.

Norman Phelp, of Starke-Seybold Ltd., is confined to the house this week through illness.

John Richardson of Richardson and Bureau, manufacturers' agents, was in Quebec this week.

H. B. Render, of Lewis Bros. Limited, has been in from the road the past few days through illness.

A. C. McCuaig, Montreal manager of the Dominion Linseed Oil Mills, was in Hamilton this week.

B. B. Halliday, sales manager of the Canada Cycle and Motor Co., Ltd., visited Montreal last week.

R. H. Reid, of the Consumers' Cordage Co., Montreal, returned from New York the first of the week.

A. T. Black, manager of the Martin-Senour Co., Ltd., Montreal, was a Toronto visitor this week.

V. J. Mongeau, of Acton Vale, Que., was in Montreal last week attending the Bicycle Dealers' Convention.

H. Desorcy, of St. Ours, Quebec, was in Montreal last week attending the Bicycle and Motor Cycle Dealers' meeting.

Geo. M. Edwards spoke at the McGill Applied Chemistry Industrial course of lectures this week, his lecture being one of a series in this special course.

S. M. Ward, trade sales manager of the Canada Paint Co., Montreal, was a visitor to Hamilton this week, where he attended the hardware convention.

Shirley P. Newton, chief chemist for the Canada Paint Co., Ltd., attended the hardware convention at Hamilton this week, where he delivered an address on "Insecticides."

J. W. Gibson, general manager of the Canada Cycle and Motor Co., Ltd., Toronto, was in Montreal last week attending the annual trade meeting of the bicycle and motorcycle men.

C. A. Holkesvig, superintendent of the Dry Color Plant of McArthur, Irwin, Ltd., attended the Hamilton Hardware Convention this week, where he delivered an address on dry colors.

W. S. Fallis, managing director of the Sherwin-Williams Co. of Canada, went to Hamilton on Tuesday, where he addressed the Retail Hardware convention on "Ready-Mixed Paints."

Winnipeg News

Sam Greenberg, of Yorkton, is in the city on business.

Mr. Freeland, of the Hudson's Bay Co., Calgary, is a visitor in the city.

C. Steel of the Chambers Co., Hamiota, Man., spent part of this week in the city.

Geo. Dixon, of the Dixon Sheet Metal Co., Lethbridge, is a visitor to the bonspiel.

W. W. Winteringham, of Glen Ewan, Sask., spent a few days in the city on business.

Frank Field, of F. and J. Field, Souris, Man., is spending a few days in the city on business.

Geo. Morrison of Morrison and Blackwood Hardware Co., Moose Jaw, is spending a few days in the city.

A. Sequin is opening a hardware business at Stortoaks, Sask., and will continue to handle lumber as formerly.

W. A. Brady, of Reston, Man., is a visitor in the city this week, but is not taking part in the bonspiel, as usual.

J. C. Neemes, representing Sargent & Co., was in Winnipeg for a few days this week calling on the jobbing trade.

Mr. Beaudell, manager of the hardware department of the Hudson's Bay Co., Calgary, is in the city on a business trip.

Mr. Scott, of the Northern Hardware Co., Edmonton, is spending the week in the city on a combined business and pleasure trip.

F. Newton, of Hunter & Newton, Mather, Man., spent the greater part of this week in the city, and left Friday night for home.

M. Adelman, of Kamsack, Sask., spent a couple of days in the city on business.

F. Marantz, of Sefton, Man., was a visitor over the week-end.

Joseph A. Merrick, sec.-treasurer of the Merrick Anderson Co., left Friday for California to visit his son, G. G. Merrick, who is there for his health.

S. B. Andrews of Minnedosa, who has conducted a tinsmithing business there for the past eight years, is enlarging his premises and adding a complete line of hardware. He spent the greater part of the week in the city on business.

St. John, N.B., News

Retail merchants of St. John are observing Dollar Day on February 20. More merchants than ever before are joining in the movement.

The long established general business of A. Steeves & Company, Hillsboro, N.B., has been taken over by George A. Dawes and Ernest Wright, of St. John.

The Campbellton branch of the Retail Merchants' Association has elected the following officers: President, George S. McKenzie; vice-president, F. E. Shepherd; second vice-president, M. P. Moores; secretary, H. B. Alston.

The Cuban consul at St. John reports an excellent opportunity for both shelf and heavy hardware of Canadian make in Cuba. Before the war these goods were imported very largely from Norway, but both freight rates and the sympathies of the people are much more favorable to Canada.

Officers for the Moncton branch of the Retail Merchants' Association were elected recently as follows: Honorary president, L. H. Higgins; president, R. P. Dickson; vice-president, W. D. Charters; secretary-treasurer, J. S. Ross; auditor, T. B. Price; executive, David Steeves, J. J. Bourgeois, H. E. Gross, A. E. McSweeney and P. H. Fryers. The branch now has 110 members.

Credit reporting bureaus, already established in connection with the branches of the Retail Merchants' Association in St. John, Moncton and Woodstock, are to be enlarged, new bureaus are to be opened in connection with the branches at Fredericton, St. Stephen, Newcastle and Chatham before long and it is the intention of the provincial executive to have this work carried on by every branch of the association in New Brunswick as soon as arrangements can be made.

HOLD FIRST ANNUAL BANQUET

The Toronto Warm Air Furnace Dealers' Association held their first annual banquet last Thursday evening at the King Edward Hotel, acting as hosts to the manufacturers of warm air furnaces. The aims and objects of the association were discussed by many of the speakers, and it was unanimously resolved that the association take steps towards having a practical heating by-law put into

LEASE MUNITIONS PLANT

In order to facilitate the manufacture of washing machines pending the erection of a large new machine shop at London, Ont., Beatty Bros., of Fergus, Ont., have leased a factory that was, until recently, used in the making of munitions. They are putting in dry kilns that will have four times the capacity of the present kilns. The Fergus plant is also helping out the London situation by shipping dollies, washer legs, and other parts to London in carload lots.

AFTER EXPORT BUSINESS

In reporting the names for those forming the committee of paint men who were in Ottawa last week in connection with the development of export business, mention of Royal Cluxton, manager, Canada Paint Co., Montreal, was inadvertently omitted. Mr. Cluxton was a member of the delegation which interviewed the Trade Commissioners, going thoroughly into matters regarding export business, shipping facilities and reconstruction orders.

National Burners, Limited, capital $100,000, head office Toronto, Ont., plans to manufacture and deal in all kinds of appliances to consume oil, gas and other products used for heating stoves, boilers, furnaces and engines.



Varnish Selling

It is comparatively easy to make the first sale of any varnish, but there is only one real foundation for a permanent and growing demand—and that is quality. Even small and occasional buyers have learned by experience, when buying varnishes and their allied products, that it pays to discriminate.

A simple but effective selling argument for the varnish salesman is Berry Brothers' label, because of its wide recognition as a guarantee of the utmost in varnish value.

Partial list of distributors of Berry Brothers' products

L. Levasseur Co., Ltd.	Montreal, Que.	Frank A. Gillis Co.	Halifax, N.S.
Lariviere, Inc.	Montreal, Que.	Marier & Tremblay	Quebec, Que.
Dartnell, Ltd.	Montreal, Que.	Revillon, Ltd.	Edmonton, Alta.
Hunter, Henderson Paint Co.	Vancouver, B.C.	Hudson's Bay Co.	Calgary, Alta.
Wood, Vallance & Adams	Calgary, Alta.	Wood, Vallance & Co., Ltd.	Winnipeg, Man.
J. H. Ashdown Hdwe. Co.	Calgary, Alta.	L. H. Gaudry & Co.	Quebec, Que.
Sanderson, Pearcy Co., Ltd.	Toronto, Ont.	Moose Jaw Hdwe., Ltd.	Moose Jaw, Sask.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties
Walkerville, Ont.

(735)

If any advertisement interests you, tear it out now and place with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Feb. 20.—Linseed oil has been the central point of interest again this week and the basis is firmer, $1.47 being the low price for single barrels of raw. The undertone is rather firm.

Turpentine is steady and unchanged, and there is also a somewhat steadier feeling for putty and white lead in oil. The mixed paint and specialty trade are reported very fair, considering the season.

Higher Flax Firms; Linseed Oil 2-6c

Montreal.

LINSEED OIL.—The flax market has firmed again and oil prices are up from two to six cents per gallon. It is not improbable even that higher prices will obtain still. The market is an uncertain quantity, as far as seed prices go, and there has been an enhancing of the basis since last Saturday.

LINSEED OIL

Raw, Imp. Gallon—		
1 to 4 bbls.	$1 47	$1 50
5 to 9 bbls.	1 46	1 50
10 to 25 bbls.	1 45	1 50
Boiled, Imp. Gallon—		
1 to 4 bbls.	1 49½	1 52½
5 to 9 bbls.	1 48½	1 52½
10 to 25 bbls.	1 47½	1 52½

Turpentine Held Without Change

Montreal.

TURPENTINE.—There is a steadier basis for turpentine here and the market is holding at the reduction of last week, $1 per gallon being the lowest quotation made. Supplies are adequate and there is fair, though only seasonable movement.

Turpentine—		Imp. gal.
1 to 4 barrels	$1 00	$1 05
Small lots	1 07	1 20

(Packages extra).

Oil Price Will Hold Putty Firm

Montreal.

PUTTY.—The higher price of oil has not brought any change to the putty market, but the effect is one of considerably strengthening the undertone. The selling is light and seasonable on an unchanged basis.

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases.	7 15	7 40	7 75

Pure linseed oil putty, $2 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

White Lead Steady But No Changes

Montreal.

WHITE LEAD IN OIL.—The market is ruling without change and business is coming to hand fairly well. The outlook is for a better movement in the near future, once spring orders improve. Prices are: For five tons lots, per 100 lbs., $15.50; ton lots, $16; and lesser quantities, $16.35.

Mixed Paint Orders Coming to Hand

Montreal.

MIXED PAINT.—Orders are coming to hand satisfactorily for paints and kindred products. These are not large, in the majority of cases, but there is a healthy movement and the paint men are well satisfied. The market rules steady and unchanged.

TORONTO

TORONTO, February 20.—Turpentine is slightly easier in some quarters this week, while linseed oil has held without change. Mixed paints are steady, and the same is true of white lead in oil and putty. Glass is firm and there seems to be a fairly good feeling in the trade with sorting business coming along alright.

Turpentine Prices Show Adjustment

Toronto.

TURPENTINE.—A slight readjustment in turpentine prices has been made this week, but market generally is firm. Transportation, cartage, wharfage, etc., combine to make the figure of laid down cost per gallon about 50 per cent. higher than it has been. A fair amount of orders are coming to hand.

Turpentine—	Per Imp. Gal.	
1 barrel (barrel included)	$1 04	$1 05
2 to 4 barrels (barrels included)	1 03	1 04
5 gallon lots	1 14	1 15

Linseed Oil Rules Unchanged

Toronto.

LINSEED OIL.—No change in the price of linseed oil is reported this week but indications are that should market or seed remain at present levels that higher linseed oil will be found necessary. Business is only fair, though better than it has been.

Linseed Oil—	Raw	Imp. gal.
1 to 2 barrels, gal.	....	$1 50
3 to 5 barrels, gal.	....	1 49
10 bbls. and over	....	1 47
	Boiled	Imp. gal.
1 to 2 barrels, gal.	$1 52½	$1 53
3 to 5 barrels, gal.	1 51½	1 52
10 barrels and over	1 49½	1 50

Care in Buying of Mixed Paints

Toronto.

MIXED PAINTS.—Retailers are undoubtedly showing a disposition to buy very carefully. Manufacturers are firm in their belief that prices will be maintained for some little time to come, but there is a tendency on the part of the trade to just buy from hand to mouth, and this tendency, if followed out, will work out to the benefit of all concerned. Manufacturers are not trying to load up the retailers at the present time, but are pointing out that the stocks should not be starved as loss of sales through having let stocks run to a vanishing point is a dangerous procedure for the future of the merchant.

White Lead in Oil Unchanged

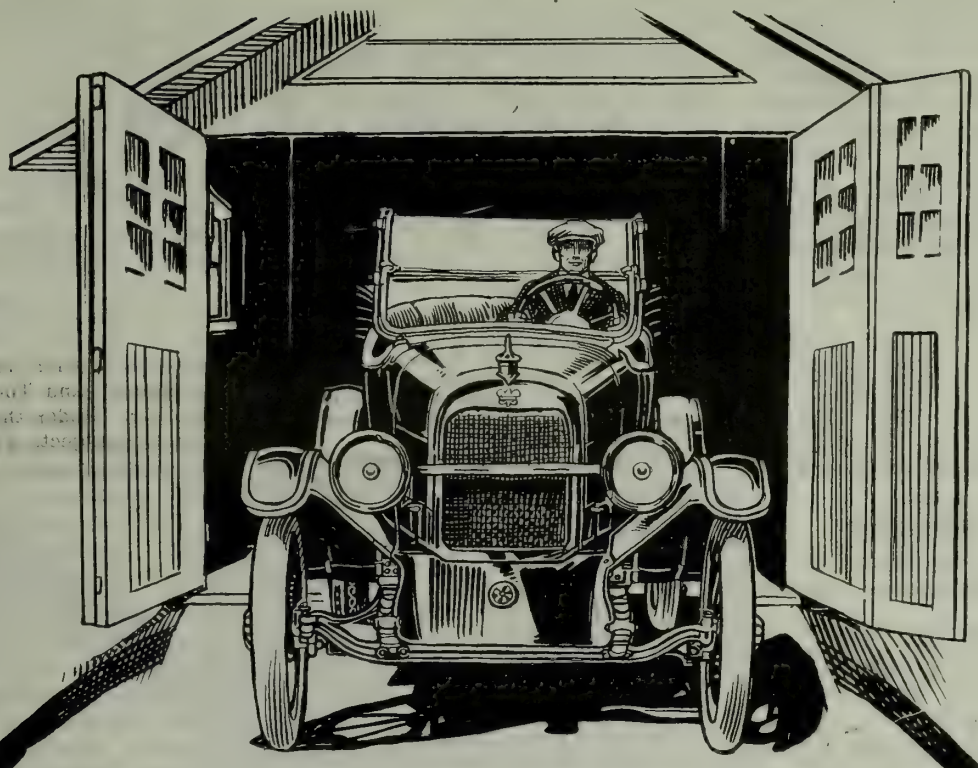
Toronto.

WHITE LEAD IN OIL.—Interest this week centred in the talk on the white lead situation which was given at the convention, and from the advices given out, corroders do not look for any further recession in prices in the immediate future. The situation contains no particularly brilliant features at the present time, the demand for white lead in oil being within a rather narrow compass. A little better buying activity is expected as the spring painting season opens up. Quotations are without any change, pure white lead in oil being quoted at $16.30 per hundred pounds in ton lots; at $16.65 per hundred pounds in less than ton lots. The various brands are shown in current market quotations.

Export Glass Firms Market; Putty

Toronto.

PUTTY, GLASS.—The big export business which has come to hand for the American manufacturers of window glass has certainly tended to firm the market considerably. It seems less likely than ever just at the moment that prices can undergo any revision down-



Making It Look Like New

Very soon automobile owners will put their cars into the repair shop for a general clean-up before the fine days come again.

Engines, gears—all mechanical parts will be carefully looked over and cleaned and the car will go out on the road with last year's dirt worked into the enamel because the owner thinks he would have to pay high prices to someone for putting on a new coat.

B-H Auto Enamel can be put on by anyone. It spreads evenly and leaves no brush marks. It gives a gloss to the car that makes it look like new.

How many cars are there in your territory? *Every one of those car owners is a prospect for a sale.* Every sale of B-H Auto Enamel means a sale of sand paper and brush, as well as auto accessories. Get a display in your window—we'll send show cards and color cards. Get automobile owners interested. One order will bring another.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

wards for some months to come. Prospects of importing glass are not very bright for the present year at least, and it looks as though supplies will have to be derived from the North American Continent. Discounts appearing in the current market quotations are unchanged for the week.

There have been no features of interest in regard to putty this week. Sales are confined to very small lots and prices have held without any change. The range of quotations which is being named to the trade is as follows:

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 30	$5 55	$5 90
Do., 100 lb. irons	6 15	6 40	6 75
Do., 25 lb. irons	6 40	6 65	7 00
Do., 12½ lb. irons	6 65	6 90	7 25
Bladder, in barrels	7 05	7 30	7 65

Pure putty advance $2 per 100 lbs. over above prices.

TRADE INQUIRIES

(Continued from page 110)

dairy implements and machinery and furniture in K.D.S.

315. **Catalogues and price lists.**—A Durban wholesale firm asks for catalogues and price lists on all lines of hardware, household utensils, lanterns and tools of all kinds.

316. **Catalogues.**—A Natal firm asks for catalogues and price lists from Canadian manufacturers in all lines suitable for wholesale distribution, and in a special way desires information from manufacturers of oil engines, agricultural implements, and heavy milk cans.

317. **Catalogues and prices.**—A Natal firm requests from Canadian manufacturers, catalogues and prices on hardware, cart and carriage material, bolts and nuts, lanterns, shovels, binder twine, brushware, handles, ammunition, wire of all kinds and agricultural and dairy implements.

318. **Agricultural machinery and implements.**—A Natal firm specializing in agricultural implements and machinery requests catalogues and price lists on all supplies suitable for sale to the farming community.

319. **Electrical irons.** — An Orange Free State firm asks for catalogues and price lists for electrical irons and other electrical household appliances.

120. **Wooden spinning tubes.**—A Bristol firm desires to get into touch with Canadian manufacturers of wooden spinning tubes as used in flax and hemp spinning. Samples can be inspected at the Department of Trade and Commerce, Ottawa.

121. **Paper spinning tubes.**—A firm in Bristol is prepared to purchase spinning tubes made of paper, the tubes required for use in the spinning of flax and hemp. Samples can be inspected at the Department of Trade and Commerce, Ottawa.

122. **Paper.**—A South Wales firm wants to import paper suitable for printing newspapers. The paper must be on reels, the width of which to be 22 and 26 inches. Quotations c.i.f. Bristol or Liverpool and time of delivery to be stated.

123. **Cardboard.**—A London firm, open to purchase large quantities of cardboard, would be glad to receive offers from Canadian manufacturers able to fill orders.

124. **Penholders and metallic tips.**—A Birmingham manufacturing company wishes to receive quotations from Canadian manufacturers who can supply red and green enamelled wooden penholders, and also metallic penholder tips. Prices are desired for 100, 500, 1,000 and 10,000 gross lots.

151. **Fir, spruce, white and yellow pine, planed boards.**—A Glasgow firm is in the market for the above; 1-inch to 1½-inch thick in quantities up to £2,000 value with a view to business as soon as conditions permit.

158. **Timber.**—A Glasgow firm wish to hear from Canadian exporters of maple logs, rock elm logs, Douglas fir in planks, soft elm boards, with a view to business as soon as conditions permit.

169. **Calcutta commercial agency.**—A Canadian business man who was employed for five years in a large wholesale importing house in Calcutta, India, proposes to leave Canada for India early in March and will start business there as a manufacturer's agent. He is acquainted with Calcutta, Bombay, Rangoon, Colombo, Madras, Karuchi, and Lucknow, has a colloquial knowledge of Hindustani and is able to conduct business without the need of an interpreter. Would like to get into communication with Canadian manufacturers who require representation in India.

170. **Lumber.**—A French lumber merchant who has fought through the war for four years is about to start business again and wishes to become representative in France of an important Canadian lumber firm. He was in the timber trade for seventeen years prior to the war.

171. **Agency.**—A Belgian merchant wishes to get into communication with Canadian exporters of brushes, handles, woodenware, sponges, mats, chamois-leather dusters, ropes, house-cloths, soap, blackings, etc.

177. **Bolts and nuts.**—An Edinburgh company asks for the addresses of Canadian manufacturers who can supply cup square Whitworth thread bolts and nuts.

178. **Agency.**—A Belgian commission merchant who was in Antwerp for nine years as importer and exporter wishes to represent Canadian houses for any lines saleable in Belgium.

180. **Leather**—A correspondent in Belgium asks for names of Canadian manufacturers of leather and leather goods, lumber and woollen goods, seeking business in that country.

186. **Powdered white lead.**—An Argentine firm of paint manufacturers would like to receive quotations c.i.f. Buenos Aires for powdered white lead in casks of 200 kilogrammes net weight.

187. **Pressure gauges, thermometers, and similar accessories for freezing plants and sugar refineries.**—A Buenos Aires machinery house would like to receive prices f.o.b. New York, and, if possible, samples.

188. **Valves for steam and water.** — A Buenos Aires machinery house would like to receive prices f.o.b. New York, and, if possible, samples.

189. **Rubber irrigation hose, plain and armored.**—A Buenos Aires machinery house would like to receive prices f.o.b. New York, and, if possible, samples.

190. **Packing.**—A Buenos Aires machinery house would like to receive prices, f.o.b. New York, and, if possible, samples.

191. **Factory equipment.** — A Western Siberian organization requires quotations and other particulars from Canadian firms in a position to supply equipment for a cotton-weaving factory with 100 looms, also heating, electric light, fire fighting, water supply apparatus for his factory.

192. **Representation for Russia.**—A Russian with business experience, who intends to open an office and warehouse in Southern Russia, would like to be put in touch with Canadian suppliers of agricultural machinery, implements, tools, electrical equipment, woodworking lathes, chisels, etc.

193. **Saw-milling equipment.** — A firm in Vladivostok, Siberia, requests quotations from Canadian firms in a position to supply frame saw outfits, steam portable winches, circular saw outfits, steam portable engines (60 to 200 horsepower). Further particulars may be had on application.

195. **Tin-plate.**—A party in Irkutsk, Siberia, is desirous of quotations from Canadian firms in a position to supply tin-plate for export.

196. An importer at Ghent is desirous of getting in touch with Canadian exporters of manufactures and produce contemplating trade with Belgium.

198. **Asbestos.**—A Lancashire correspondent wishes to get into touch with Canadian exporters of crude asbestos fibre.

199. A London firm engaged in export trade in the Mediterranean countries would like to get into touch with Canadian exporters from whom they could purchase supplies of Canadian produce and manufactures.

201. **Woodenware.**—A Liverpool firm wish to get into touch with Canadian manufacturers of woodenware, etc., desirous of entering into business relations.

205. **Wooden boxes.**—A London firm wish to get into touch with Canadian makers of wooden boxes willing to manufacture to their specification.

PROGRAM DOMINION BOARD OF RETAIL MERCHANTS' ASSOCIATION

The annual meeting of the Dominion Board of the Retail Merchants' Association of Canada is to be held at the Chateau Laurier hotel at Ottawa, Can., on Monday and Tuesday, March 17 and 18, 1919. Under the heading of Legislation, the subjects which will come up for consideration are in part as follows:

All merchants to keep books from the time they start in business.

That the cost of carrying parcels by mail, as well as catalogues, be paid out of the cost of the same, and no portion be charged to the letter service.

That the distribution of all catalogues when sent by mail be governed by the same rules, regulations and zones that govern the letter service.

Certain amendments to the present proposed Bankruptcy Act.

Certain amendments to the Fire Insurance Act.

Amendments to the Weights and Measures Act.

Amendments to the present Order-in-Council whereby the maintenance of selling prices on trade marked goods is made a legal offence, and amend the clauses regarding the powers given to Fair Price Enquiry Committees.

Legislation to enable retail merchants to sell any article left for repairs.

Proposed amendments to the False Advertising Act.

Legislation to have Thanksgiving Day fall on November 11 of each year.

Legislation to provide for an Inland Trade Commission for the purpose of considering all inland trade matters, similar to the manner in which the Dominion Railway Board deals with all railway matters.

Legislation to abolish the giving of coupons by manufacturers, and the abolishing of all guessing contests.

Legislation to prevent civil servants from having special protection under the Garnishee Act, especially now that the Government has taken over so many lines of railway and employ so many railway employees.

Amendment to the War Stamp Tax Act, so as to remove the present system of having war stamps placed on patent medicines and other articles by retail merchants.

Consider the present or any proposed legislation regarding the Business Profits War Tax.

Consider legislation to compel all persons who sell damaged goods to mark the same accordingly.

An amendment to the Lord's Day Act, making the purchaser of goods sold on the Sabbath day equally guilty with the seller.

RAMSAY'S INVINCIBLE WHITE ENAMEL



Busy During the Winter Season

Keep Your Paint Department

Enamel Sales Count Big

BUY W·S·S WAR-SAVINGS STAMPS

THE UNCONQUERABLE WHITE

THROUGH THE GREAT DEMAND FOR INVINCIBLE WHITE ENAMEL WE ARE NOW PREPARED TO SUPPLY THE TRADE IN ALL SIZES FROM ¼-PINTS TO GALLONS.

This is evidence of *Invincible* White Enamel's value.

ORDER NOW

A. Ramsay & Son Company

77 Years Making Paints and Varnishes

Toronto Montreal Vancouver

Revillon Wholesale Ltd., Distributors
Edmonton District

If any advertisement interests you, tear it out now and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps 25%; B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Canuck" Shells, Smokeless, $41 per M, net; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 12½% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augurs, add 10%
Rockford Auger Bits, 50 and 10%.

Irwin Auger Bits, 10% to 12½% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	$13 25	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No 2, doz.	12 50	13 20
No. 3, doz.	13 50	14 20
No. 4, doz.	14 50	15 25

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BARS, CLOTHES

No. 4, dozen	$ 9 00
No. 5, dozen	11 00
No. 6, dozen	13 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30%.
Standard Quality, 30, 10%.
Side Lace Leather, lb. $1.70-$1.90
Cut Lace Leather, lb. 1.90- 2.20
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50, lb.	5 00
No. 3 x 60, lb.	7 50
No. 4 x 100 lb.	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, IRONING

No. 32, 5 x 12 in., doz.	$11 00
No. 35, dozen	25 00
No. 36, dozen	29 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 20%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 25%.
Machine Bolts, ⅜ in. dia. and smaller, larger lengths, 15%.
Machine Bolts, 7-16 in. dia. and larger, 5%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 30%.
Square Head Blank Bolts, 5%.
Bolt Ends, 5%.
Plow Bolts, 15%.
Elevator Bolts, 10%.
Fancy Head Bolts, 10%.
Shaft Bolts ($3 list), 10%.
Step Bolts, large head ($3 list), 10%.
Whiffletree Bolts, 10%.
Nuts, square, blank, add to list, $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%. Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. ...12-14c
F.O.B. Montreal, London, Toronto.

BRASS

Spring sheets, 24 gauge and heavier, base	$0 40
Rods, base ½ to 1 in., round	0 37
Tubing, seamless, base	0 48
Copper tubing, iron pipe size, base, ¾ in. up to 3 in.	0 52

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy	$14.50-$17
30-gal. Standard	14 00

BOARDS (Wash), Zinc Doz.

Pony	$2 60
Improved Globe	5 40
Neptune	5 40
Standard Globe	5 40
Original Globe	5 90
Jubilee	6 05
Newmarket King	6 05
Western King (enamel)	8 25
Beaver (brass)	7 60

F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 80 4	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list + 5%.
Triplex Spring Hinges, 20-10%.
Chicago Mortise Floor (5,000), 20, 7½ and 5%.
Chicago Relax Floor (6,000), 25-10-10-2½%.
Chicago Premier (4000), 12½%.
Chicago Ajax (3,000), 12½%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20%.
Chicago Screen Door (2000), 40-2½%.
Chicago Screen Door (3000), 16 2-3 %.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN

	Proof Coil Mont'l	Proof Coil Tor'to	Welded Mont'l	Welded Tor'to
3-16 in.	$22.75	$17.00	$.....	$.....
¼ in.	16.75	14.50	21.75	23.70
5-16 in.	14.15	12.50	19.00	18.35
⅜ in.	13.00	11.50	15.90	14.00
7-16 in.	12.75	11.30	15.65	13.80
½ in.	12.50	11.15	15.50	13.65
⅝ in.	12.35	10.95	15.25	13.45
¾ in.	12.25	10.70	15.10	13.20
⅞ in.	12.05	10.60	15.00	13.10
1 in.	11.90	10.50	14.85	13.00

	Electric Welded B.B.	B.B.B.	
3-16 in.	$18.00	$19.00	$..... $.....
¼ in.	14.95	16.00	16.20 .....
5-16 in.	12.55	13.50	13.80 .....
⅜ in.	11.35	12.25	12.60 .....
7-16 in.	11.10	12.00	12.35 .....
½ in.	10.95	11.80	12.20 .....
⅝ in.	10.70	11.55	11.95 .....
¾ in.	10.40	11.25	11.65 .....

	Montreal and Toronto American Proof Coil Chain B.B.	B.B.B.
3-16 in.	$17.25	$.....
5-16 in.	14.25	17.25
⅜ in.	13.00	16.00
7-16 in.	12.75	15.45
½ in.	12.55	15.25
⅝ in.	12.25	.....

Electric Welded B.B.B.—Chain, ¼ in., $13.75; 5-16 in., $12; F.o.b. Toronto.

Cow ties, 20%; trace chains net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl. $2.80-$2.95 in car lots; $3.40-$3.50 bbl. in small lots.

Paris plaster, five-barrel lots $4.00; single barrel, $4.50. F.O.B. Toronto.

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0 $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto Hamilton, Fergus, London, St. John, N.B.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

CHOPPERS, FOOD

Universal—Dozen—No. 0, $19.25; No. 1, $23.30; No. 2, $28.35; No. 3, $36.45.

Russwin—Dozen—No. 0, $19.20; No. 1, $23.40; No. 2, $28.20; No. 3, $36.60.

F. o. b. Montreal, Toronto.

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6.85
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 60
18—6-strand, 50 ft. lengths	5 65
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER

	Montreal	Toronto
Casting ingot, see weekly report.		
Bars, ½ to 2 in.	$43 50	$43 00
Plain sheets, base, 16 oz. and heavier	42 00	46 00
Copper sheet, tinned, 14x60 in., 14 oz.	43 00	.....
Copper sheet, planished, base 16 oz. and heavier	50 00	46 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs: No. 111, $1.55; No. 121, $1.70; No. 122, $2.25; No. 127, $2.25; No. 100, $2.80 per dozen.
F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	77
No. 7, lb.	76
Nos. 8, 9, 10, 12	75

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

	Montreal	Toronto
Prices nominal.		
Ordinary, 52 sheets.	$ 9 00	$ 8 00
Do., 60 sheets.	9 10	8 10

	Apollo	Crown	Gorbals
18x24x52	.....	....	....
60	.....	....	....

COKE, TIN PLATES

	Per box
IC, 20x28 base	$20 00
IX, 20x28 base	23 00
IXX, 20x28 base	27 00
IXXX, 20x28 base	31 00

F.O.B. Toronto

Raven and Murex Grades—
IC, 20x28 base, 112 sheets.
IX, 20x28 base, 112 sheets.
IXX, 20x28 base, 56 sheets.
IXXX, 20x28 base, 56 sheets (Nominal) f.o.b. Montreal.

TERNE PLATES

I. C. 20x28, 112 sheets.... $22 00

F.O.B. Toronto.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$20 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50
Sleepmeter	1 65

F.O.B. Montreal, Toronto, London, Hamilton

CROWBARS, $10.50 per 100 lbs

NAILS
WIRE
STRAIGHTENED-RODS
BALE TIES

The Graham Nail Works

Operated by THE CANADA METAL CO., LIMITED
Formerly operated by H. S. HOWLAND, SONS & CO. LTD.

FRASER AVENUE,
TORONTO

PHONE, PARKDALE 428

ROSIN

from the White Gum Forests of the South direct to the Consumer

ROSIN Our Grades conform strictly to Savannah Board of Trade Standard Types.

Car Load prices furnished on application

TURPENTINE
LINSEED OIL Pure Gum Spirits. We are direct Importers, and Guarantee Purity. Shipments direct from crushers if desired.

Rosin and Turpentine Stocks Carried in Toronto

At our prices you may save money.

Ontario Oil & Turpentine Co., Limited

Naval Stores Importers

We solicit the manufacturers' and jobbers' trade only and do not ship in less than barrel lots.

2004 Dundas Street West, Toronto, Ontario

TURPENTINE

DRILLS—
Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank.

List each.			
1/8	$0.45	19/32	$1.20
5/32	.45	5/8	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.85	⅞	2.10
7/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.
Bit Stock, list per dozen—

3/32	$2.70	⅜	$8.50
1/8	3.00	7/16	10.50
5/32	3.50	½	13.00
3/16	4.00	9/16	15.50
7/32	4.50	⅝	18.00
¼	5.00	11/16	21.00
9/32	6.00	¾	24.00
5/16	7.00	⅞	30.00

Bit Stock Drills ..... 37½ to 40%
Blacksmiths', ½-in. shank.. 37½%
Straight Shank 37½%
Straight Shank, wire..... 37½%
Taper Shank 37½%

DOORS,
See Screen Doors.
F.O.B. Toronto.

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares.

FILES AND RASPS
Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade.....	50
J. Barton Smith, Eagle.....	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	25-27½%
Black Diamond	25-27½%
Delta Files	20
Firth Files	50

F.O.B. Toronto, Montreal, London and Hamilton.

FITTINGS
Cast iron fittings, 12½%; Malleable bushings, 28%; cast bushings, 28%; unions, 35%; plugs, 22% off list. Net prices Class B, black, 24c lb.; Class C, 16c lb.; galvanized, Class B, 33c lb.; Class C, 24c lb.
Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	3 00
Under 40 lbs.	3 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1".	$11.25-$12.75
Russet rope shank, 1¼ in...	13 85
Black rope shank, 1 in.....	13 75
Black rope shank, 1¼ in.	12-50-13 85
Hand sewn, no shank, 1 in..	17 40
Hand sewn, no shank, 1¼ in.	18 75

Halters (Sisal)
7-16 in. gross, $24; 9-16 in., $36.
F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt...	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under....	22 50
Napping, up to 2 lbs.....	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)
All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neckyokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.
F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.....	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Perfect, No. 1½.....	13 20-13 80
Storm King and safety hangers, doz	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP
Heavy, Net Prices.

	Strap Doz. pairs.	Tee pairs.
4-inch	$2 70	$2 30
5-inch	3 33	2 88
6-inch	3 60	3 24
8-inch	4 86	3 69
10-inch	8 64	6 57
12-inch	10 71	10 44
14-inch	12 24	10 62

Light, Net Prices, figured at discount 10%.

3-inch, doz. pairs..	$0 90	$0 90
4-inch	1 08	0 99
5-inch	1 26	1 17
6-inch	1 53	1 35
8-inch	2 25	1 60
10-inch	....	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6-in., $4.80; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.
Discount, 25%.
F.o.b. Toronto, London, Hamilton, and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOES, Grub $10 50 11 00

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz...	$4 15	$5 00-$5 50
No. 3, per doz...	4 25	5 50- 6 40
No. 4, per doz...	4 35	6 00- 7 40
Little Giant	6 00	....
Barden Patent ..	6 00	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
		Less 20c	
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron ..	1-8	7 75	8 00
Heav yiron ...	6-8	7 75	....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Fetherweight "XL" steel ..	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight(front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS
Nos. 0, 1, 2, and larger, sharp and blunt. $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft...	$17 50
Corrugated, ⅝ in., 100 ft...	20 50
Corrugated, ¾ in.	$23 50
Corrugated, 1 in., 100 ft. ...	35 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS
Coppered wire, 3 in., $1.10 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL
See weekly report.

IRON, TINNED
Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots..	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished per set	$1 95
Mrs. Potts, No. 50, nickel-plated, set	2 10
Mrs. Potts, handles, japanned, doz.	1 65
Sad irons, common, plain, 3, 4, and 5 lbs.....	9 20
Sad irons, plain, 6 lbs. up....	7 00
Sad irons, common, plated..	5 50
Princess Electric, each.	$4 00 4 10
Canadian Beauty Electric Irons—	
Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each....	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

Step Ladders	Per ft.
Perfect, 6 to 10 ft. only....	$0 31
Hercules, 4 to 10 ft.....	0 33
Hercules, 12 to 14 ft.....	0 38
Faultless, 4 to 10 ft. only...	0 29
Ontario, 4 to 10 ft. only....	0 26
Shelf Lock, 4 to 8 ft. only....	21

Single and Fruit Picking

10 ft. to 16 ft.	20c ft.
18 ft. to 20 ft.	23c ft.
Chair ladders, each.....	2 00

F.o.b. Toronto, Hamilton, London.

Extension Ladders	Per ft.
Up to 32 ft.	0 20
34 to 40 ft.	0 22

F.O.B. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain ...'....	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (round reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short .....$0 95-$1 10	
Cold blast 1 00- 1 10	

3 doz. cases, 95c doz.z; 6 dozz. cases, 30c doz.

Cold blast, genuine ruby	$4.75

F.o.b. Toronto, London, Hamilton, and Montreal.

LATCHES

	Per doz.
Steel Thumb, No. 2....$1 90-$2 00	
Steel Thumb, No. 3.... 2 50- 2 70	
Steel Thumb, No. 4.....	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian $10 00	
Dowswell	10 00
Noiseless	15 50
Hamilton	12 00
Ottawa	10 50
Peerless	10 50
Snowball	15 00
Momentum	16 50
New Century, style A.....	16 50
New Century, style B.....	18 00
Playtime, engine drive.....	22 00
Ideal Power	28 00
Seafoam, electric ... .107 00	
Seafoam, engine drive	49 00
New Idea, electric	134 00
Sunshine	9 50
Popular, No. 1	10 50
Popular No. 2	10 00
Economic	12 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand....	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	50 50
Do., do., electric	108 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Perfection, engine drive....	55 50
Perfection, engine drive...	15 50
Gem	16 50
Winner, plain	13 50
Connor Improved	10 00
Jubilee	9 50
Canada First	19 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in..	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz. $12 50	$13 25	
Pick, doz.	12 50	13 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$29 40
No. 8, dozen	33 60
Universal—	
No. 4, doz. $38 10	39 60
No. 8, doz. 46 40	48 60

MOPS

O-Cedar, doz, net $12 00	
Sprustex, No. 2, doz...$8 00	8 40
S.W. Mops, complete, doz. 5 25	5 40
Mop Sticks, doz., No. 8....	2 00
Cast Head Mop, doz.	2 00
Crescent, doz., No. 10.. 2 50	3 85
Crank wringing, doz.	6 90

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac 40-10%	
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London Hamilton.

NAILS
List adopted July 10, 1912.
Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.50 base.
Freight equalized on above points.
F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.55 base.
Freight equalized on above points Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $5.62½.
Sault Ste. Marie, Port Arthur, Fort illiam, $5.55 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.
Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.
Cut Nails—Montreal, $5.35 base; Toronto, $5.35 base; London, $5.35; Hamilton, $5.35; no equalization of freights.
Roofing Nails—American, large head, keg, $10.
F.o.b. Montreal, Toronto, Hamilton.

NAILS (HORSE)
C Brand

Size	Per 100 lbs.
Capewell—	
No. 5	$23 00
No. 6	22 00
No. 7	21 00
No. 8	20 00
Nos. 9 to 12	19 00

Discount, 10%.

Lowe Brothers Paints

Why You Can Expect a Big Demand for Paint This Year

A few reasons why you should take inventory of your paint stock now and be prepared for the business that is coming.

Very little painting has been done during the past four years—people have been too busy with war work.

But a house cannot go many years without paint and not show signs of deterioration—and many houses are showing these signs now.

The only thing that will prevent rapid decay from now on is paint—and lots of it.

In anticipation of the return of their boys from France people are now planning a great deal of inside and outside painting. They don't want their sons to come back and find the home they have been away fighting for shabby and run down for want of paint.

A more plentiful supply of labor this spring and summer—the return of thousands of painters and decorators to their trades.

A great building revival, helped along by Federal and Provincial Government loans for the building of homes. Government plans are already being put into effect.

Large Government contracts for public works—highways, harbor work, Government buildings.

All building activity has a direct effect on the demand for paint.

A general overhauling and repainting by the railways of their stations, freight buildings, rolling stock and bridges which were forced to go with very little paint during the war.

All this points to a brisk demand and steady prices, and the far-sighted dealer will look over his stock now and get it in shape to meet the demand which is coming.

Lowe Brothers, Limited
Toronto

Dayton New York Boston Chicago Kansas City Minneapolis Atlanta

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
4	1¾"	10 00
3	1⅝"	$20 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch...	10 50	36 inch...	$15 00
30 inch...	12 75		

½ inch mesh and 22 ga. wire.

24 inch...	$15 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

OAKUM

Best (American)	$21 00-$22 00
U.S. Navy (unspun)	
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	
U.S. Navy (spun)	21 50
Plumbers (spun)	$10 00- 10 50

F.o.b. Montreal, Toronto

OILS	Montreal	Toronto
Royalite, gal.	0 20½	0 19½
Palacine, gal.	0 23½	0 22½
Gasoline, net, gal.	0 34	0 33

	List	Gallon
Black oil (Summer)	0 19½	0 18½
Black oil (Winter)	0 20½	0 19½
Imperial Kerosene Tractor	0 55	
Capital cylinder	0 62	0 61
Machine oil, regular grades	33½-42½	32½-41½
Standard gas engine oil	0 40½	0 39½
Paraffine	0 29	0 28

List, less 15% on above.

Polarine Oil, list	0 90
Polarine Oil, heavy, list	0 90
Gargoyle Mobiloil, Hst	1 33

List, less 25% on above.

Fuel oil, bbls. net	0 10¼
Fuel oil, tank cars, net	0 08¾

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER	Per 400-ft. roll
Dry Fibre, No. 1 roll	$1 10-$1 20
Dry Fibre, No. 2 roll	0 62- 0 65
Anchor Brand	1 20
Rosin Sized Sheeting, red	1 05
Do., blue	1 10
Tarred Fibre, No. 1 roll	1 25- 1 30
Tarred Fibre, No. 2 roll	0 77- 0 83
Surprise Fibre	0 67- 0 71
Tarred felt, per cwt.	4 10
Cyclone (dry)	1 20
Cyclone (tarred)	1 30
Joliet (dry fibre)	0 65
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeting (per 100 lbs.)	13½ 0 15
Carpet Felt, 16 oz., per 10 lbs.	$5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—

5 to 6 lbs., doz.	$12 00
6 to 7 lbs., doz.	12 75
7 to 8 lbs., doz.	13 50

Rock—

7 to 8 lbs., doz.	12 50

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in.	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 38.

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 00	$ 8 00	$.....	$.....
¼ in.	4 68	6 81	5 28	7 41
⅜ in.	4 68	6 81	5 28	7 41
½ in.	6 21	7 78	7 06	8 63
¾ in.	7 82	9 95	8 97	11 10
1 in.	11 56	14 71	13 26	16 41
1¼ in.	15 64	19 90	17 94	22 20
1½ in.	18 70	23 76	21 45	26 54
2 in.	25 16	32 01	28 86	35 20
2½ in.	40 37	51 19	.....	.....
3 in.	52 79	66 94	.....	.....
3½ in.	67 16	84 18	.....	.....
4 in.	79 57	99 74	.....	.....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in.	$28 86	$35 34	$32 56	$39 03
2½ in.	42 12	52 36	47 97	58 21
3 in.	55 08	68 47	62 73	76 12
3½ in.	69 00	86 94	78 20	96 14
4 in.	81 75	193 00	92 65	113 90
4½ in.	93 00	118 00	112 00	137 00
5 in.	108 00	137 00	130 00	159 00
6 in.	140 00	178 00	169 00	206 00
7 in.	283 00	292 00	219 00	268 00
8 L in.	193 00	244 00	230 00	281 00
8 in.	222 00	281 00	265 00	324 00
9 in.	266 00	336 00	.....	.....
10L in.	246 00	312 00	294 00	360 00
10 in.	317 00	402 00	379 00	464 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list		$8 00
3 in., in 10-ft. lengths, list		9 70
4 in., in 10-ft. lengths, list		12 80
5 in., in 10-ft. lengths, list		17 50
6 in., in 10-ft. lengths, list		21 30

Net list.

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

Medium and extra heavy pipe, 2 to 6 inch	15%
Medium and extra heavy fittings, 2 to 6 inch	25%
8 inch pipe and fittings	Net list

F.O.B. Toronto, Montreal

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	8 50
Navy pitch, per bbl.	6 50

Montreal, Toronto.

POLISH (O-Cedar)

4-oz bottles, doz., list	3 00
12-oz. bottles, doz., list	6 00
1-qt. can, doz., list	15 00
½-gal. cans, doz., list	24 00
1-gal. cans, doz., list	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—

4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 25%; Iron Burrs, 25%.

Copper rivets, usual proportion of burrs, add 15%; burrs, add 40%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING Per square

Samson, 1-ply, roll	$2 30
Samson, 2-ply, roll	2 75
Samson, 3-ply, roll	3 30
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
R. S. Special, 3 ply	2 25
Amazon, 1-ply	2 05
Amazon, 2-ply	2 35
Amazon, 3-ply	2 65
Everlastic, 1-ply	1 80
Everlastic, 2-ply	2 10
Everlastic, 3-ply	2 40
Good Luck, 1-ply	1 80
Good Luck, 2-ply	2 10
Good Luck, 3-ply	2 40
McCombe Sp., 1-ply	1 75
McCombe Sp., 2-ply	2 00
McCombe Sp., 3-ply	2 25
Black Cat, 1-ply	2 05
Black Cat, 2-ply	2 35
Black Cat, 3-ply	2 65
Black Diamond Ready Roofing, 2 ply	1 12
Black Diamond Ready Roofing, 3 ply	1 38
Liquid roofing cement, per gal. in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 50
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto, London, Montreal.

ROPE	Lb.
Pure Manila basis	35½
British Manila basis	31
New Zealand hemp basis	31
Sisal basis	27½

Above quotations are basis prices ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	54
Halyards	47
Hemp, deep sea line basis	47
Hemp, tarred ratline basis	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42
Italian rope basis..On application	
Cotton, ⅛ in.	0 81¾
5-32 in.	0 80¾
3-16 in.	75 77½
¼-in. and up	74 76¼

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star Sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Toronto, Montreal.

SCALES	Scale List	Stamping extra
Champion—		
4 lb.	$ 5 50	$0 20
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10 lb. Household	5 00	0 10
25-lb Household	6 00	0 30

Champion list prices subject to a discount of 5%; Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES	Doz.
Cast Steel	$15 00
Golden Clipper	16 00
Little Giant	17 00
Bush	15 50

F.o.b. Toronto, London.

SCREEN DOORS

Kasement, No. 1, 2 ft. 8 in., $28.80; 2 ft. 10 in., $30.00; 3 ft., $31.20; Nos. 2, 3 and 4, 2 ft. 8 in., $31.20; 2 ft. 10 in., $32.40; 3 ft., $34.20 dozen.

SNATHS	Doz.
00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	20
Hexagon cap	20

Wooden Bench Screws

Dozen	$7 00

SHEETS, BLACK

See Montreal and Toronto report

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

10¾ oz.	$8 50
U.S. 28	8 10
U.S. 26	7 80
22 and 24	7 65
18 and 20	7 50
16	7 35
14	7 20

F.o.b. Hamilton and Toronto

Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75, 26-gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand.	Montreal	Toronto
14 gauge		
16 gauge		
18-20 gauge		
22-24 gauge		
26 gauge		
28 gauge		
10¾ ozs.		

Add 25c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16			
18-20			
22-24			
26			
28			

Less 25c in case lots

SHINGLES Per sq.

Standard galvanized	$10 00
Standard painted	8 00

Discount 7½%.

SIDING METAL

Standard galvanized	$8 50
Standard painted	6 50

Discount, 7½%

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

SOLDERING COPPERS

Base, 3 to 8 lbs., 54½c., F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	18 75
Perfection No. 33, 3-burner	24 25
Perfection No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Discount 25% off list.

Freight allowed on shipments of 12 stoves.

McClary Glass Front Oven No. 70, each, net	4 25
Detroit Glass Front Oven No. 85, each, net	4 50

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters.	List
No. 525, each	7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list.

Freight allowed on shipments of 24 heaters.

While down for the Convention
You are cordially invited to

Visit the C.C.M. Weston Plant

The most complete Bicycle Factory on the American Continent
See for yourself the Quality of

"CLEVELAND" "MASSEY" "RED BIRD" "PERFECT" "COLUMBIA"

C.C.M. BICYCLES---90% "Made in Canada"

BICYCLE ACCESSORIES
MAXIM SPARK PLUGS
AUTOMOBILE SKATES

Canada Cycle & Motor Company, Limited

MONTREAL TORONTO WESTON WINNIPEG VANCOUVER

Go After the Best Varnish Jobs

The fine jobs are the real money-makers. Easier to handle—more profitable—they bring new business. To get them you need the support of a thoroughly good varnish

DOUGALL VARNISH

"the varnish that lasts longest"

backs up your good work and gives you a job to be proud of and it won't cost you a cent more than a second-rate job. Its fine working qualities cut down the amount of materials needed and the labor. The extra durability is just so much to the good. Your customers know about Dougall Varnish through our advertising and will be ready to pay your price for a good job.
Shall we send you information about our products?

DOUGALL TRANSPARENT INTERIOR
DOUGALL TRANSPARENT FLOOR
DOUGALL TRANSPARENT SPAR
DOUGALL NO-GLOSS INTERIOR
DOUGALL SEMI-GLOSS INTERIOR
DOUGALL UNIVERNISH
DOUGALL WHITE ENAMEL
DOUGALL ENAMEL UNDERCOATING

The Dougall Varnish Co. Limited

MONTREAL CANADA
Associated with Murphy Varnish Co., U.S.A.

QUALITY DOUGALL VARNISHES FIRST

If any advertisement interests you, tear it out now and place with letters to be answered.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	25 and 25	25 and 25	25 and 25
Draining Tools	25 and 25	25 and 25	....
Hollow Back Scoops	25 and 25	....	25 and 25
Sand Shovels	25 and 25	....	25 and 25
Hollow Back Shovels	25 and 25	....	25 and 25
Hollow Back Coal Shovels	25 and 25	....	25 and 25
Riveted Back Scoops	25 and 25	25 and 25	25 and 25
Miners' Spring Point Shovels	25 and 25	....	....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	....
Hollow Back Scoops, No. 2, black	34.50	....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	....	30.00
Sand Shovels, No. 2, black	27.50	....	24.00
Hollow Back Shovels, No. 2, black	27.50	....	24.00
Riveted Back Scoops, No. 2 black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	....	....

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

	Bissell's Doz.
American Queen, Nickeled Fittings, Cyco Ball Bearing	$48 00
Club, Jap, Cyco Bearing	102 00
Champion, Nickeled Fittings	40 00
Champion, Japan'd Fittings	34 00
Grand, Nic., Cyco B.B.	61 00
Grand, Jap., Cyco B.B.	55 00
Grand Rapids, Nic., Cyco B.B.	45 00
Grand Rapids, Jp., Cyco B.B.	39 00
Parlor Queen, Nic., Cyco, B.B.	51 00
Princess, Nic., Cyco B.B.	46 00
Standard, Nickeled Fittings	42 00
Standard, Jap'd. Fittings	36 00
Universal, Nic., Cyco Bearing	43 00
Universal, Jap., Cyco Bearing	37 00

SWEEPERS, VACUUM

	Bissell's Doz.
Grand Rapids, Nic.	$98 00
Household, Jap.	88 00
Superba, Nic.	114 00

F.o.b. factory Niagara Falls, Ont., Prices guaranteed by manufacturers against their own decline to June 30, 1919. Also stocked by jobbers.

SWEEPERS (ELECTRIC)

Steel frame	36 40
Aluminum frame	43 90
Attachments, set	8 25

F.o.b. Toronto, Hamilton, London.

TACKS

	Discount
Wire Tacks	60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 10%
Shoe findings list adopted July 5, 1917—Net list.	
List of Capped Goods adopted Jan. 1, 1916	60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOASTERS, ELECTRIC

Canadian Beauty	$4 50
Upright, with rack	$6 40

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount.

F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10		Net List

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME)

	Doz. with chain
Victor, No. 1	$2 20
Jump, No. 1	2 95
Hawley & Norton, No. 1	3 45
Newhouse, No. 1	5 00

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER)

	Per lb.
500 ft.	$0 22
550 ft.	0 23¾
600 ft.	0 25
650 ft.	0 26½

In 5-ton lots ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb. 75-77-80¾

4-ply, wrapping, lb. 79-81¼-85

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.o.b. Newmarket

VALVES

	%
Ground work	40
Compression work, standard	45
High grade	41
Cushion work	40
Fuller work, standard	43
High grade	36
Basin cocks, No. 0 Standard	38
High grade	38
Bath cocks	48
Flatway stop and waste cocks, standard	47
High grade	45
Roundway stop and waste cocks, standard	45
High grade	45
Brass steam cocks, standard.	10% advance on list
Radiator valves, standard	10
D., removable seat	Net list
Patent quick opening valves.	30
Globe, angle and check valves, standard	Net
Do., Jenkins Disc.	5% advance on list

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 40-10%.

Colonial, 27½%.

Imperial Ware, 27½%.

Pearl, 27½%.

Premier, net list.

Canada Ware, net list.

Diamond, net list. White Ware, 45%

Japanned Ware, list plus 30%.

Japanned Ware, White, list, plus 40%.

Plain and Jap Sprinklers, list plus 30%.

Barb $6.75

Stamped Ware, plain, 45%.

Stamped Ware, retinned, 40%.

Copper Bottoms, list, plus 10%.

Tinners' Trimmings, plain, 45%.

Tinners' Trimmings, retinned, 40%.

Tinners' Trimmings, general, list plus 20%.

Factory Milk Cans, list plus 50%.

Milk Can Trimmings, list, plus 60%.

Cream Cans, list plus 25%.

Railroad Cans, list, plus 20%.

Pieced Tinware, C.B., list, plus 70%.

Sheet Iron Ware, list, plus 20%.

Pieced Ware, ordinary, list, plus 50%. Fry Pans, 40%.

Spiders, steel, net list; cast iron, 10%.

Fire Shovels, Japanned, list, plus 20%.

Steel Sinks, painted, list plus 25%.

Steel Sinks, galvanized, list plus 25%.

Light Galv. Pails and Tubs, list plus 30%.

Heavy Galv. Pails and Tubs, list, plus 20%.

Garbage Pails, list, plus 20%.

Jap. Coal Hods, list, plus 40%.

Galv. Coal Hods, list, plus 50%.

Paper Lined Boards, 30 and 10%.

Wood Lined Boards, 30%.

Stove Pipe, patent, per 100, 6 in., $22.28; 7 in., $23.87.

Common, made-up, per 100, 5 and 6 in., $24.67; 7 in., $26.07.

Polished, made-up, per 100, 5 and 6 in., ...; 7 in., ...

Stove Pipe Thimbles, 45%.

Copper Boilers, list, plus 10%.

Copper Tea Kettles, list, plus 10%.

Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.

Copper Tea and Coffee Pots, list, plus 10%.

Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

Nickel-plated Ware, 50%.

F.o.b. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS

Round plain. Sizes given are size of hole. In boxes of 50 lbs., list prices, per 100 lbs.—¼-in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.20; ⅞ in., $18.20; 15-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 33 1-3 per cent. Net extras, 26 to 49 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb. per 100 lbs.	$5.50-$5.85	$5.50	$5.35
Section, ½ lb. per 100 lbs.	$5.50-$5.85	$5.50	$5.50
Solid, 3 to 30 lbs., per cwt.	4.25	4.25	3.75

WHEELBARROWS

Navvy, steel wheel, doz.	$58 20
Garden, steel wheel, doz.	68 40
Light garden, doz.	55 80

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire	Per 100 lbs.
No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35
Stovepipe Wire	
No. 18	9 00
No. 19	9 50
Hay Wire in Coils	
No. 13	6 85
No. 14	7 00
No. 15	7 20
No. 16	7 45
Smooth Steel Wire.	
Nos. 0-9 gauge, base	6 25

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

List of extras in 100-lb. lots, net

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 10

Oiled and Annealed Wire	
No. 10	$6 45
No. 11	6 47
No. 12	6 55
Wire Bale Ties	
No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45
Fence Wire	
No. 9 pl. galv.	5 40- 5 75
No. 12 pl. galv.	5 55- 5 95
No. 13 pl. galv.	6 65- 6 05
No. 9 coil sp.	5 45- 5 85
No. 12 coil sp.	5 60- 6 00

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples	
Fence staples, bright	$5 75
Fence staples, galvanized	6 50

In 25-lb. boxes add 50c extra.

Poultry Netting Staples	
Poultry netting staples, galvanized, list	$12 00

Less discount of 12½%.

Bright poultry netting staples $1.10 less than galvanized after discount has been made.

Copper and Brass Wire	
Copper wire	10%
Brass wire, 3 to 24 gauge, add	40%
25 to 36 gauge, add	25%
Wire Cloth	
Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls	$3 25
In 50-ft. rolls	3 30
Galvanized, per 100 sq. ft. in 100 ft. rolls	4 75 5 50
Bronze, sq. ft.	0 14

F.o.b. Toronto, Hamilton, London

Wire Goods	
Discounts apply to list adopted Nov. 20, 1916.	
Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 80
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 40
Eclipse	97 70

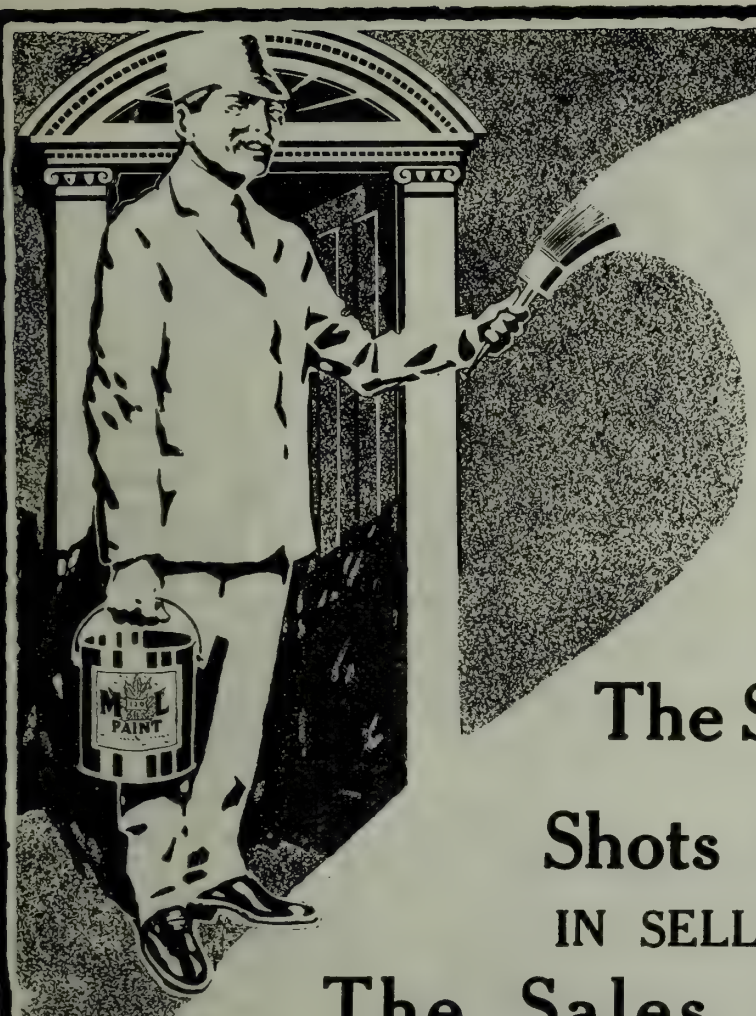
Discount off above list, 30% and 5%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal Toronto, Kingston, Hamilton, London, St. Mary's.

For zinc products and zinc sheets See weekly report

WRENCHES

Trimo—	Doz. net		Doz. net
8 in.	$15 60	18 in.	$35 00
10 in.	17 40	24 in.	50 50
14 in.	24 45		
Coes—	**Doz. net**		**Doz. net**
6 in.	$14 60	15 in.	$35 00
8 in.	17 50	18 in.	46 60
10 in.	20 40	21 in.	56 80
12 in.	26 20		
Stillson—	**Each**		**Doz. net**
6 in.	$1 20		$14 00
8in.	1 35		15 60
10 in.	1 50		17 40
14 in.	2 10		24 45
18 in.	3 00		35 00
24 in.	4 35		50 60
36 in.	....		94 20
48 in.	....		139 20



M L
QUALITY

The Shots that Hit
are the
Shots that Count
IN SELLING PAINT
The Sales that Stick
are the
Sales that Count

When the customer is satisfied to come back for more, when your turnover is frequent and your profit sure.

The first sales of

Maple Leaf
PAINTS and VARNISHES

both stick and count for continued permanent business.

Our selling plan for 1919 in the interest of our agents will be sent with full information about Maple Leaf lines at your request.

THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8.90 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID

Bronzing liquid, No. 1 ..... $1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE	Montreal	Toronto
Per lb.	13-14	15-16

COLORS (DRY)	Per lb.
Raw Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Raw Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Imp. green, 100 lb. kegs	0 25
Chrome green, pure	0 35
Chrome yellow	17-31
Brunswick green, 100 lb. k.	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100 lb. k.	0 06
Venetian red, best bright	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry	0 15
Golden ochre, 100 lb. kegs	0 06½
White ochre, 100 lb. kegs	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	3½-5
French ochre, barrels	0 06
Spruce ochre, 100-lb. kegs	7-8c
Canadian red oxide, bbls.	2 -2¼
Super magnetic red	2¼-2½c
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

1 lb. tins—

Venetian red	0 21
Indian red	0 35
Chrome yellow, pure	0 53
Golden ochre, pure	30-32
French spruce ochre, pure	25-28
Greens, pure	28-35
Siennas	0 32
Umbers	0 32
Ultramarine blue	0 52
Prussian blue	1 50
Chinese blue	1 50
Drop black	0 30
Ivory black	0 31
Signwriters' black, pure	0 40
Lampblack	0 40
Marine black, 5 lb. irons	0 20

F.o.b. Montreal, Toronto.

ENAMELS (white)	Gal.
Duralite	$6 50
Albagloss	3 50

GLUE	Per lb.
Brantford All Round Glue—	
Case No. 7—50-lb. pkgs.	$28 00
Case No. 8—100 ½-lb. pkgs.	31 00
Case No. 9—200 ¼-lb. pkgs.	38 00

Discount.

French medal (prices withdrawn)	
English common sheet	32-34
English prima	35-38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	28-30
Ground glue, No. 2, 112-lb. bags	22-24
Do., No. 2, less than bags	24

GLASS	Single	Double
Per 100 ft.	Thick	Thick
Under 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 20 to 25%.
Sheet glass, 5 to 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE	
Plates up to 1 foot, each	$0 80
Plates from 1 to 2 feet, each	0 90
" 2 to 3 "	0 95
" 3 to 4 "	1 15
" 4 to 5 "	1 35
" 5 to 7 "	1 50
" 7 to 10 "	1 70
" 10 to 12 "	1 75
" 12 to 15 "	1 85
" 15 to 25 "	1 95
" 25 to 50 "	2 15
" 50 to 75 "	2 20
" 75 to 90 "	2 25
" 90 to 100 "	2 30
" 100 to 120 "	2 60
" 120 to 140 "	2 90
Plates 101 to 110 wide containing not over 100 ft. each	3 00
Plates 111 to 120 wide containing not over 100 ft., each	3 40
Plates 101 to 110 wide containing over 100 ft., each	3 40
Plates 111 to 120 wide containing over 100 ft., each	3 75

Trade Discount, 25%.
City deliveries, 33 1/3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS

Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 20c advance per 100 lbs. F.o.b. London and Windsor, 40c per 100 lbs. F.o.b. Toronto and Hamilton, 30c per 100 lbs. F.o.b. Fort William and Port Arthur, ... per 100 lbs.

Maritime differential 35c per 100 lbs over Montreal.

	Montreal	Toronto
Anchor, Pure	$16 00	$16 30
Crown Diamond	16 00	16 30
Crown, Pure	16 00	16 30
Green Seal	16 00	16 30
Ramsay's Pure	16 00	16 30
Moore's Pure	16 00	16 30
Tiger, Pure	16 00	16 30
O.P.W. Dec. Pure	16 00	16 30
Red Seal	16 00	16 30
Decorators' Pure	16 00	16 30
O.P.W. English	16 20	16 50
Elephant Genuine	16 50	16 80

B.B. Genuine Lead, less than tons, $17.45, Toronto; $16.90, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$14 00	$14 50
Genuine, 100-pound kegs, per cwt.	14 75	15 50
Less quantity	16 00	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE

	Per pound Dry	Paste
Barrels, 600 lbs.	$....	$0 21
200s	0 32½	....
100s	0 33	0 22
50s	0 33	0 23
25s	0 34½	0 23
10s	0 35	....
5s	0 36	0 25
2s	....	0 26½
1s	0 39½	0 29
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton and London.

MURESCO

Tints, 5-lb. packages, per 100 lbs. $9.60; white, 5-lb. packages, $9.00.
F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon, 1 gallon can basis

Elephant, white	$4 20
Elephant, colors	3 80
B.H. English, white	4 30
B.H. English, colors	4 05
B.H. Floor	3 50
B.H. Porch Floor	4 05
Minerva, white	4 15
Minerva, colors	3 90
Crown Diamond, white	4 05
Crown Diamond, colors	3 80
Crown Diamond, floor	3 50
B.H. Fresconette, white	3 35
B.H. Fresconette, colors	3 25
Moore's House Colors, white	4 05
Moore's House Colors, colors	3 90
Moore's Egyptian Paint, all colors	3 25
Moore's Floor Paint	3 50
Moore's Sani-Flat	3 00
Moore's Mooramel	6 50
Jamieson's Crown Anchor	3 55
C.P.C. Pure, white	4 30
C.P.C. Pure, colors	4 05
O.P.W. Canada Brand, white	4 05
O.P.W. Canada Brand, colors	3 75
O.P.W. Canada Brand, floor	3 50
O.P.W. Flat Wall, white	3 35
O.P.W. Flat Wall, colors	3 25
Ramsay's Pure, white	4 15
Ramsay's Pure, colors	3 85
Martin-Senour, 100%, white	4 30
Martin-Senour, 100%, colors	4 05
Martin-Senour, Porch Paint	4 05
Martin-Senour, Neutone, white	3 35
Martin-Senour, Neutone, colors	3 25
Senour's Floor Paint	3 50
Sherwin-Williams, white	4 30
Sherwin-Williams, colors	4 05
Sherwin-Williams Floor	3 50
Flat Tone, white	3 35
Flat Tone, colors	3 25
Lowe Bros., H.S., white	4 30
Lowe Bros. H.S., colors	4 05
Lowe Bros. Hard Drying Floor	3 50
Mellotone, white	3 50
Mellotone, colors	3 35
Sanitone, white	3 35
Maple Leaf, white	4 30
Maple Leaf, colors	4 05
Maple Leaf, floor	3 50
Pearcy's Prepared, colors	3 50
Pearcy's Prepared, white	3 75

F.o.b. Montreal, Toronto.

PARIS GREEN	C.P. Berger's	and Munro's Per lb.
In barrels, about 600 lbs.	0 60¼	0 61
In arsenic wegs, 250		
In 50 lb. and 100 lb. drums	0 61¼	0 62
In 25 lb. drums	0 62¼	0 63
In 1 lb. packets, 100 lbs. in case	0 64¼	0 65
In ½ lb. packets, 100 lbs. in case	0 66¼	0 67
In 1 lb. tins, 100 lbs. in case	0 66¼	0 67

Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PUTTY	Montreal Standard	Toronto Less than tons
Bulk, in casks	$5 60	$5 90
Bulk, 100-lb. drums	6 45	6 75
Bulk, 25-lb. drums	6 70	7 00
Bulk, 12½-lb. irons	6 95	7 25
Bladder, in bbls.	7 35	7 65

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2 cwt. advance.
Ottawa prices are 20c, Hamilton 30c London and Windsor 40c per 100 lbs over Montreal quotations.

ROSIN

Barrels, 100 lbs.	$8 00
Less, per lb.	0 10

SHELLAC

Pure White, gal.	5 15
Pure Orange, gal.	4 75

Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$3 30
B.H. Vanisher	3 00
Cumoff	3 30
Takof	3 25
O.P.W. Presto	2 75
Lingerwett	2 80-3 25
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins	$1.32-$1.45
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz.	1 40
Depend-on, list	3 50
B.H. Maritime Spar, list	7 00
Everlastic, Depend-on and Maritime Spar subject to discount of 40%	
Elastilite	3 50
Granitine Floor Finish	3 50
Hydrox Spar	3 65
Sun Varnish	2 60
Sun Spar	4 65
Sun Waterproof Floor	3 40
Jasperite Interior and Exterior	3 00
Jasperite Pale Hard Oil	2 25
Jasperite Indestructo Floor Finish	2 65
Jamieson's Copaline	3 60
M-S Marble-Ite Floor	3 20
M-S Wood-Var	3 20
M-S Double Spar	4 87
M-S Finest Interior	3 50
Elastic Interior	2 65
Mar-not	3 40
Quick Action House	2 47
Rexspar	4 62
Sear-Not	3 54
Kyanize Spar	4 95
Kyanize Cabinet Rubbing	3 95
Kyanize Interior	3 50
Luxeberry light	3 20
Luxeberry granite	3 50
Luxeberry spar	4 95
Ramsay's Universal	2 92
Crown Diamond Floor	2 50

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 07
Coralite, 5-lb. pkgs., colors	0 07½
B.H. Frescota, 5-lb. pkgs., white	7 80
B.H. Frescota, 5-lb. pkgs., colors	3 40

F.o.b. Montreal, Toronto.

WASTE	
Cream, Polishing	$0 21½

WHITE	
XXX	0 20
XX	0 19
X	0 17½
XC	0 16
Japanese	0 15
XXX Extra	0 19½
XX	0 18½
XLCR	0 17
X Empire	0 15½
X Press	0 14

COLORED	
No. 5	15
No. 1	14
No. 7	13
No. 1A	11½
No. 1B	10½
Fancy	16½
Lion	15
Standard	13½
Popular	12
Keen	10½

Above lines subject to trade discount for quantity.

WAX	Per lb
WAX	Per lb.
C. & B. Floor Wax	$0 40
B.H. Wax	0 40
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 45
Old English	0 53 0 62
Johnsons	0 57 0 62
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Edwards, lb.	0 40
Ramsay's	0 45
S. & W.	0 54
Crown Diamond	0 45

F.o.b. Montreal and Toronto.

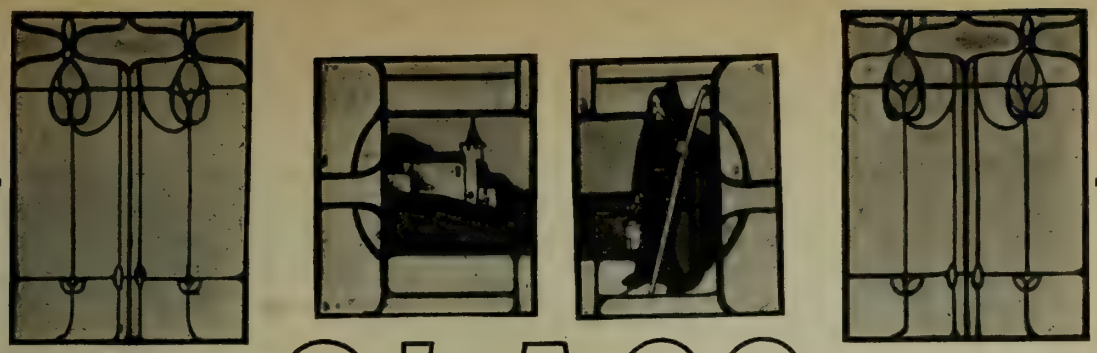
WHITING	
Plain, in bbls	$2 50

F.o.b. Montreal, Toronto, London.

Gilders, bolted, in bbls.	$3 00

WOOD ALCOHOL	per gal.
In five gallons	$1.80-$1.90
In barrels	1.70

¢4 extra for barrels
F.o.b. Montreal, Toronto, London.



GLASS

Now is the Time to Sort up on

WINDOW GLASS

ALL WEIGHTS

16-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce and 39-ounce.
WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS.
WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE, MIRRORS, FIGURED, WIRED, LEADED AND WINDOW GLASS.
CATALOGUES AND PRICE LISTS FREE ON APPLICATION. WRITE, PHONE OR WIRE YOUR WANTS.

HOBBS MANUFACTURING COMPANY, LIMITED

MONTREAL TORONTO LONDON WINNIPEG

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regale Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 26c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Rouble Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $11.25 per 100 lbs.

BAR IRON

Bar Iron—$5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 15-2½%.

Agricultural or No. 1 leather belting, 30-10-7½% off list.

Standard, 27-10% off list. Extra 27%.

"The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.60 per lb.; cut, $1.80 per lb.; rawhide, sides, $1,55; cut, $1.75.

Blue Stone (Vitriol), 11¾c.

BOLTS

Carriage, ⅜ and smaller, up to 6 inch, 20%; over 6 inch, 10%; 7-16 inch and larger, net list; machine, ⅜ and under, up to 6 inch, 25%; over 6 inch, 15%; 7-16 and over, 5%; machine set screws, 20%; plough bolts, 10%; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $19.20; ¼, $16.25; 5-16 in., $13.75; ⅜, $12.75; 7-16, $12.35; ½, $12.25; 9-16, $12.25; ⅝, $12.00; ¾, $11.65; 1 in., $11.40; Logging, 5-16 in., $15.55; ⅜, $14.55; ½, $14.05; tie-out, 47½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 85
Lookout	1 75
Sleepmeter	1 85

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 76 lb.

DRILLS

Bit stock, 37½%; Blacksmith, ½ in. round shank, 25%.

EAVETROUGH

Eavetrough, per 100 ft., 3 in., $6.85; 10 in., $7.60; 12 in., $8.95.

Conductor pipe, 2 in., per 100 ft., $8; 3 in., $9.65; 4 in., $12.75.

ENAMELWARE

See Wares.

FILES

Globe ..... Discount 40-5%
Nicholson Gen. ..... Discount 30%

FITTINGS—Malleable.

Class A	60%
Class B and C, off new list	60-10%
Bushings	10%
Unions	25%
Nipples 4" and under	40%

FORMALDEHYDE

400-lb. bbls., 51c lb.; 200-lb. bbls., 52c lb.; 100-lb. bbls., 53c lb.; 10-lb. jugs, $5.50 each; 5-lb. jugs, $2.90 each; 2-lb. jugs, $1.25 each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$15 50	19 50
26 to 40	16 50	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	21 50	27 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 05
Cold Blast, regular	1 05

GRINDSTONES

Per 100 lbs., $8.50.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 15% off.

Corrugated Strap Hinges — 4, $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherweight, $9.95.

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$10 00
28 Am. or 26 Eng.	9 60
26 Am. or 26 Eng.	9 30
24	9 15
22	9 15
18 and 20	9 00
16	8 85

IRONS, SAD

Common Sad Irons, 8 lbs., 11c uer lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$2 00
Mrs. Pott's No. 50, set	2 15

Mrs. Pott's common and iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

15% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 3 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $13.40.

LEAD WASTE, $14.40.

LATCHES—THUMB, STEEL

	Doz.
2	$1 90
3	2 50
4	4 75

Barn Door

5	2 95
8	3 20
9	5 50

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 6 35
New Century B	11 65
New Idea	13 00
Snowball	9 75

MATTOCKS

Pick, $13.85; cutter, $13.85.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 60	.....
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $5.35 base; Winnipeg, $5.85 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	$6 30
30 in.	7 65
36 in.	9 00
2 in. mesh x 24 in.	3 05
30 in.	3 60
36 in.	4 20
48 in.	5 60
60 in.	6 95
72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.75; 36 in., $6.10; 48 in., $7.25; 60 in., $8.50; 72 in., $9.75.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 55c.

PAINTS

Stephens' Out White, $4.45; Stephens' House, $4.20; Stephens' Floor, $3.40; Silkatone, $3.40; Stephens' Barn Paint, $1.85.

POLISH

O'Cedar —

	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00

Liquid Veneer—

4 oz.	$2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page)



"House Cleaning Days" Mean Greater Wa-Ko-Ver Sales

If you keep Wa-Ko-Ver well to the fore just now, in your windows and on your counter, the housewives' mind will become receptive to the Wa-Ko-Ver idea.

Wa-Ko-Ver beautifies all woodwork, and literally wears "like iron." Wherever there are worn floors and scratched woodwork you can safely recommend Wa-Ko-Ver Stain to restore the old-time freshness.



Write us a card and we'll be glad to tell how you can profitably represent us in selling Stephens' paints and varnishes.

G. F. STEPHENS & CO., LIMITED

Paint and Varnish Makers

WINNIPEG - - CALGARY

If any advertisement interests you, tear it out now and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 ft.	Black	Galv.
¼ inch	$ 5 40	$ 7 74
⅜ inch	5 50	7 88
½ inch	7 38	9 10
¾ inch	9 32	11 60
1 inch	13 77	17 20
1¼ inch	18 63	23 22
1½ inch	22 28	27 77
2 inch	30 00	37 40
2½ inch	48 10	59 80
3 inch	63 87	78 20
3½ inch	81 80	.....
4 inch	96 90	.....
4½ inch	113 00	.....
5 inch	131 40	.....
6 inch	171 00	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $9.25; full polished, ...; 18 x 24, half polished, $9.25; full polished, ... 20 x 28, half polished, $9.50; full polished, ...

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 15%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 28¼c base; pure Manila, 35c base; British Manila, 32¼c base; lath yarn, 28¼c base; African hemp, 32¼c base; cotton rope, ¼ and over, 71c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90

B. & A.—

00, 0	$0 37	$6 75
½	0 40	7 15
1	0 45	8 10
1½	0 52	9 45
2	0 60	10 90
2½	0 70	12 50
3	0 80	14 30

SASH BALANCES (Caldwell).

10% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 25%. Set Screws, 20%.

SCYTHES—

	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—

No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—

	Doz.
Grand Rapids, Nic.	$101 00
Household, Jap.	91 00
Superba, Nic.	117 00

F.o.b. Jobbers' Warehouse, Winnipeg. Prices guaranteed by manufacturers against their own decline to June 30, 1919.

STEEL SHEETS, BLACK

10 gauge	$7 65
12 gauge	7 65
14 gauge	7 70
16 gauge	7 75
18-20 gauge	8 30
22-24 gauge	8 35
26 gauge	8 40
28 gauge	8 50

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., $15.05 per doz.; D.H. Rd. Pt., $15.05 per doz.; L.H. Sqr. Pt., $15.05; L.H. Rd. Pt., $15.05; Bulldog & Jones, D.H., Rd. Pt., $16.30; D.H. Sqr. Pt., $16.30; L.H. Rd. Pt., $16.30; L.H., Sqr. Pt., $16.30; L.H., Rd. Pt., $16.30; Black Cat and Crescent Scoops—No. 4, $19.00 doz.; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50; Moose & Jones Scoops, No. 4, $19.90; No. 6, $20.90; No. 8, $21.40.

SOLDER. Per pound, 40 to 41.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $6.05 at Fort William, $6.45 Winnipeg; galvanized staples, $6.85 Fort William, $7.25 Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes $5.50 base. Band steel, $5.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

15% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 10%.

TIN AND TERNE PLATE—

20 x 28 I.C. box	$23 50
20 x 28 I.X. box	27 00
20 x 33 I.C. box	28 50
20 x 33 I.X. box	32 50
Terne plates	24 00

TRAPS, GAME—

Doz.	Victor	H. & N.	Jump
No. 0	$1 95	$....	$....
No. 1	2 30	3 60	3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 75	10 00	....

TUBS—

	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply, cones	$0 72
Cotton, 3-ply, balls	0 76
Cotton, 4-ply, cones	0 75
Cotton, 4-ply, balls	0 79

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40% discount.

Colonial, Imperial, Pearl, 0% discount.

Premier, Canada, Diamond, plus 12½%.

Whiteware, 40% discount.

Japanned Ware, list, plus 40%.

Japanned Ware, white, list, plus 50%.

Japanned Sprinklers, list, plus 40%.

Stamped Ware, plain, 40% discount.

Stamped Ware, ret'd, 33 1/3% discount.

Pieced Tinware, ordinary, list, plus 65%.

Pieced Tinware, copper bottoms, list, plus 85%.

Sheet Iron Ware, list, plus 30%.

Light Galv'd Pails and Tubs, list, plus 40%.

Heavy Galv'd Pails and Tubs, plus 30%.

Jap. Coal Hods, list, plus 50%.

Galv'd Coal Hods, list, plus 60%.

WASHERS—

Iron, small lots, 33% off list plus $1.50; full boxes, iron, 33 1/3% off list plus $1.00.

WHITE LEAD—

Decorators' pure, ton lots, $16.90; less than ton lots, $17.25.

WIRE, BARB—

Lyman, 4-point, $5.05 Winnipeg; Glidden Cattle, 2-pt., $5.10 Winnipeg; Baker, 2-pt., $4.80 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; plain galvanized; Winnipeg, No. 9, $6.00; No. 12, $6.15; coil spring, Winnipeg, No. 9, $6.05; No. 12, $6.20.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN—

Bale ties, 14 gauge, single loop $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE, ANNEALED—

No. 9, $6.75; 10, $6.80; 12, $6.95; 14, $7.15; 15, $7.25; 16, $7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 6 70
8 in.	8 00
10 in.	9 40
12 in.	12 00
15 in.	16 80

Perfect Handle—	
6 in.	15 00
8 in.	18 00
10 in.	21 00
12 in.	27 00
15 in.	36 00
18 in.	48 00

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$ 1 05
8 in.	1 20
10 in.	1 30
14 in.	1 85
18 in.	2 60
24 in.	3 80
36 in.	7 05

Trimo—	
10 in.	$1 50
14 in.	2 10
18 in.	3 00
24 in.	4 35

Always Ready—	Dozen Black	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS—

Eze, $62.55 per doz.; Reliance, $73.70 per doz.; Emperor, $105.90.

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS, MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON, FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER—THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED

Help Wanted

An ad for help in the Classified Advertising Section will bring the right kind of replies.

Try It Out.

Hardware and Metal

Classified Advertising Section

143-153 University Ave., Toronto

Hardware and Metal Subscribers

Buy for business as well as for p r i v a t e consumption. That is why one inquiry frequently pays for an entire year's advertising. Advertisers in HARDWARE AND METAL r e a c h only the cream of the trade—the best and biggest buyers in Canada.

The Never-Fail Oil Can for Kerosene

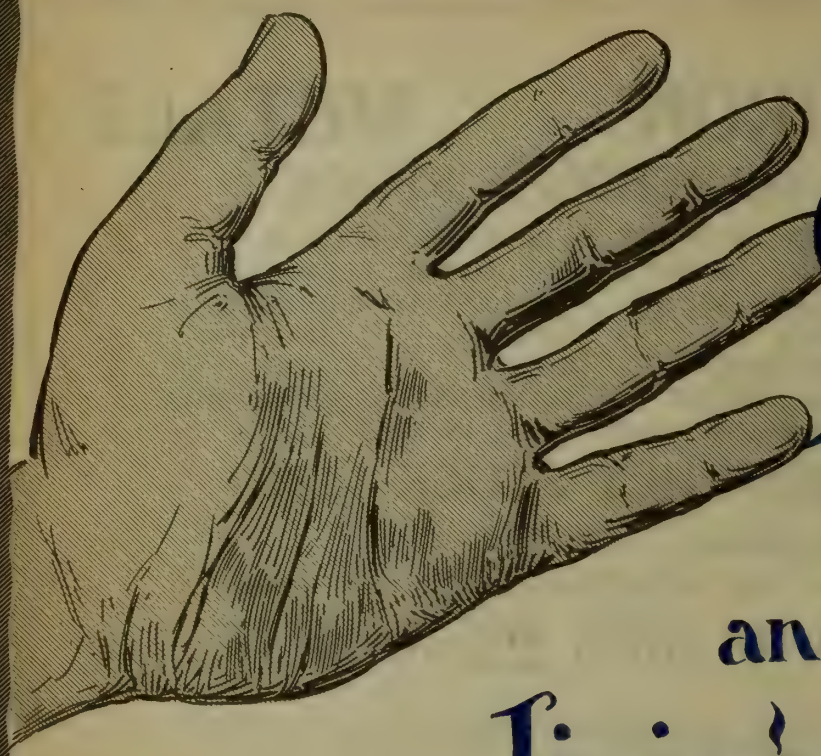
The Never-Fail is clean and convenient. It pumps the oil into a lamp without fuss or muss, and if the lamp becomes too full the pressure of a finger draws the oil back again. The Never-Fail is made of high-grade aluminum-finished galvanized ware, has a capacity of five Imperial gallons, and is absolutely guaranteed. You can't do better than put in a few Never-Fails on trial.

MERCHANTS HARDWARE SPECIALTIES LIMITED
CALGARY

MEHASCO

ANOTHER MEHASCO MESSAGE 26





The Open Hand is our Trade Mark and such is the "TRADE MARK" Livingston Policy

OUR aim from the start has been *Quality* and to-day the entire assets of our Company are behind each and every gallon of *Linseed Oil* manufactured.

We guarantee this *Policy* shall always be maintained.

The Dominion Linseed Oil Company, Limited

Baden Toronto Montreal Winnipeg

The positive guide to quality
Linseed Oil is the

Livingston Brand

which for over half a century has been the Standard by Test.

The name "Livingston" on the Barrels is the guarantee of quality and the "Blue Barrel" is the outward mark of the inward quality.

The Dominion Linseed Oil Company, Limited

Baden Toronto
Montreal Winnipeg



The Outward marks of Inward Quality

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Aluminum
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.

Aluminum Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Ammunition
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Asbestos
Canadian Asbestos Co., Montreal, Que.

Asbestos Pipe Specialties
Canadian Asbestos Co., Montreal, Que.

Asbestos Pipe Coverings
Canadian Asbestos Co., Montreal, Que.

Ash Sifters
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

Ankle Supports
Owen Sound Steel Press Works, Owen Sound, Ont.

Auto Accessories, Equipment and Supplies (Jobbers)
Auto Accessories Ltd., Winnipeg, Man.
J. E. Beauchamp & Co., Montreal, Que.
Canada Sales Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
North American Hardware Co., Ltd., Montreal.
Prairie Motor Sales Co., Moose Jaw, Sask.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Toronto.

Auto Accessories, Equipment and Supplies (Manufacturers)
Air-Tite Mfg. Co., St. Thomas, Ont.
W. H. Banfield & Sons, Ltd., Toronto.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
Barcalo Mfg. Co., Buffalo, N.Y.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
The Lockwood-Ash Motor Co., Jackson, Mich.
Line, Kimball Co., Moose Jaw, Sask.
Metal Specialties Mfg. Co., Chicago, Ill.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont
Northern Electric Co., Ltd., Montreal.
Will B. Lane, Chicago, Ill.
Perfection Sanitary Brush Co., Toronto.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
Kinsinger, Bruce & Co., Niagara Falls, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties Co., Hamilton, Ont.

Automobiles
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Automobile Parts
Kinzinger, Bruce & Co., Ltd., Niagara Falls, N.Y.
McKinnon Industries, Ltd., St. Catharines, Ont.

Awnings
J. J. Turner & Co., Peterboro, Ont.

Axes
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Foundries & Forgings, Brockville.
Can. Warren Axe & Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Babbitt Metal
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

Barb Wire
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Bars and Racks, Clothes
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Liners
J. N. Warminton & Co., Montreal, Que.

Batteries, Dry
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.

Batteries, Flashlight
The Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Toronto, Ont.
Usona Mfg. Co., Inc., Toledo, Ohio.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
Kinzinger, Bruce & Co., Ltd., Niagara Falls.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
Wentworth Mfg. Co., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.

Brake Lining
Thermoid Rubber Co., Trenton, N.J.
Haddow Brokerage Co., Montreal, Que.

Brass Goods
Haddow Brokerage Co., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Williams Bros. & Piggott, Ltd., Birmingham.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Conveyor
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.
Plewes, Ltd., Winnipeg, Man.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.
Samuel Trees & Co., Toronto, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
London Bolt & Hinge Works, London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Wilkinson & Kompass, Hamilton.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boxes, Tin
A. R. Whittal Can. Co., Ltd., Montreal, Que.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal, Que.

Butchers' Tools
Haddow Brokerage Co., Montreal, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Barrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.



Let this *Worthy* Brand Dominate Your Paint Department And Hold Your Trade

Only the skilled and expert chemist can determine Jamieson quality by *examination*. To the workman, however, Jamieson quality is determined only by *service*.

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MONTREAL CALGARY VANCOUVER

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THE BUYERS' GUIDE

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Perfection Sanitary Brush Co., Toronto.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brooms
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

Buckles, Harness and Trunks
McKinnon Industries, Ltd., St. Catharines, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
R. Johnson, Slapham & Morris, Ltd., Manchester, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
Peterboro Lock Mfg. Co., Ltd., Peterboro, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Canoes and Boats
Canadian Canoe Co., Peterborough, Ont.
Peterborough Canoe Co., Peterborough, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
Cannon Oiler Co., Keithsburg, Ill.

Caps for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co. Windsor.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpenters' Tools
Haddow Brokerage Co., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Casseroles
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Chains, Coil, Room, Hammock, Tether, Dog. Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cement, Rubber

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Folding
J. E. Beauchamp & Co., Montreal, Que.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
McKinnon Industries, Ltd., St. Catharines, Ont.

Choppers, Ice
The Haddow Brokerage Co., Montreal, Que.
L. & I. J. White Co., Buffalo, N.Y.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Clippers
Chicago Flexible Shaft Co., Chicago, Ill.

Closets
Wakyte Mfg. Co., Ltd., Winnipeg, Man.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Lines
Coleman Fare Box Co., Toronto.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Stratford Mfg. Co., Ltd., Stratford, Ont.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Chatham
Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Winnipeg Ceiling & Roofing Co., Winnipeg

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Coopers' Tools
Haddow Brokerage Co., Montreal, Que.

Coping Saws
Thos. Birkett & Son Co., Ltd., Ottawa.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Cooking Ware
Corning Glass Works, Corning, N.Y.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Crocks, Butter
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Crucibles
Canadian Asbestos Co., Montreal, Que.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers' Sons & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.

Cutlers
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.).

Curry Combs
The Burrow, Stewart & Milne, Ltd., Hamilton, Ont.

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville.

Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Diaphragms Rubber

Dies, Stocks, Etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. Co. of Canada, Galt.

Disinfectants
J. E. Beauchamp & Co., Montreal, Que.

Display Racks and Stands
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

Doors
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons, Birmingham, Eng.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

Doubletrees
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.



The Painters' Trade in your town belongs to you and you can get it by using our selling helps. We give $3.50 in cash or a 7" wall brush to any painter who sends us 150 clippings of the large word Alabastine from the side of the full size package, or 300 from the half size. We send any stencil in our catalogue for 10 cents and 3 coupon labels from the bottom of the full size or 6 from the half size. These stencils are worth from 40 cents to $3.00.

Alabastine mixes quickly in cold water. A painter can do a small job, get the money and be away to the next job while the other fellow is getting his hot water stuff ready. Send us a list of painters. We will do the rest.

Our policy gets them to come to you for the package goods and quit bothering with bulk goods. Why not specialize on the old reliable advertised line, maintain the regular price, and get a regular profit?

The Alabastine Company, Paris, Limited

PARIS, ONTARIO

If any advertisement interests you, tear it out now and place with letters to be answered.

THE BUYERS' GUIDE

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drop Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

Ejectors and Syphons
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man
The Hessco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Usona Mfg. Co., Toledo, Ohio.

Electric Supplies
W. H. Banfield & Sons, Ltd., Toronto.
The Hessco Electric Mfg. Co., Toronto, Ont.

Emery
Dominion Glue & Emery Co., Montreal, Que.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass
British America Paint Co., Ltd., Victoria, B.C.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
DesRochers, Ltd., Montreal, P.Q.

Eveners for 2, 3, 4, 6 and 8 Horses
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Excelsior
Rankin & Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Garanoque, Ont
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
H. W. Johns-Manville Co., New York.
Northern Electric Co., Montreal.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Boxes
Canada Foundries & Forgings, Brockville.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton

Fenders for Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal
Wilkinson & Kompass, Hamilton.
DesRochers, Ltd., Montreal, P.Q.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass

Fire Appliances and Liquids
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Department Supplies
Canadian Consolidated Rubber Co., Montreal
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fireplace Fixtures
Stover Mfg. & Engine Co., Freeport, Ill.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Scythes & Co., Ltd., Toronto, Ont.
Finnie & Murray, Ltd., Winnipeg, Man.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Specialties
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont.

Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.

Forgings, Drop
McKinnon Industries, Ltd., St. Catharines, Ont.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Furnaces
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Fdry. & Machine Co., Ltd., Moncton, N.B.
Saunders & Co., Montreal, Que.

Fruit Jars
Dominion Glass Co., Ltd., Montreal.
Walter Woods & Co., Hamilton.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.

Fuses, Electric
The Hessco Electric Mfg. Co., Toronto.

Fuses, Electric, Refillable
The Clemens Electrical Corporation, Hamilton.

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Flanges for Wheels
McKinnon Industries, Ltd., St. Catharines, Ont.

Flag Holders
J. E. Beauchamp & Co., Montreal.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanizers
McKinnon Industries, Ltd., St. Catharines, Ont.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Winnipeg Ceiling & Roofing Co., Winnipeg

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garden Seeders and Hoes
The Bateman-Wilkinson Co., Ltd., Toronto.

Garden Seats
J. E. Beauchamp & Co., Montreal.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Garages
Pedlar People, Ltd., Oshawa, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Iron Cornices
Pedlar People Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.



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There's every indication that there will be a big demand this season for paints and finishes

Glance around you and note the "rundown" condition of the majority of houses, note the need of outside paint—the inside is the same. Note the new houses that are being built and the permits which have been taken out.

The war over, people will begin to "fix up."

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Pearcy's Prepared Paint
Hillcrest Finishes

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(Corner Dufferin St.)

THE BUYERS' GUIDE

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
J. H. Williams & Co., Brooklyn, N.Y.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glasses, High Pressure
The Strong Machinery & Supply Co., New York, N.Y.

Gauges, Water (Standard Extra Heavy Automatic
The Penberthy Injector Co., Ltd., Windsor, Ont.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
The Johnston Brokerage Co., Pittsburgh, Pa.
A. Ramsay, Son & Co., Montreal.
Sanderson-Pearcy Co., Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.

Glue Pots, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Glue, Sheet and Ground
Canada Glue Co., Brantford, Ont.
DesRochers Ltd., Montreal, Que.
Dominion Glue & Emery Co., Montreal, Que.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves
American Pad & Textile Co., Ltd., Chatham, Ont.
Hamilton-Carhartt Co., Toronto.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Poison
Kill-em-Quick Co., Regina, Sask.
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

Granaries, Portable, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg.

Graphites
Canadian Asbestos Co., Montreal, Que.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Guns
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd., Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.

Hames, Steel and Iron
McKinnon Industries, Ltd., St. Catharines, Ont.

Hammocks
Galt Robe Co., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles, Canthooks and Peevies
West-Woods, Ltd., Winnipeg, Man.

Handles, Chest and Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hangers, Door
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Hangers, Barn Door
Allith Mfg. Co., Ltd., Hamilton, Ont.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Can.
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling Ill.
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Harness
Samuel Trees & Co., Toronto.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
Belleville Hardware Mfg. Co., Belleville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Coleman Fare Box Co., Toronto.
Lyons & Marks, Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling Ill.
North American Hardware Co., Ltd., Montreal, Que.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
McKinnon Industries, Ltd., St. Catharines, Ont.

Hatchets
Canada Foundries & Forgings, Ltd., Brockville.
Haddow Brokerage Co., Montreal, Que.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Electric
Chicago Flexible Shaft Co., Chicago, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Stover Mfg. & Engine Co., Freeport, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., Ltd., St. Marys, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Plewes Ltd., Winnipeg, Man.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hooks for Logging Chains
McKinnon Industries, Ltd., St. Catharines, Ont.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hubs for Ford Cars
McKinnon Industries, Ltd., St. Catharines, Ont.

Hub Caps
McKinnon Industries, Ltd., St. Catharines, Ont.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Ingersoll Watches
R. H. Ingersoll & Bro., Montreal, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto
The Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Insecticides
The McDougall Bros., Ltd., Manchester, Eng.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Ironing Boards and Tables
J. E. Beauchamp & Co., Montreal.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Iron, Corrugated
Canada Metal Co., Toronto.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Jardinieres
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

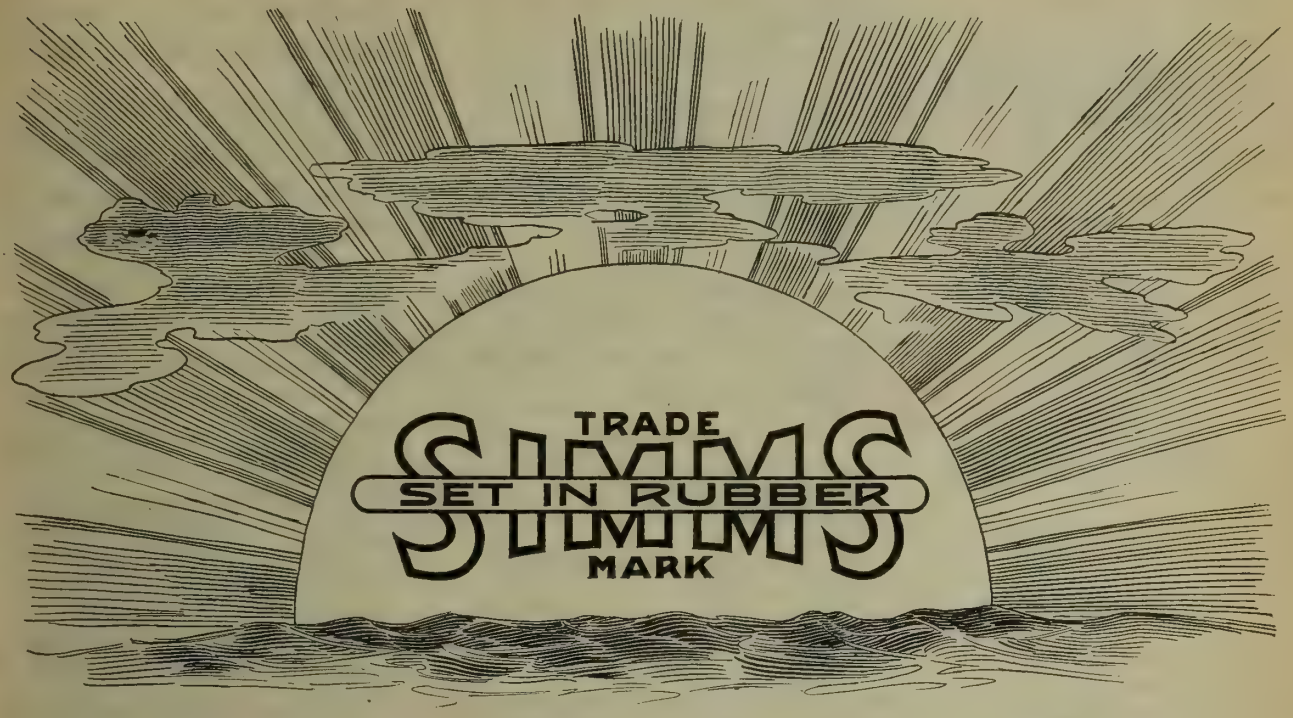
Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Jugs
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Kalsomine
British America Paint Co., Ltd., Victoria, B.C.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

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THE BUYERS' GUIDE

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extention, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calender Mfg. Co., St. Paul, Minn.
Otterville Mfg. Co., Ltd., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.

Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.
North American Hardware Co., Ltd., Montreal

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.
North American Hardware Co., Ltd., Montreal, Q.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.
North American Hardware Co., Ltd., Montreal.
Powerlight Co., Winnipeg, Man.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.
Schultz Mfg. Co., Hamilton, Can.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Lawn Swings
J. E. Beauchamp & Co., Montreal.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Taylor-Forbes Co., Guelph, Ont.

Lawn Sprinklers
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

Leather Belting and Soles
Plewes Ltd., Winnipeg, Man.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Leather Dashes and Fenders
McKinnon Industries, Ltd., St. Catharines, Ont.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lighting Systems, Store
Benjamin Electric Co., Toronto.

Lighting Fixtures, Store
Benjamin Electric Co., Toronto.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Canada Linseed Oil Co., Ltd., Montreal and Toronto.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
Peterboro Lock Mfg. Co., Peterboro, Ont.

Logging Chain Hooks
McKinnon Industries, Ltd., St. Catharines, Ont.

Lugs for Silos
McKinnon Industries, Ltd., St. Catharines, Ont.

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machinists' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

Malleable Iron Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Malleable for Carriages
McKinnon Industries, Ltd., St. Catharines, Ont.

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Marine Supplies
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

Metallic, Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Menders, Utensils
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
North American Hardware Co., Ltd., Montreal.
Vol-Peek Mfg. Co., Montreal.

Miter Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Neckyokes
McKinnon Industries, Ltd., St. Catharines, Ont.
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Oarlocks
McKinnon Industries, Ltd., St. Catharines, Ont.

Nipples
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Nipples for Radiators
McKinnon Industries, Ltd., St. Catharines, Ont.

Oakum
Canadian Asbestos Co., Toronto, Ont.
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

Oil, Coal
Imperial Oil Co., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separater and gas Engine
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Gilbert & Barker Mfg. Co., Springfield, Mass.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Stains
British America Paint Co., Ltd., Victoria, B.C.

Oil Storage and Distributing Systems
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Orange Darinders
J. E. Beauchamp & Co., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
McGregor, Banwell Fence Co., Ltd., Walkerville.

Miscellaneous
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Mirrors
Toronto Plate Glass Importing Co., Toronto.

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C-P Arsenate of Lead (Paste)
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death to Potato Bugs.

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A Garden Spray (Dry).

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Jas-per-ite Varnishes
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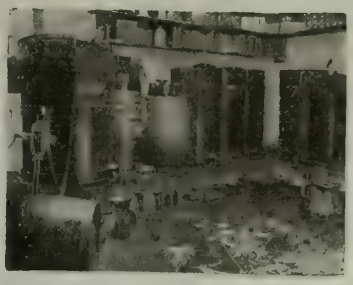
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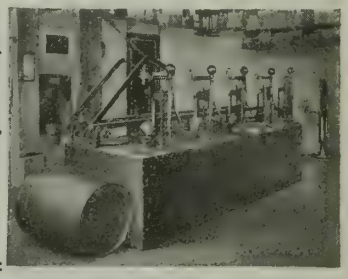
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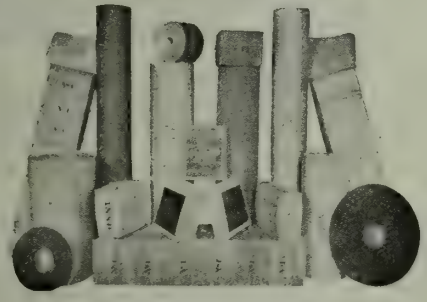
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McGregor, Banwell Fence Co., Ltd., Walkerville

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.
British America Paint Co., Ltd., Victoria, B.C.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., St. John, N.B.

Paint, Copper
British America Paint Co., Ltd., Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paint Oil Storage and Handling Systems
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
Walter Woods & Co., Hamilton.

Paper, Wrapping
Walter Woods & Co., Hamilton.

Packing Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Patches
W. C. Wood Co., Minneapolis, Minn.

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Piston Rings
The Ever Tight Piston Ring Co., St. Louis, Mo.

Piston Rod Packing
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestos Co., Montreal, Que.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Ivet Johnson's Arms & Cycle Works, Fitchburg, Mass.

Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.

Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal

Pipe, Galvanized, Conductor
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto

Planters, Corn
Otterville Mfg. Co., Otterville, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Barcalo Mfg. Co., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Plumbers' Tools
Barcalo Mfg. Co., Buffalo, N.Y.
J. H. Williams & Co., Brooklyn, N.Y.

Planes
Caverhill, Learmont & Co., Montreal
Stanley Rule & Level Co., New Britain, Conn.

Polishes, Auto and Furniture
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Knife
Jas. Oakey & Sons, London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pony Kars
J. E. Beauchamp & Co., Montreal, Que.

Post Hole Diggers
Otterville Mfg. Co., Otterville, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.

Powder, Gun
Hercules Powder Co., Delaware.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont
R. McDougall Co., Ltd., Galt.
E. E. Myers & Bro., Ashland, Ohio.

Pumps, Hand and Power for Paints, Oils, Oil and Gasoline
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Pumps, Curb, for Oil and Gasoline
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
Canada Foundries & Forgings, Brockville
Stover Mfg. & Engine Co., Freeport, Ill.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
Rapid Radiators, Limited, Toronto, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal

Radiolite Watches
R. H. Ingersoll & Bro., Montreal, Que.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto
The Toronto Lock Mfg. Co., Toronto, Ont.

Rakes
Coleman Fare Box Co., Toronto.
Ward & Payne, Sheffield, Eng.

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Sheffield, Eng.

Reamers
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Rivets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Roofing Cement and Paint
The Alpine Chemical Co., Ltd., Toronto.

Roofing, Ready
Bird & Son, Hamilton, Can.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.

Rope Grips
Coleman Fare Box Co., Toronto.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., North Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont
Fred Smith, Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Spring Joint
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Saddlery Hardware
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Saws, Crosscut and Band
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Victor Saw Works, Hamilton, Ont.

Scales
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canadian Fairbanks-Morse Co., Ltd., Montreal
Renfrew Machinery Co., Ltd., Renfrew, Ont.

Scales, Machinists'
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

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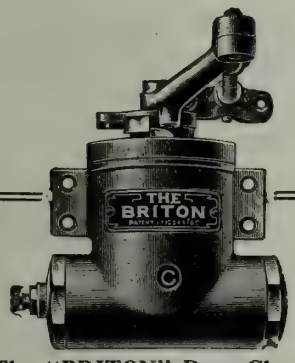
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Screws
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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Windows
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.
J. E. Beauchamp & Co., Montreal, Que.

Gorden Seats
J. E. Beauchamp & Co., Montreal, Que.

Seats, Fibre
J. E. Beauchamp & Co., Montreal, Que.

Separators
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
B. & S. H. Thompson, Montreal, Que.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.

Shovels, Snow
J. E. Beauchamp & Co., Montreal, Que.
Coleman Fare Box Co., Toronto.

Shingle Stains
The Alpine Chemical Co., Ltd., Toronto.
British America Paint Co., Ltd., Victoria, B.C.
Sturgeons, Ltd., Toronto.

Sifters, Ash
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Silver Plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Solder
J. E. Beauchamp & Co., Montreal, Que.
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Sleighs
J. E. Beauchamp & Co., Montreal, Que.

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.
Soren Bros., Toronto, Ont.

Soldering Paste
Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Anglo-Canadian Leather Co., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

Soot, Destroyer
Canada Witch Co., Ltd.
Moncrieff & Endress, Ltd., Winnipeg, Man.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.

Spark Plugs
The Canadian National Carbon Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
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The Lowe Bros. Co., Toronto
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"Wanted—A National Plan"

An article of unusual importance, by Sir George Bury, formerly vice-president of the C.P.R., appears in the February issue of MACLEAN'S. He points out that Canada must more definitely shape her destiny if that destiny is to be as glorious as all Canadians hope. It is a stirring demand for Canadians to get together in the formation of a national plan, accompanied by many practical suggestions from his experience in transcontinental railroad building. An article of national importance.

"Germany From Within To-day"

The funniest thing that he has perhaps written appears in February MACLEAN'S from the pen of Canada's great humorist, Stephen Leacock—an imaginary visit to Berlin under the Bolsheviks. He finds Von Tirpitz planning a new navy, an *inland fleet;* Frau Krupp, an apple woman; Von Bethmann-Hollweg, a cab driver; Bernstorff, a Bolshevik and president of the Scavengers Union. He finds a *Get From Under* committee planning a trade war on the world and half the population of Berlin in English clothing or Scotch kilts. He finds—

But read the article. There's a long laugh in every line. It is farce, however, built up on pretty shrewd truths.

You will find this a remarkably interesting number. The bold, fighting face of Admiral Beatty is on the cover and inside are the following big features:

The Campaign Against Britain, by Agnes C. Laut.
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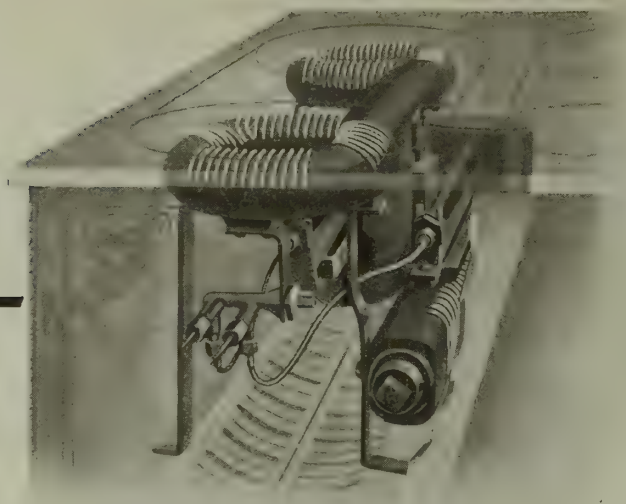
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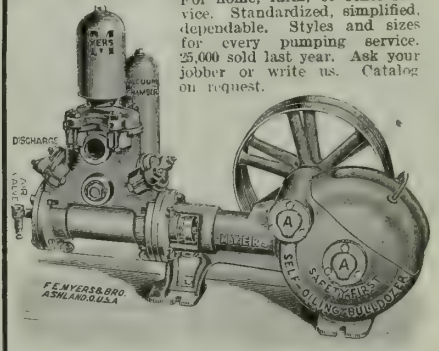
Wellington Mills, London, S.E.1., Eng.

AGENTS:
Geo. B. Jenkinson, 78 Wellington Street North, Hamilton, Ont., and J. E. Huxley & Co., 220 McDermid Street, Winnipeg.



MYERS POWER PUMPS

For home, farm, or other service. Standardized, simplified, dependable. Styles and sizes for every pumping service. 25,000 sold last year. Ask your jobber or write us. Catalog on request.



F. E. MYERS & BRO., ASHLAND OHIO

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



Have you read page 179? It will interest you.

THE "WANT AD" GETS WORK FOR WORKERS AND WORKERS FOR WORK

CROWBARS



No. 102-A—CHISEL POINT

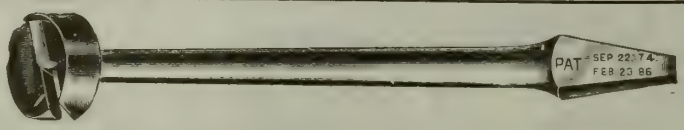
We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for Machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.

Flags :: :: Flags :: :: Flags

There is brisk demand for all kinds of flags, and well-assorted stocks in sizes ranging from 3 ft. by 1½ up to 12 ft. in Jacks and Canadian Ensigns are being carried by many hardware men throughout Canada.

More local trade is done by having goods on hand for delivery when required for the **Public Schools, City Hall, various Churches** for draping inside, over **Pulpit** or **Honor Rolls, Lodges** and other places. **Our** Flag Catalogue is now ready for distribution and will be mailed for the asking.

GOVERNMENT CONTRACTORS **J. J. TURNER & SONS, LIMITED** PETERBOROUGH ONTARIO



The Peterboro Lock Mfg. Company, Limited

Peterboro, Canada

Established 1885

MANUFACTURERS OF

BUILDERS' HARDWARE

Ship Hardware, Saddlery Hardware, Padlocks, Door Checks, Brass and Iron Castings, Stampings and other Hardware Specialties.

Canadian Tube & Iron Co., Limited

WORKS: Lachine Canal, Montreal

Manufacturers of

BOLTS AND NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Pressed Spikes, Black and Galvanized, etc.

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

"Delta" Files



— we'll help you sell them

TRADE MARK
DELTA

If the "Delta" Dealer never said a word about these good files but just kept handing them across his counter day by day he would gradually build up an enviable reputation for the quality of files he sells. But we believe in hurrying up that good reputation by telling our agents' customers facts about "Delta"—facts which interest file users and induce them to buy "Delta."

If you want to take on the "Delta" File Agency in your district we will help you make it the most profitable line in your stock. We'll help you interest all the big users of files and show you how to close them up.

This is a genuine plan we want you to try, so write and get full particulars.

DELTA FILE WORKS

PHILADELPHIA, PA.

CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto;
Starke, Seybold, Montreal;
Wm. Stairs, Son & Morrow, Halifax;
Merrick-Anderson Co., Winnipeg.

ALL LEADING JOBBERS.

Workability at the Forge

Toughness in the Job

As well as **Strength**



We have economical and correct methods of production to ensure these results, as is proven by tests made at Strength of Materials Laboratory (University of Toronto).

TO SUPPLY YOUR CUSTOMERS WITH

LONDON BAR IRON

Means Perfect Satisfaction to You and Your Customer

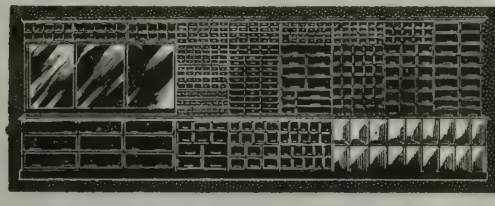
Order now by name from your wholesaler

Manitoba---Bissett & Webb, Ltd. Winnipeg

British Columbia---McPherson & Teetzel, Vancouver

LONDON ROLLING MILL CO., Ltd.

LONDON, CANADA



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings

The quality of our goods is up to the mark. Prices right.

CAMERON & CAMPBELL, Manufacturers
Toronto, Canada

Why you should advertise on Buyers' Guide Page

Many dealers are sometimes in doubt as to where they can buy supplies of various kinds. The Buyers' Guide gives it to them in condensed form, easily located.

Advertise in the Buyers' Guide page and reach nearly all the aggressive Canadian dealers.

HARDWARE AND METAL

143-153 University Avenue - TORONTO, CANADA



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

STEEL STAMPS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD
HAMILTON, ONT.

ALLEN FLUX

NON-ACID—FOR SODERING

at it since '93

Will solve all the "tough" soldering problems. Any metal to any metal including Aluminum. Takes a quick bite. Makes joints three times as strong as muriatic acid flux, without corrosion.

Stick—Paste—Liquid—Salts.

Send for samples.

BISSETT & WEBB, Ltd., 126 Lombard St., Winnipeg, Man.

SAWYER

TRADE MARK Registered

STITCHED CANVAS BELTS
"THE QUALITY BELT"

PLEWES LIMITED, Distributors, WINNIPEG
A good concern to do business with

R.M. FLEXIBLE

BREAK? NO FEAR! IT'S AN R.M. FLEXIBLE

Before Burning — After Shaping on Burner

GAS MANTLES.
THE MANTLES THAT YOU CAN TIE IN A KNOT WITHOUT DAMAGE-SUPERSEDE ALL OTHER STYLES FOR INVERTED GAS LIGHTS

R.M. Moore & Co. Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY

The PARMENTER BULLOCH CO., Ltd.

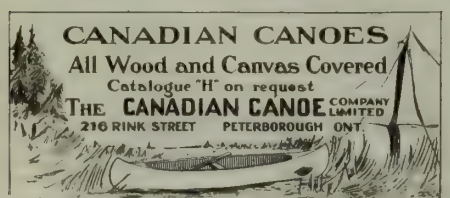
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



CANADIAN CANOES

All Wood and Canvas Covered
Catalogue "H" on request
THE CANADIAN CANOE COMPANY LIMITED
210 RINK STREET PETERBOROUGH ONT.



BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

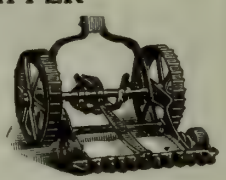
AUTO ACCESSORIES

STERLING

Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

THE CLIPPER

There are three things that destroy your lawn: Dandelions, Buck Plantain and Crab Grass. In one season the Clipper will drive them all out. All dealers should investigate selling possibilities. Drop us a line and we will send circular and prices.



CLIPPER LAWN MOWER CO., Dixon, Ill.

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST NEW YORK

TENTS, AWNINGS

FLAGS ALL SIZES, ALL KINDS

Lumbermen's, Sportsmen's, Hunters' and Campers' Complete Outfits. Clothing, Footwear, Supplies and Accessories.

Send Postcard for Catalogue

GRANT, HOLDEN, GRAHAM LTD.
OTTAWA, CANADA

PETERBOROUGH CANOES

We make Canvas Covered and All Wood Canoes Skiffs, Motor Boats and Toboggans

The Peterborough Canoe Co., Limited
Peterborough, Canada

STOVE MICA

All sizes of Clear Mica in stock for immediate shipment.

Price List on Application

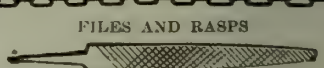
Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.

A. H. FRASER

Representing Manufacturers of Hardware and Auto Accessories in Western Canada

1150 Homer St. VANCOUVER, B.C.

FILES AND RASPS



English made, by Thos. Firth Sons, Sheffield. Will outlast two ordinary files. Good discount. Send for stock sheet.

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DENNISTEEL

Made in Canada

Lockers for Factories Stores, Offices Etc.



THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON

Hickory Tool Handles

Made from the best Canadian
HICKORY
Quality, Shape and Finish Unexcelled

St. Marys Wood Specialty Co.
LIMITED
St. Marys, Ontario, Canada
High Grade Wood Specialties

DOON TWINES, LIMITED

KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.

EXCELSIOR
Wood Packing

Manufacturers and Jobbers Using
EXCELSIOR
Write Us for Prices.

RANKIN & CO., LIMITED
1535 Dundas St. W., Toronto, Ontario

SOLASTIC ROOF CEMENT

AGENTS WANTED

A waterproof, elastic and pliable compound applied with a putty knife or trowel.

GENERAL PURPOSE BLACK

A durable, elastic paint, heat and weather resisting, suitable for Roofs, Metal Buildings, Fences and all Woodwork.

ALPINE WOOD PRESERVATIVE or SHINGLE STAIN, made in various colors. Cheap but reliable.

Sole Makers:
ALPINE CHEMICAL CO., DUKE ST., TORONTO

For Coloring and Frosting Electric Lamps, Glass, etc.

"SHAYDOLITE"
(Registered)

It is the cheapest, quickest and easiest means of producing effective electric light decorations in Theatres, Movies, Advertising Signs, etc. Very easy to apply.

Produces the most varied and beautiful effects

Used by the British Navy and in the Royal Palaces, and by the leading Electrical Companies, etc.

Made by
GRIFFITHS BROS. & CO., LONDON, ENGLAND

Stocked by
SPIELMAN AGENCIES Regd.
45 St. Alexander St. Montreal
And STURGEONS, LIMITED, 91 Church Street, Toronto

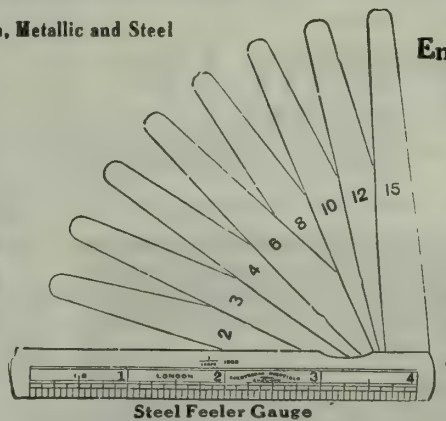
Improved Patent Flush Handle

CHESTERMAN'S
MEASURING TAPES
Linen, Metallic and Steel

TRADE MARKS
J C
CONSTANTIA J C
TREBLE



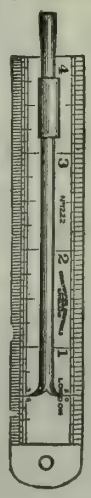
For Prices, Catalogues, etc., apply to
F. H. SCOTT, 404 Coristine Bldg., Montreal



Steel Rules, Gauges, etc.

Steel Feeler Gauge

Engineers' Small Tools



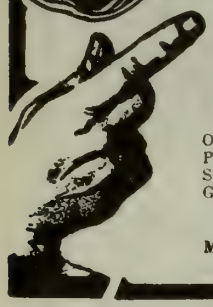
E. VICTOR VALLANCE
Winnipeg, Canada
Hardware Manufacturers' Agent
Energetic Representation
"Covers the West and Sells the Best"

G. T. MUMFORD
GALT BUILDING
WINNIPEG CANADA
Bank and Commercial References

When answering
Advertisements in this paper please
Mention Hardware and Metal

If any advertisement interests you, tear it out now and place with letters to be answered.

GERMANTOWN
LAMPBLACK



THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.
Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.
Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

C. KLOEPFER, LIMITED
Edward Halloran, General Manager
44-50 Wellington St. East, TORONTO
Factory at Guelph, Ont.

We solicit your enquiries on—

IRON and STEEL

CARRIAGE HARDWARE and AUTOMOBILE ACCESSORIES
BLACKSMITHS' HARDWARE and SUPPLIES, Etc.

Prompt attention and quick delivery assured.



J.E.B. Quality CO.

Ideal
Veneer Chair Seats

Of all sizes and styles. Write for our Catalogue A.

J. E. Beauchamp & Co., Montreal
Agents at Vancouver, Winnipeg, Toronto, Quebec, St. John, New York

THE ENGINEERS' SUPPLY CO. REGISTERED TRADE ESCO MARK WINNIPEG, MAN. CANADA

Belt Dressing, Belt Fasteners, Friction Board, Gauge Glasses and Washers, Flue Cleaners, Pump Valves and Leathers, Graphite.

THE ENGINEERS' SUPPLY CO.
173 McDermot Ave., E. Winnipeg, Man.

Get Ready for Official Peace Celebration

All Wool Bunting FLAGS *Write for Prices*

OF ALL NATIONS NOW IN STOCK

FINNIE & MURRAY, LTD.
WINNIPEG, MANITOBA
Manufacturers of Tents and all Canvas Goods

BUR-NOR HATCHETS
WITH STEEL HANDLES

A Handle that doesn't break.
A Blade that keeps its temper.

15 Different Styles.

Make inquiries to-day about it.

BURGESS-NORTON MFG. CO.
GENEVA, ILL.

Representatives for Quebec and the Maritime Provinces:
HARDWARE AGENCIES, SOUTHAM BUILDING, MONTREAL

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

R. JOHNSON, CLAPHAM & MORRIS, LTD.
HARDWARE FACTORS
24-26 LEVER STREET
MANCHESTER - ENGLAND

Invite correspondence direct from Canadian Manufacturers of Builder's Hardware, Woodenware, Handles, Shelf and Heavy Hardware for immediate purchase and shipment to the British Market.

Address all correspondence to

Mr. R. A. COWMAN, c/o. the above Company

Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.
CHESTER, CONN., U.S.A.

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our
CUTLERY
By seeing that thi- exact mark is on each blade

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

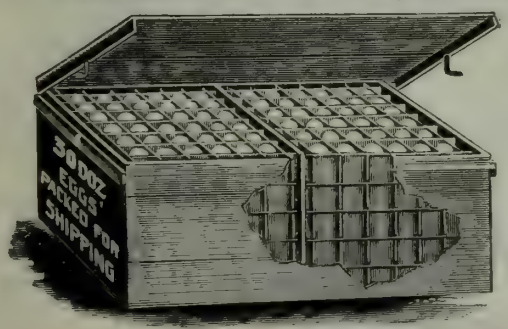
James Hutton & Company
MONTREAL

BRANTFORD
The Superior All Round
GLUE

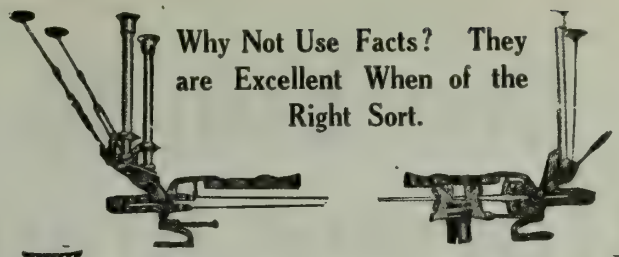
You'll find that Glue sold in packages meets with much favor with the consumer—that's "Brantford" Glue. Very economical. Put up in ¼, ½ and 1 lb. packages.
Buy from your jobber.

CANADA GLUE CO., Limited - - Brantford, Ontario.

THE MILLER BROS. CO., LIMITED



Manufacturers of
White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.
20-38 DOWD STREET, - MONTREAL, CANADA



Why Not Use Facts? They are Excellent When of the Right Sort.

Then why not have your store equipped with the best and latest time and labor-saving devices? Our cash carrier service will afford one of them. The merchant without it is losing more dollars in **one** year than are required to defray its cost. Your money, by it, would be sent to the office, where it properly belongs.

Our circular—full of information—will tell you more about it, and a post card costs but two cents to enable you to get it.

GIPE-HAZARD STORE SERVICE CO., LTD.,
Toronto, Ontario, Canada



Our large stock of **Carriage and Machine Bolts and Coach Screws, Rivets, Nuts and Washers**, assures quickly filled orders and prompt shipment. Our quality and price please everybody.

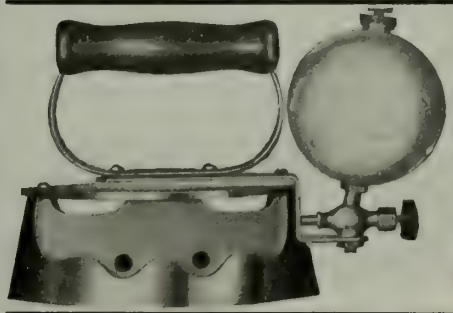
LONDON BOLT & HINGE WORKS
LONDON, CANADA

BRASS VALVES

National Brass, Limited

LONDON - CANADA

Big Spring and Summer Seller



Every housekeeper — city or country—a likely purchaser of the

"Comfort" Iron

Makes its own gas, two-pointed, self-heating, self-cleaning. Operates easily at low cost. Looks good and makes good, guaranteed. Sells fast.
Ask your jobber for particulars or write direct.
Dept. 16.

National Stamping and Electric Works
410-424 S. Clinton St. - - Chicago, Ill.

Are You Ready for the Horse-Clipping Season?



Demand for Stewart Horse Clipping Machines this spring will be extraordinary.

Already consumers are making more inquiries for catalogues and prices than ever before.

When we sold these machines to the Allied Governments, last year, we little dreamed that the "education-by-example" what they would do, in the service, at home and abroad, would bear such immediate fruitage.

But, our boys in the cavalry, artillery and commissary divisions, last spring saw such magical effects on tired animals the moment their heavy winter coats were removed, that they first **wrote** home, telling the story; and now that so many thousands have **come** home with the same testimony, the "gospel of The Stewart Clip" has taken deep root wherever horses and mules are found.

Milch-Cows, Too

Meanwhile, farmers and dairymen have become so prosperous that the seed sowed in their minds the past few years as to the importance of clipping milch-cows about the adders and flanks, to keep filth out of the milk, will bring to you a harvest of orders for this machine.

Stewart No. 1 Ball-Bearing Horse and Cow Clipping Machine

has a place on every farm and dairy where a half dozen animals are kept.

It retails at $9.75 to $10.75 West of Denver, and our liberal discount gives you a fair profit on every sale.



Are SHEEP Raised in Your Country?

If so, you will have a record-breaking demand for your Stewart No. 9 Ball-Bearing Sheep-Shearing Machine.

Even the man with only a dozen sheep will demand this machine this year, if he has not one already on hand.

For sheep-raisers have made money, and the price of wool is still high. And every sheep-raiser already knows that the "Stewart" gives him 15% more wool from each sheep than hand-shearing.

Stewart No. 9 Ball-Bearing Sheep-Shearing Machine retails at $14.00 ($15.50 West of Denver). Liberal discount to dealers.

Chicago Flexible Shaft Company

12th Street and Central Ave., Chicago, Ill., U.S.A.

We Put It To You Squarely:

"Do You think it is fair to Yourself and Business to countenance an Avoidable Waste?"



Here is a waste you can easily stop at practically no expense to yourself. The old method of handling varnishes, oils, turpentine, etc., is just as wasteful and just as antiquated as the old-fashioned horse car and the still older ox cart.

GILBERT & BARKER
Oil Storage Systems

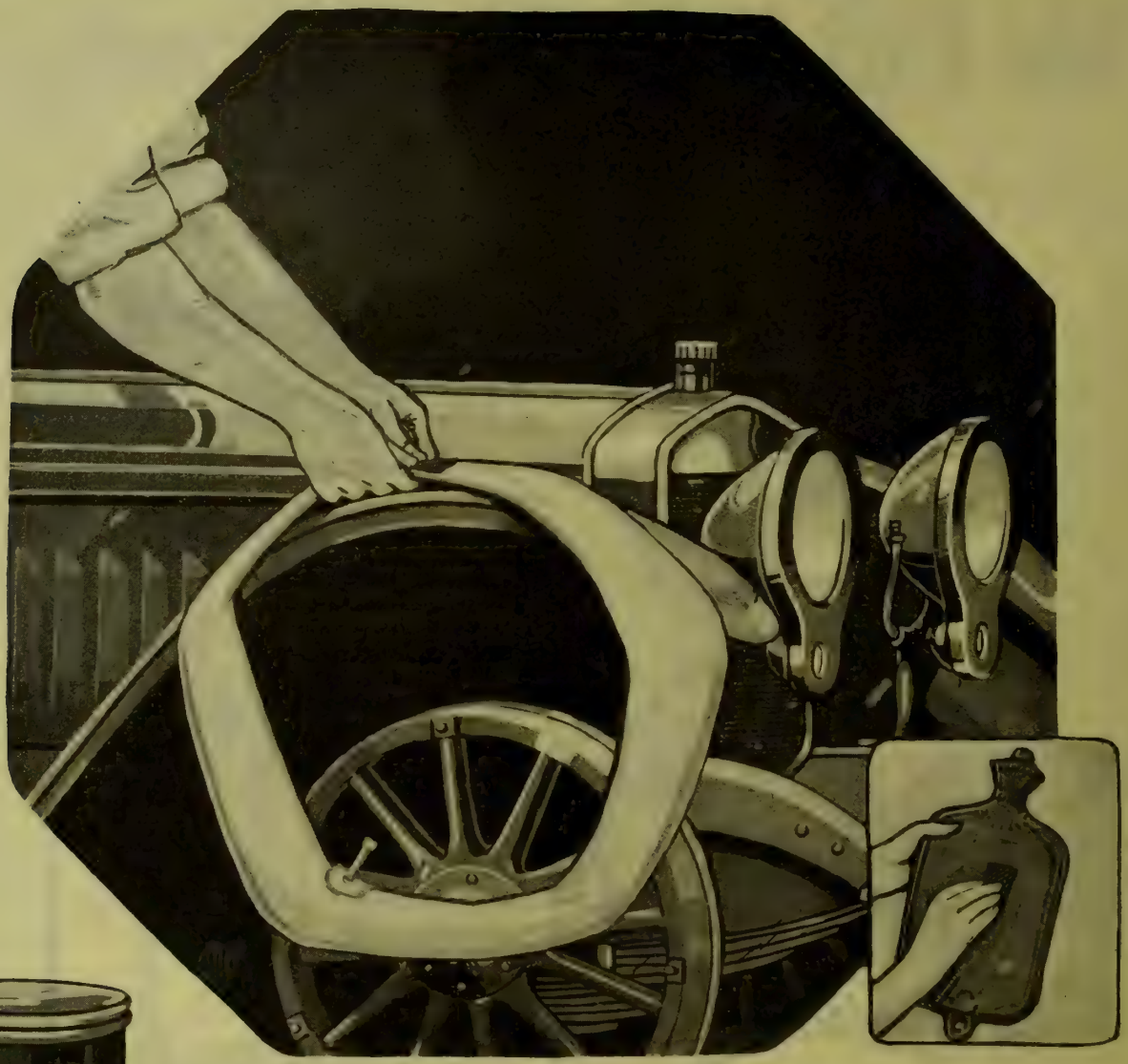
will quickly pay for themselves in time, labor and the **saving of oil.** This is the experience of thousands of users of G. & B. equipment. THEY KNOW. Seepage, due to leaky containers, is eliminated. This equipment is proof against evaporation and reduces fire risk to the minimum. The Gilbert & Barker line of pumps and tanks is complete.

You intended to look into this—do it to-day. Send for Bulletin 52. To-day is a better day than to-morrow—write.

GILBERT & BARKER
MANUFACTURING COMPANY
Established 1865
Springfield, Mass., U.S.A.

IMPERIAL OIL LIMITED
Canadian Distributors







The Guaranteed Tire Patch!

WOOD'S Everloc Tire Patch is guaranteed to repair, any puncture or blowout up to 17 inches in length. No heat, tools, experience required. The safe, easy, quick, self-vulcanizing Tire Patch. Makes leakes absolutely air-tight. Three sizes:—60c., $1.10, $1.60.

DEALERS:—Write us or jobber for proposition

Wood's Everloc Tire Patch is patented in the U.S.A.

W. C. WOOD COMPANY

74 Western Ave., Dept. E MINNEAPOLIS, MINN.

GARAGE SIZE: 20" x 28"

WOOD'S EVERLOC TIRE PATCH

PATENTED IN U.S.A.

60c. $1.10 $1.60



Educating 6,000,000 motorists to the need of better brakes

IN 88 advertisements in these publications the need of a frequent brake inspection is driven home over and over again. It is criminal carelessness to neglect brakes—the most important part of the car so far as safety is concerned.

The more keenly motorists appreciate this, the better will be your brake lining business. In the advertising which is running now in the thirteen publications shown above, we are convincing 6,000,000 motorists of the menace of dangerous brakes.

The cost of negligence is brought home sharply to them, and in every advertisement they are urged to go to their dealers and learn the exact condition of their brakes.

This creates new business for you not only in relining brakes but also in general overhauling and the sale of accessories.

Motorists believe in the superiority of Thermoid

They are shown that the fine grain of Thermoid resists wear and gives uniform gripping power all the way through, while ordinary woven brake lining wears down quickly and does not have the same gripping power when worn half way as when new.

Thermoid advertising is building a big profitable brake lining business for dealers handling Thermoid. It will pay you just as well as it is paying them.



Ordinary woven lining. Notice the loosely woven texture. Wears down quickly and unevenly, losing its gripping power as it wears.

Thermoid Hydraulic Compressed Brake Lining. Notice the compact texture. Wears down slowly. Gives uniform gripping surface until wafer thin.

Write to-day for information about the further co-operation which helps the Thermoid dealer to build big business.

Every foot of Thermoid which you sell is backed by ***Our Guarantee, Thermoid will make good—or WE WILL.***

Thermoid Rubber Company

Factory and Main Offices: Trenton, N.J.
New York Chicago San Francisco Detroit
Los Angeles Philadelphia Pittsburgh
Boston London Paris Turin

Canadian Distributors:
The Canadian Fairbanks-Morse Company Limited, Montreal
Branches in all principal Canadian Cities





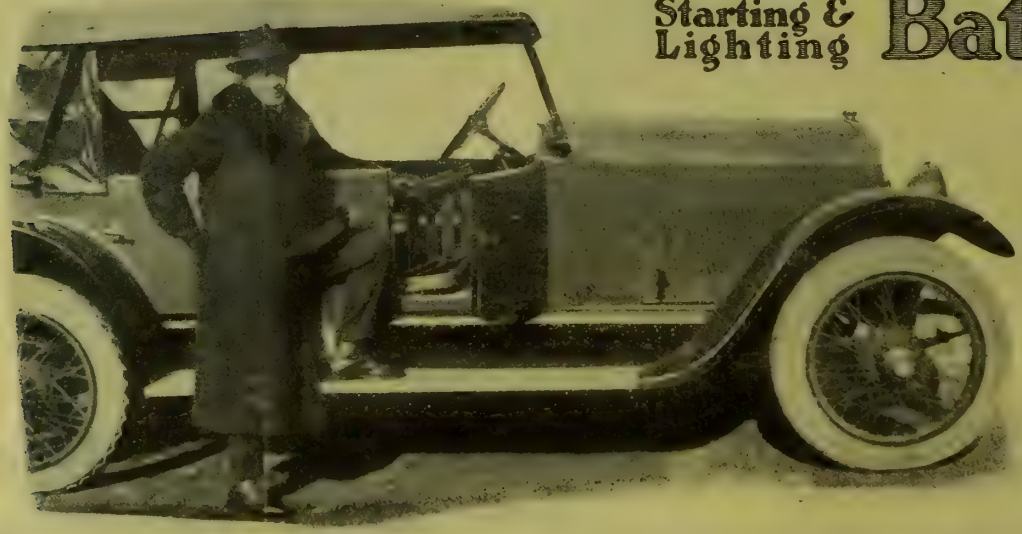


Makers of "Thermoid-Hardy Universal Joints" and "Thermoid Crolide Compound Casings"

THE ELECTRIC STORAGE BATTERY CO.

"Exide"

Starting & Lighting Battery



"Well, there's the end of that—and I've learned my lesson. Me for the best battery I can buy—which one is it?"

Does this express your state of mind? Hundreds of thousands of car owners have found that the answer is "Exide"

The Battery Without Doubts

"Exide" power and endurance have been large factors in building up the largest battery business in the world. Skilled engineers in every field of electrical activity have endorsed in advance the judgment of the car owner who equips with "Exide."

The Battery for Every Car

For whatever make or model of car you now use, or contemplate purchasing, there is a certain "Exide"—one not simply plausibly **adapted** to it, but one that will better its performance.

The Battery of Nation-Wide Distribution and Service

All over the country, in principal cities and towns, are located "Exide" Distributors. They can provide you with the "Exide" Battery that is made for your car, and they can see to it that you get from that battery all the power-performance built into it. Put your battery need before the "Exide" Distributor nearest you—whether it be a new battery, a repair, or advice and assistance in battery operation—he can and will meet it.

Exide Storage Batteries and Replacement Parts for All Makes of Cars Carried in Stock.

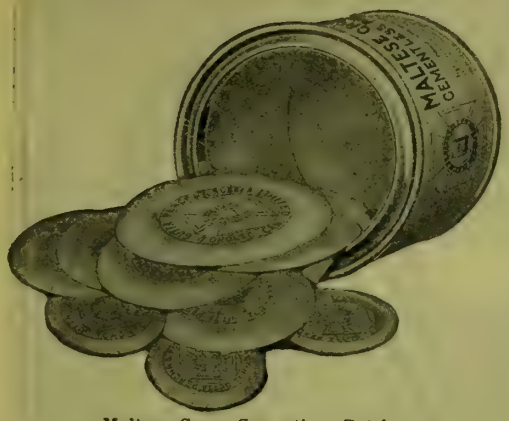
Dealers—Write for Attractive Wholesale Prosposition.

DISTRIBUTORS:

HYSLOP BROTHERS, LIMITED

Shuter and Victoria Streets, TORONTO, ONT.





Maltese Cross Cementless Patches.

YOU HAVE COMPETITORS

Do They Know The Secret?

The secret of making QUICK and REGULAR turnovers of stock? Not this month alone—next month and next year. You know the secret, if you are an experienced dealer—it is this—SELL GOODS THAT SATISFY.



Maltese Cross Blowout Patch

MALTESE CROSS ACCESSORIES



Maltese Cross Lace-on Boot



Maltese Cross Pedal Rubber

have a nation-wide reputation for quality. They DO THE WORK, they FIT, they LAST, they bring the buyer back for more.

M. C. stands for "Maltese Cross."
Also for "More Customers"



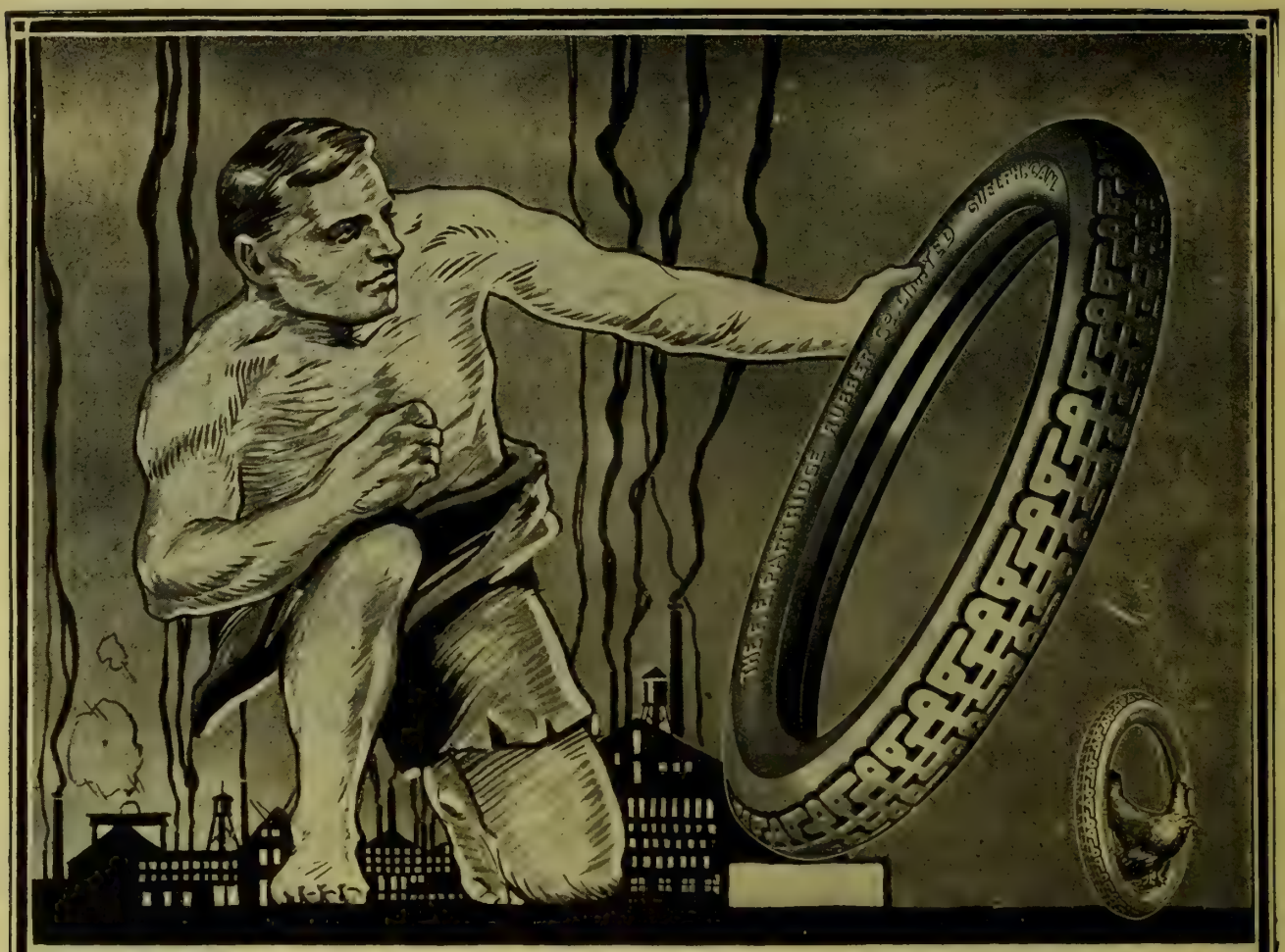
Maltese Cross Tube

GUTTA PERCHA & RUBBER, LIMITED

HEAD OFFICE: TORONTO, CANADA

Branches: **Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Lethbridge, Vancouver, Victoria**

If any advertisement interests you, tear it out now and place with letters to be answered.



The Workman's Masterpiece

Partridge Tires

Made By Hand

By The F. E. Partridge Rubber Company, Limited, Guelph, Ont.

The advertisement shown above is No. 2 of a series that will appear during 1919 in newspapers and magazines from Coast to Coast. Hardware dealers can profit by this advertising by placing an order at once with any of the following distributors:

E. T. Black Tire Company	Vancouver, B.C.	The Marks-Clavett-Dobie Co., Ltd.,	Port Arthur, Ont.
Border City Auto Supply Co.	Windsor, Ont.	Marshall-Wells Co., Ltd.	Winnipeg, Man.
The Chapin Company	Calgary, Alta.	Marshall-Wells Alberta Co., Ltd.,	Edmonton, Alta.
The Canada Auto Devices Co.	London, Ont.	Ontario Auto Spring & Supply Co.	Guelph, Ont.
Edwin Chown & Son	Kingston, Ont.	Thomas Plimley	Victoria, B.C.
Cragg Bros. Co., Ltd.	Halifax, N.S.	Summer Company	Moncton, N.B.
Hugh Carson Co., Ltd.	Ottawa, Ont.	Samuel Trees & Co., Ltd.	Toronto, Ont.
G. L. Griffith & Son	Stratford, Ont.	The United Automobile Tire Co., Ltd.,	St. John, N.B.
Lamontagne, Ltd.	Montreal, Que.	Wilson Auto Specialties Co.	Hamilton, Ont.

If any advertisement interests you, tear it out now and place with letters to be answered.

Sternwear

—suppose you used a casing with eight 1¼ inch holes in it



(with the ordinary inner tube), you, of course, know what would happen, and happen quick, even with only one ½-inch hole.

The fact is you would hardly get the tire inflated before it would "blow," yet look at the tire here shown. It has gone over 7,000 miles, and is still running, with the casing punctured in eight places with 1½-inch holes. The tube shows through at each of the eight holes, and it has yet to "blow out."

The reason is very clear when you size up the section of **"Sternwear"** tube shown below. The **"Sternwear"** is not only very thick, but is double reinforced with fabric. No matter how thin a spot is in the casing the pressure is distributed over the whole tire, and there's little or no chance for a blow out.

The Sternwear Reinforced Pneumatic Tube doubles the mileage of a casing.

A casing which is ordinarily discarded may be resurrected and used indefinitely when the **"Sternwear"** tube is used (this, of course, if it has not blown out and the sidewalls are good).

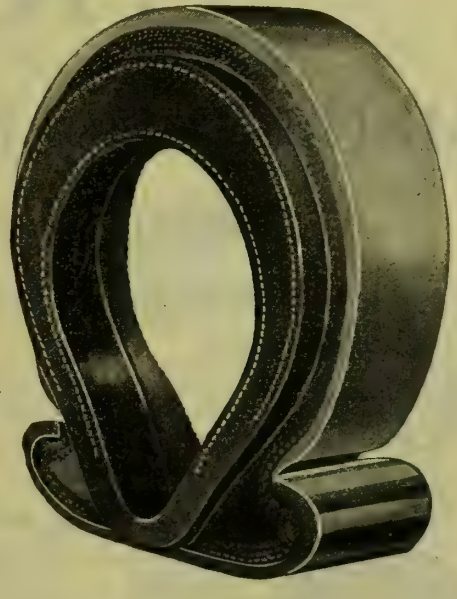
"Sternwear" tubes reduce the cost of motoring and the chance of accidents from blowouts.

They practically solve the puncture and blow-out problems by reducing them to a minimum.

The **"Sternwear"** tube cannot be pinched by inside of casing being cracked. Can be mended the same as any other tube.

Made in the best selling sizes.

Write, call or phone. We will be pleased to give you price list and other information.



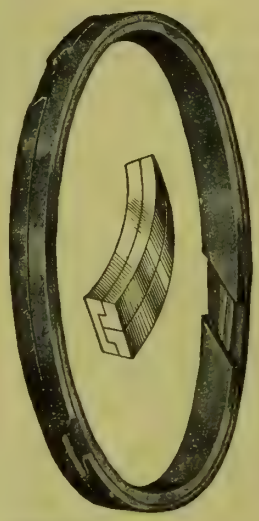
THE STERNS TIRE & TUBE COMPANY OF CANADA, LIMITED

944 Keele Street **Toronto, Canada** **Phone Junction 5515**

Ever-Tyte PISTON RINGS

B79

READ THIS GUARANTEE:—



We guarantee ***EVER-TYTE*** Piston Rings to produce higher compression, develop more power, and use less fuel and lubricating oil than any other piston ring; and we will return the full purchase price to any purchaser upon the return of rings, if they fail to meet the conditions of this guarantee after six months actual service—provided the cylinders are not scored, nor badly warped and the motor is fully equipped with ***EVER-TYTE Piston Rings.***

FOR SALE IN CANADA BY

MICHAEL ERT, Ltd., Winnipeg, Manitoba
GREAT WEST ELECTRIC CO., Ltd., Winnipeg, Manitoba
MERRICK-ANDERSON, Ltd., Winnipeg, Manitoba
MILLER-MORSE HARDWARE CO., Ltd., Winnipeg, Manitoba
PRAIRIE MOTOR SALES CO., Ltd., Moose Jaw, Sask.
REVILLON WHOLESALE, Ltd., Calgary, Alberta
WALKER-VALLANCE, Ltd., Hamilton, Ont.
WOOD, VALLANCE & ADAMS, Ltd., Calgary, Alberta

F. G. MAXWELL & CO., Canadian Representatives
WINNIPEG, MANITOBA

MADE BY
THE EVER TIGHT PISTON RING CO.
ST. LOUIS, MO., U. S. A.

The right-angle interlock is your safeguard



H&M. 12-18

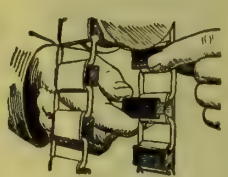
CROWE

MECHANICAL FAN BELTS

for Automobiles Trucks *and* Tractors

Built for Service *Ready to Slip On*





Removable Links

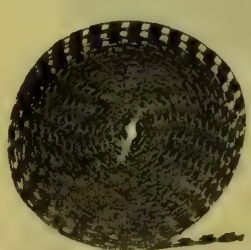
A fan belt in which steel and wire links provide strength and durability, while sole leather blocks insure noiseless friction.

Not affected by heat, oil or water. Will not slip, stretch or break. Can be fitted to any motor without changing the fan pulley, regardless of length of the old belt.

Guaranteed for 15,000 Miles

Repaired or replaced free if it fails to meet this guarantee on any passenger car. Proportionate guarantees for trucks and tractors. **A money-maker for jobbers and dealers everywhere.**

Dealers—Order from your jobber. If he can't supply you, write direct. Jobbers—The big demand is getting bigger. A stock of CROWE Mechanical Fan Belts moves. WRITE TO-DAY.



Stock Rolls



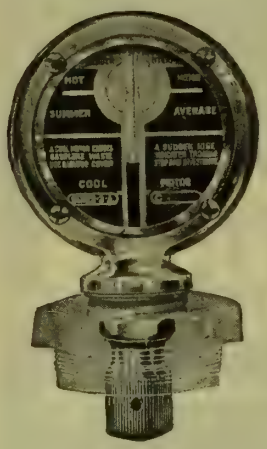
Mounted

Canadian Distributors:

CANADA SALES COMPANY
183 CHURCH ST., TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.


HERCULES
SPARK PLUGS
"Strictly A Quality Product"
ECLIPSE MFG. CO. INDIANAPOLIS IND.
MADE IN
U. S. A.
HERCULES



It is Cheaper to Prevent Trouble than to Cure it

The BOYCE MOTOMETER installed on a car insures safety in operation. No driver, not even an expert, can absolutely guess at motor temperatures. And a Boyce Motometer installed on a car absolutely demonstrates this fact the first day it is installed.

It immediately detects motor troubles, such as overheated engines, lack of oil, radiator leaks, any defects in the circulating systems, improper carburetor adjustment, and like troubles, and gives warning in ample time to avoid serious injury, with its consequent expensive repairs.

WHEN THERE IS TROUBLE THE MOTOMETER SAYS—STOP!

Send for descriptive booklet, "What Every Car Owner Should Know," and complete information.

GREAT WEST ELECTRIC CO., LIMITED
WINNIPEG

Distributors of Laco Tungsten and Nitro Lamps

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machines Oil (for general use).

Automobile Oil and Transmission Greases.



PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

Consult Hardware and Metal Buyers' Guide

If what you want isn't advertised in this issue, consult our Buyers' Directory. If it isn't listed in our Directory, write us and we will give you the information.

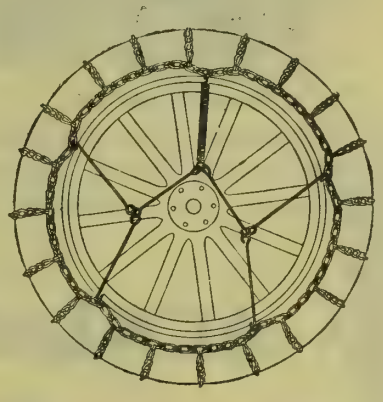
Easy Money for Dealers

Motorists are using their tire chains every day and all day. And every single tire chain needs a Merchant's Chain Tightener. These Chain Tighteners are selling like hot cakes. They take up scarcely any room, require a very small investment, and are very profitable to handle. Send in your order *now,* while the wintry season is with us.

$1.00 a pair

MERCHANT'S ANTI-SKID CHAIN TIGHTENER

Keeps chain from pounding against the fenders, prevents it from unhooking accidentally, holds it in place so that it cannot drag or rattle, while allowing it to "creep" on the tires and carry out to the full its non-skidding action. In fact it helps the anti-skid action by preventing the chain from slipping. Note the safety hook; they can't come off. Built of best materials, carefully made, it catches the chain at five points and holds it with an even, steady tension all around. Simple, easy to attach, no trouble at all.



U.S. and Can. Pat. Pending.

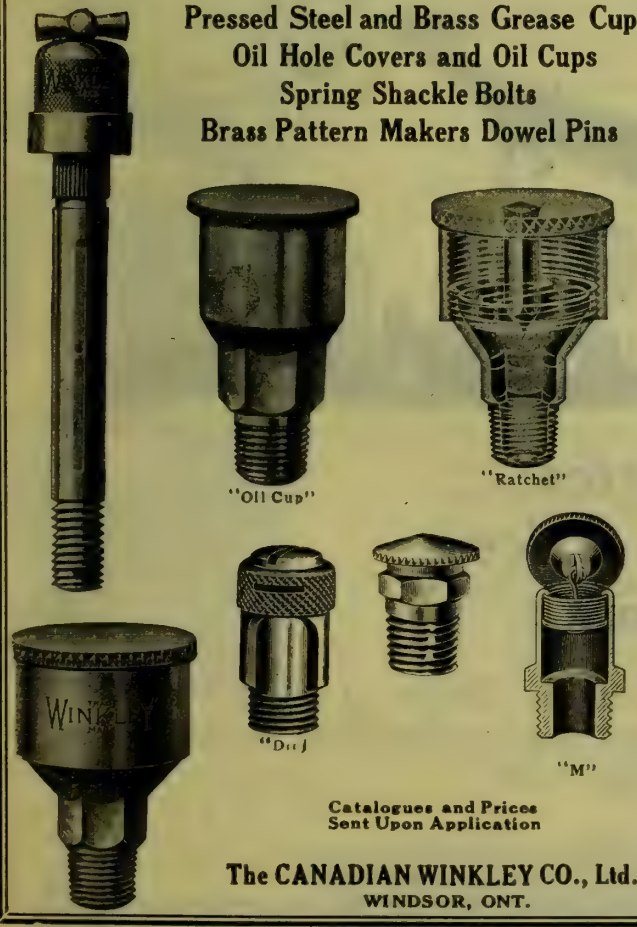
Ask your jobber or write us at once for generous discounts.

M. H. MERCHANT Corp.

SOLE MANUFACTURERS

236 and 238 Emma Street Syracuse, N. Y.

Dept. A Ref. Syracuse Trust Co.



Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR, ONT.

CLASCO

This Trade-Mark is a guarantee of Highest Quality and Workmanship

We specialize in, and our Plant is fully equipped to produce

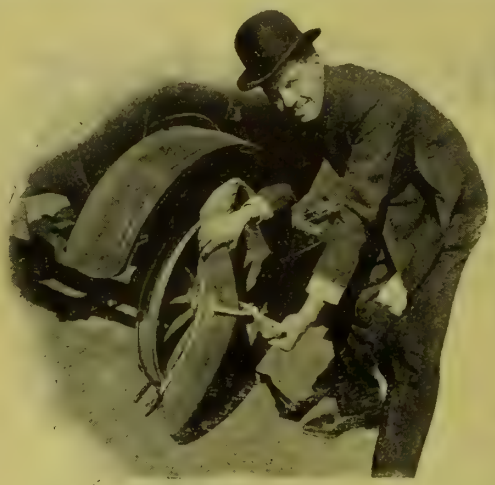
STEEL and BRASS STAMPINGS of all kinds

Write us for quotations

CANADIAN LAMP & STAMPING CO., LIMITED

Makers of the celebrated CLASCO Lamps for Motor Cars

FORD CITY, ONTARIO



OFF
Marquette Tire Tool

OFF WITH THE OLD

BE ON YOUR TOES

FOR SPRING TRADE

Our stock of **Automobile Accessories** is a new stock.

COMPLETE, CLEAN, VARIED

Selected with Quality as the first consideration.

DEALERS! SEE OUR SALESMEN

Our salesmen are now covering the Prairie Provinces with a full line of Automobile Supplies: Springs, Wheels, Tire Accessories, Radiator and Engine Supplies, Tire Chains, Shock Absorbers, Bumpers, Car Equipment Specialties, and Garage Appliances.

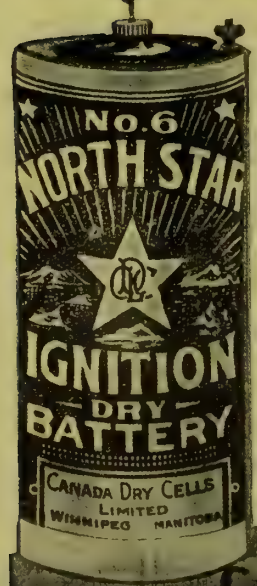
Write us for Prices.

D. ACKLAND & SON, LIMITED

WINNIPEG

Our Specialties Carry the Punch that Sells



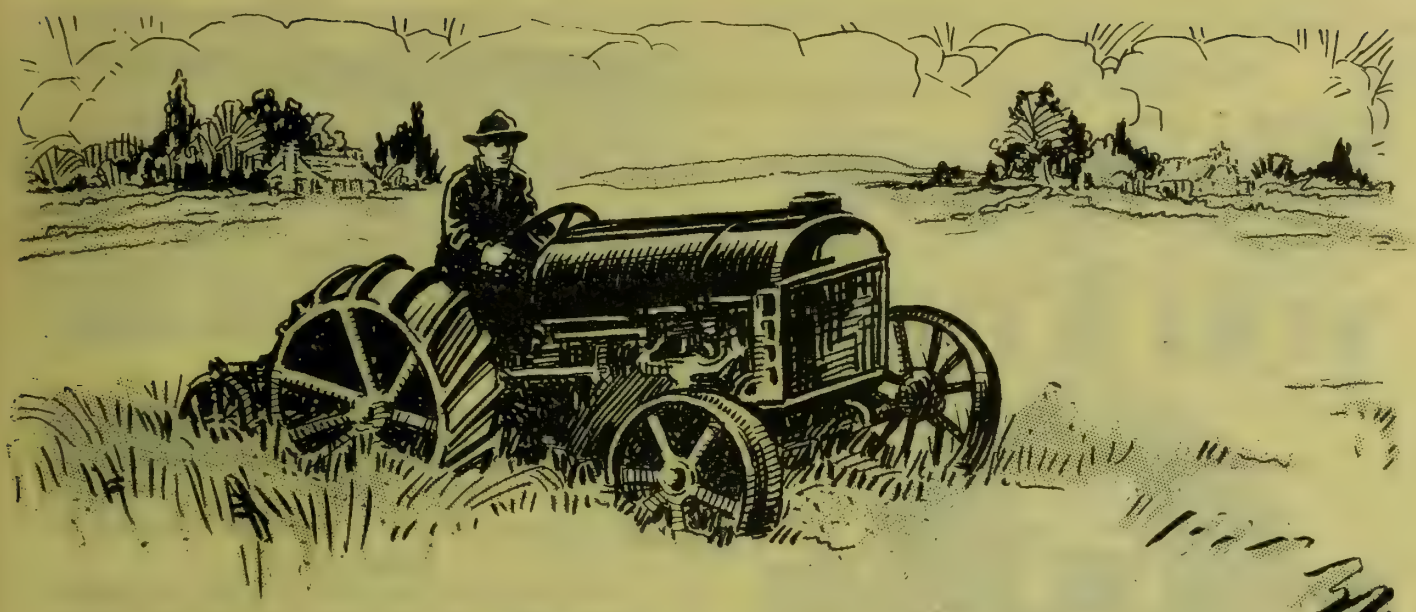


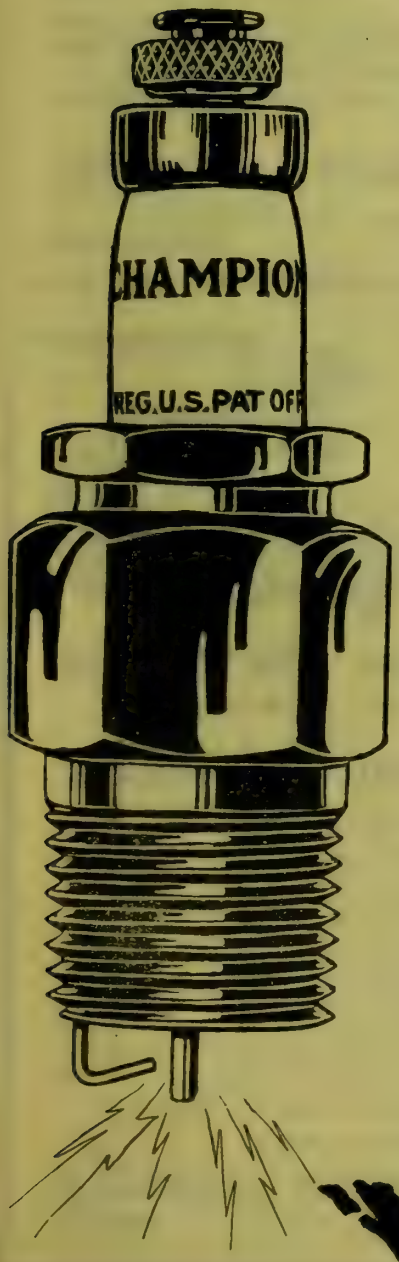
Quality Batteries at Reasonable Prices and Good Profits

The superior construction and quality of North Star Batteries will steadily pull sales and increase business for *you* by the repeat order route.

All good jobbers sell them.

CANADA DRY CELLS, LIMITED, WINNIPEG, CANADA





Champion

Tractor Plugs

are Equipment on Fordson Tractors

The ever-increasing sales of Fordson and other tractors in itself means increased spark plug sales to the dealer who carries Champions.

With a greater necessity than ever for increased production, next year will be a tractor year, and Champion Fordson Tractor Plugs will be demanded by many of your customers.

Whether your customers own Fordsons or any other tractor using a standard half-inch spark plug, the Champion Fordson Tractor Plug will meet its requirements perfectly, and, like all Champions, is guaranteed to give a completely satisfactory service. Every farmer who owns a Ford knows the efficiency and dependability of Champion "X" Spark Plugs, and every auto owner who also owns a tractor is a prospective purchaser of Champion Fordson Tractor Spark Plugs.

Capitalize this. Make the nationally known dependability of Champion Spark Plugs help build your sales of Champion Fordson Tractor Plugs. Order from your jobber to-day.

Champion Spark Plug Co. of Canada, Ltd.
WINDSOR - ONTARIO

If any advertisement interests you, tear it out now and place with letters to be answered.

We know and you know



affords an excellent argument why you should sell these world-renowned plugs.

You should sell them because they are guaranteed (without reservation or time limit) to give the fullest measure of satisfaction, remembering that satisfied customers are an asset.

To refer your customers to the Sphinx guarantee is to clinch the sale every time.

Write me, and I will quote you the trade prices which ensure abundant profit on every deal.

Sole Agent for the Dominion:

WM. T. EVANS

1684 St. Urbain St. Montreal

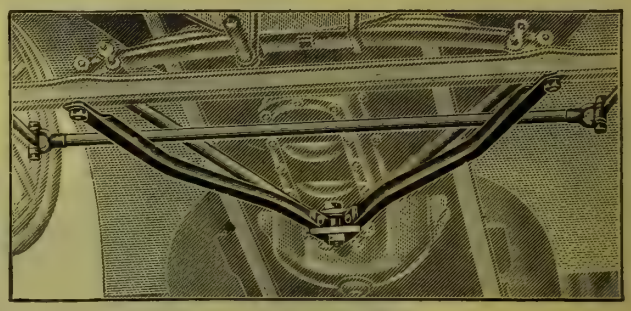
Manufacturers:

SPHINX MFG. COMPANY

BIRMINGHAM, ENGLAND

'SPHINX'

England's most Durable Plug





Big Opportunity To Sell To Owners of Small Cars

SUB-RADIUS ROD.—A boon to small car owners. Prevents rods from breaking or bending and eliminates chance of accidents. Stops vibration. Simple, dependable, durable.

Rear Axle Truss.—Prevents rear axle housing from sagging or being thrown out of line. No extra fittings, no holes to drill, all ready to easily adjust.

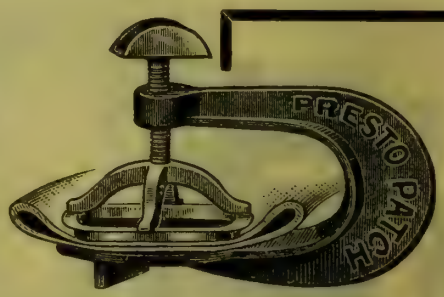
These accessories are money makers. Write direct or see your jobber.

LINE & KIMBALL CO.

Manufacturers of Auto Accessories

Moose Jaw Saskatchewan

ONLY $1.50



No Gasoline—No Cement

INDISPENSABLE TO MOTORISTS

The 5 Minute Vulcanizer

EVERY MACHINE GUARANTEED

Just put a match to the chemically treated fuel and in a few minutes you have a neat, perfect, permanent patch.

PATCHES MADE IN THREE SIZES

Size	List Price
No. 1—1 in. Circular for Nail Holes	$ .60 doz.
No. 2—1 x 2 in. for Small Cuts	1.00 doz.
No. 3—1 x 3 in. Extra Heavy for Blow-outs	1.35 doz.

COMPLETE OUTFIT

Clamp and 1 doz. Patches, Sizes Nos. 1 and 2, assorted $1.50

SPLENDID PROFITS FOR GOOD DEALERS

Write for Terms.

PRESTO PATCH COMPANY

122 VICTORIA STREET TORONTO

Wanted

POSITIONS WANTED

RETURNED OFFICER DESIRES POSITION. Executive and selling experience. Also the manufacturing of builders' and general hardware. Box 195, Hardware and Metal.

RETAIL HARDWAREMAN WITH OVER FIFteen years' experience and not afraid of hard work, wants position as manager of branch store, Alberta preferred. Good references. Box 209, Hardware and Metal.

HARDWARE SALESMAN—SIX YEARS' EXperience, age 23, single, desires change of position March first. Good window dresser. At present employed in northern Ontario. Excellent references. Box 196, Hardware and Metal.

HARDWARE SALESMAN—SIX YEARS' EXperience, open for position March 1st. Box 206, Hardware and Metal.

MISCELLANEOUS

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

MERCHANTS' STATIONERY. — 150 EACH — Letterheads, Envelopes, Statements and Shipping Tags,—Post paid anywhere in Ontario, $5.00 —other provinces, $5.25—The Farmers' Printery, Beaverton, Ontario.

STOVE REPAIRS FOR ADMIRALS, CLIMAX, Pen Esthers, Acmes, Crown Hurons, Garlands, Colonials, Marvels, Silver Kings, Souvenirs, Imperial Oxfords, Jewels, Peninsulars, Sterlings, Oak Laurels, Sunlights, Pandoras. Write for full list of stoves and prices. Grundy Bros., Strathroy, Ont.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fensome hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis Fensome Elevator Co., Toronto.

TRANSLATIONS

ENGLISH INTO FRENCH. COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

FOR SALE

FOR SALE—UP-TO-DATE HARDWARE BUSIness in village situated in splendid farming district of Western Ontario. Stock and fixtures about $11,000, including a quantity of builders' hardware bought at old time prices. Good chance for reliable man; best reasons for selling. Box 193, Hardware and Metal.

FOR SALE—COUNTRY HOUSE ON LAKE Paquin (Beauty Spot of Laurentians), near Valmorin Station on C.P.R., 2½ hours from Montreal. Stone foundation, summer and winter house, city conveniences, completely furnished (piano); accommodation for large family; 60,000 feet of land. Post Office and daily mail. Large verandahs. Provisions convenient. Will sell below cost for quick sale. Address: J. Thurston Smith, 20 Bleury St., Telephone 5102 or West 3732.

ABOUT 30 GALS. MINERVA PAINT IN DIFferent shades in quart, pint and half pint sizes. Reason for selling, have two lines paint and want to confine business to one. Price, 25 per cent. less than present cost. For particulars apply to Box 24, Alvinston, Ont.

OLD ESTABLISHED PLUMBING, SHEETmetal and electrical business, with or without stock of stoves and tinware, will be sold on easy terms to a responsible buyer. Good town in the best farming district. Good opportunity for returned soldier to set up for himself. Apply Box 210, Hardware and Metal.

FOR SALE AT ONCE—FIRST-CLASS HARDware stock, store and dwelling in good Ontario village. Clean, staple stock, about $6,000; property, $3,500. No opposition. Good reason for selling. Box 207, Hardware and Metal.

FOR SALE—SET OF STEAMFITTER'S AND sheet-metal working tools. In better condition and more complete than the average. Apply Box 212, Hardware and Metal.

UNIVERSAL ELBOW PATTERNS CAN BE SET in one minute to make any size elbow up to 12 inches, at any angle. We have six of these patterns for sale at $10.00 each. Chapman & Flinn, Ltd., Amherst, N.S.

AGENCIES WANTED

ENGLAND—A LIVE HARDWAREMAN, SIXteen years' selling experience, about to establish showrooms, is anxious to represent Canadian manufacturers of hardware and kindred trades. Arrangements to carry moderate stocks can be made. Well connected with Birmingham and London houses. Advertiser spent several years in Canada and knows the Canadian trade. Box: "English Agencys," Hardware and Metal, 88, Fleet Street, E.C. 4, London, Eng.

AGENCIES WANTED—BY A GOOD LIVE man to work Quebec City and district. Can produce references. Box 216, Hardware and Metal.

Brass Tubes

HOSKINS & SEWELL LTD., BIRMINGHAM, England, invite applications from established firms with Selling Organizations in Canada to act as their Agents for the sale of Brass Tubes for the Bedstead, Coach Fittings, Chandelier and Electrical Trades.

HELP WANTED

LIVE SALESMAN WANTED FOR QUEBEC City, Levis and Three Rivers, also salesman for balance of Quebec Province exclusive of Montreal. Reply stating experience, lines sold, territory now covered and how often; also furnish names of two or more reliable references. Remuneration by commission only with extra bonus according to sales. Exclusive territory if sales warrant. Box 172, Hardware and Metal.

WANTED—MEN WITH SOME SELLING EXperience to take charge of plumbing and electrical shop. Would be expected to run the business. Would prefer one with small capital, but ability and good references come first. Good opportunity for returned soldier. Apply Box 213, Hardware and Metal.

FOREMAN WANTED FOR TINSMITH AND plumbing shop in Maritime Provinces. Apply Box 208, Hardware and Metal.

WANTED—HARDWARE AND FURNITURE travellers to carry side lines of washing machines.

WANTED — HARDWARE AND FURNITURE dealers to handle water power, electric or hand machines. One Minute Washer Co., 74 Logan Ave., Toronto.

Forgetting

One of the things we all do well is to forget.

Names that were household words yesterday are gone to-day.

Because people knew your Name and your Line a year ago it is no sign they do to-day. They forget easily.

Keep yourself in the public mind by advertising. It is just as important to make old friends remember as it is to win new friends. Advertising does both.

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At the annual convention of the Ontario Retail Hardware and Stove Dealers' Association, held at Hamilton, Ont., last year, one of the best and most practical features of the program was an address on "Salesmanship" by Mr. George A. Simpson, sales manager of the Steel Company of Canada, Limited. By special request an additional supply of reprints of the address has been prepared, and a number of extra copies are available for free distribution. We will gladly supply copies free upon request. Address requests to

HARDWARE AND METAL,
143 University Ave. - - Toronto, Can.



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A mighty important message to live dealers in towns where there is now no Kyanize Agent. It tells without words the story of the business building strength back of

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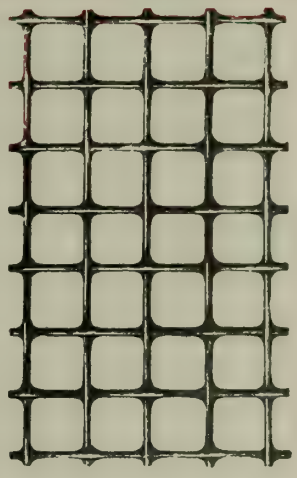
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No. 9

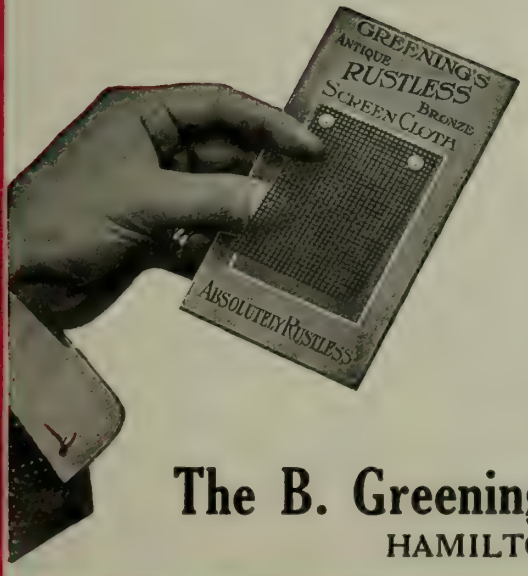
PUBLISHED EVERY SATURDAY SINCE 1888

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

March 1
1919

Tie-Out Chains
Dog Chains
Perforated Metals
Wire Rope
Poultry Netting
Wire Work





Bronze
Fly Screen

Sand Screen Cloth
Re-Galvanized
Cloth

The beauty of selling the Greening lines lies not only in the good profit—the service is magnificent making repeat orders double-sure.

The B. Greening Wire Co., Limited
HAMILTON, ONTARIO



Before



After

"BEFORE"—To the stove dealer, this reproduction illustrates a familiar sight—the old stove that you allowed your customer a few dollars for in the deal for a new one.

Now, the question arises in your mind, "Shall I dump it in the junk heap, or put it in shape to sell again at an attractive profit?"

You have the extra fittings to put the inside in good order, and we have the equipment and expert workmen to put all nickel trimmings in the same condition as when new, and at a small cost.

What are the net results?

1. **You are in a position to allow your new stove customer more money for his old stove—he is thoroughly satisfied.**

2. **When you and we convert this old stove into practically a new one, as shown above as "AFTER," you will have a "most as good as new" stove to sell to a customer at a medium price—he will be absolutely satisfied.**

3. **Now you have made two sales instead of one—have two satisfied customers instead of one—have made two profits instead of one, and you are satisfied.**

4. **Now, remove all the nickeled trimmings from the old stoves you have on hand, wrap in old newspapers and pack securely in a box and send them along to us—we will make them look like new at a trifling cost, and we will be satisfied.**

5. **Up to now everybody is satisfied, and you can feel that you have conserved instead of wasted.**

We have been rendering this service for years and have scores of satisfied customers.
We have recently doubled our capacity and can give you quick delivery.
On receipt of your shipment of fittings we will quote prices for your approval.

THE FLEXIBLE CONDUIT CO., LIMITED

GUELPH, CANADA

Do Your Bit!

BUY W-S S WAR-SAVINGS STAMPS

DO not think patriotic work is a thing of the past. The great need to-day is to repatriate the returned soldier, and to promote Prosperity so as to solve the problem of the War Burden.

The Dominion of Canada requires your help.

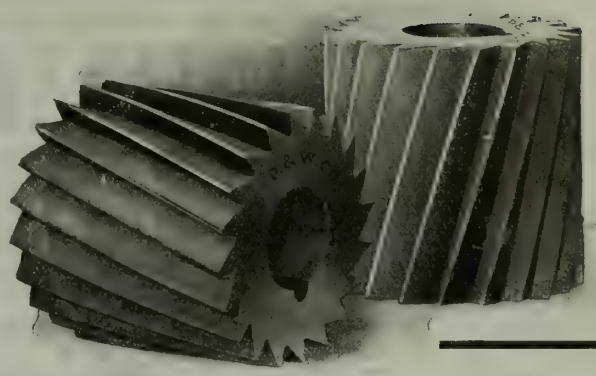
You can be a vital factor in the Government's plan to sell War-Savings Stamps by getting your customers to buy Thrift Stamps.

If they buy the Thrift Stamps from you, they will soon be War-Savers, helping themselves and the country in the great work of Reconstruction.

Put up your Thrift signs, get your stock of stamps, and push the sale among your customers.

Every Bank and Money-Order Post Office carries Thrift Stamps.

SELL THRIFT STAMPS



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Milling Cutters are but one of our complete lines of Cutting Tools. We have a Cutting Tool for every purpose.

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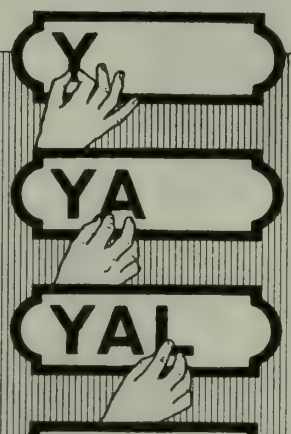
—are being specified by the largest manufacturers in the country. The high quality of these tools make them constantly in demand.

Taps, Dies, Reamers, Punchers, Drills and Miscellaneous Tools

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The name "Yale" helps make the sale.

Canadian Yale & Towne, Limited, St. Catharines, Ont.

HARDWARE AND METAL, March 1st, 1919. Volume XXXI., published every Saturday, yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

UNIVERSAL

Vacuum Bottles and Accessories

FOR EVERY SEASON---FOR EVERY PLACE---ALL YEAR SELLERS

When you tell a customer that"UNIVERSAL" Vacuum Bottles are superior you are not spinning selling fiction. You don't have to hedge, back down or hunt for an alibi. You can prove what you say as fast as you say it. Show the exclusive patented features of the "UNIVERSAL" line—supremacy will be evident without extended argument.

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No. 9822

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Montreal **Quebec**

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1500 GOOD TOOLS

Goodell-Pratt Mitre Box

made to give Real Service

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All-Steel Mitre Box

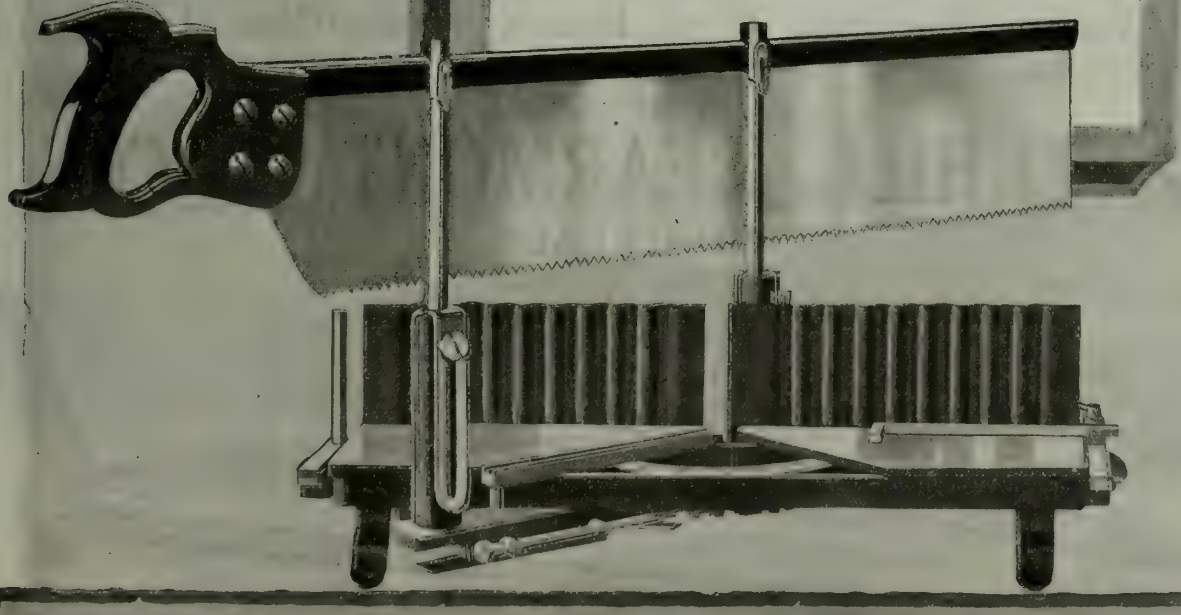
The bridge-like construction assures unusual durability, and the many time-saving features also assure accurate work.

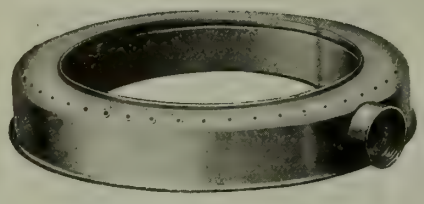
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Toolsmiths

GREENFIELD, MASS., U.S.A.







BE SURE AND ORDER ALL YOUR SPRING REQUIREMENTS NOW

For the Lawn we have

Lawn Mowers, Sprinklers, Hose, Nozzles, Hose Reels, Hose Clamps, Lawn Rakes, Grass Shears.

For the Garden we have

Rakes, Hoes, Weeders, Trowels, Digging Forks, Garden Wheelbarrows.

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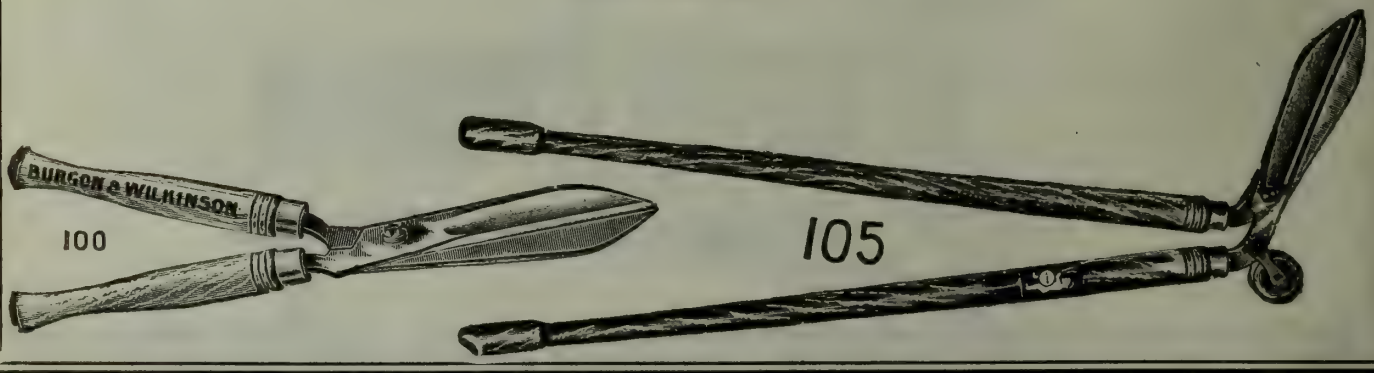
Harvest Tools, Barb Wire, Poultry Netting, Rope, Hay Fork Pulleys, Fence Pliers, Hay Rakes, Egg Crates.

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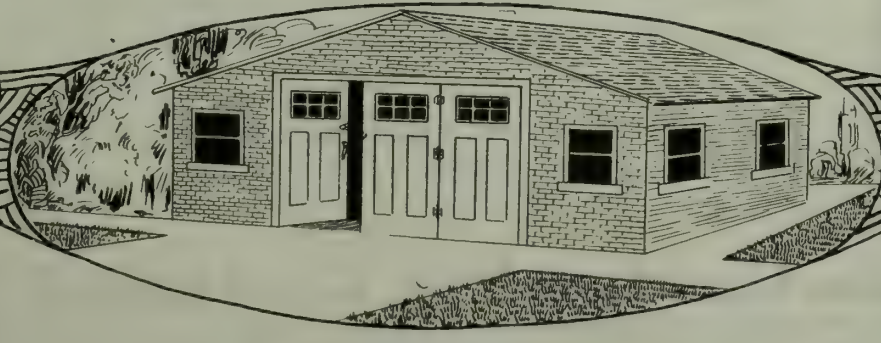


No. 806 Garage Door Set

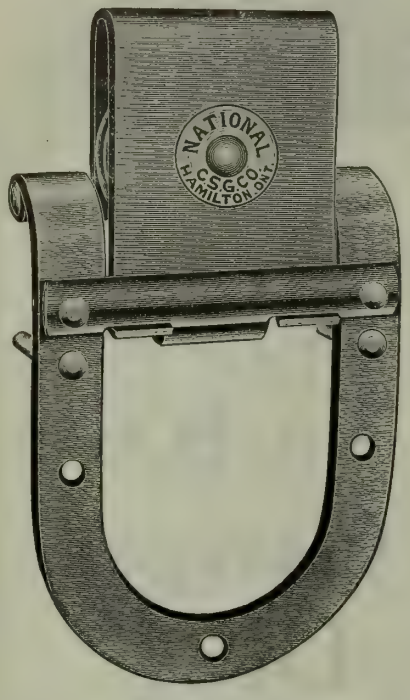
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Set No. 806 includes: No. 27 Latch; 1 only Swivel Hanger; 6-foot Braced Rail; 4½ pair 4 x 4 inch Jap. No. 505 T. P. Butts; 1 only, No. 820 Chain Bolt; 1 only, No. 830 Foot Bolt; 1 only, No. 5 Pull; 1 only, 4½-inch No. 30 Safety Hasp. All necessary bolts and screws. Comes packed in the "Unusual National Way." Japan finished. Write for prices, etc.

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The King of Flat Track Hangers

Runs on The Famous NATIONAL Track

Has ROLLER BEARINGS

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The Dominion-wide reputation that **The NATIONAL** enjoys is the best proof of all the claims we make for it.

WE ARE PROUD OF THE ACHIEVEMENT—
WE ARE PROUD OF YOUR APPRECIATION.

Canada Steel Goods Co., Limited, Hamilton, Canada

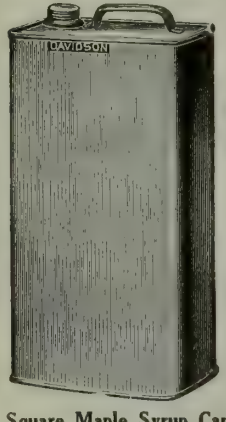
"Davidson's" Sugar Makers' Supplies

Illustrated are several lines of "Sugar Makers' Supplies"

Besides these we manufacture a number of different styles both in Sap Buckets, Syrup Cans and Spiles.

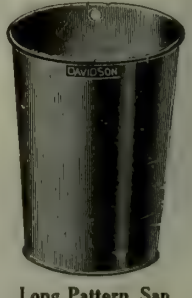


Empire Spout



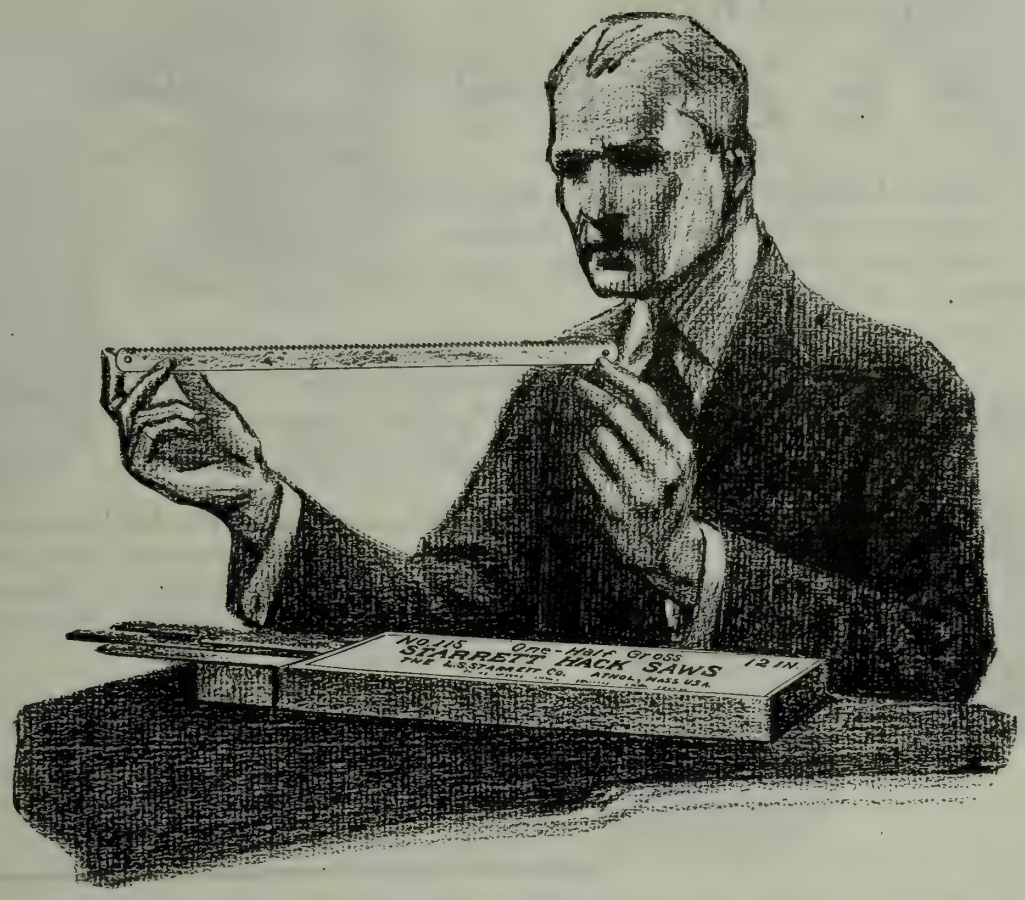
Square Maple Syrup Can

These Goods are fully described in our catalogue. Now is the time to get your orders in to insure prompt delivery. We have on hand a good stock of all lines and can ship at once. Prices will be gladly quoted on application.



Long Pattern Sap Bucket

The Thos. Davidson Mfg. Co., Limited, Toronto, Ont. Montreal Que. Winnipeg, Man.



You'll Sell The Discriminating Hack Saw Buyer

No matter if he is a hard proposition — critical and "fussy" about hack saws. If you handle the economical, durable

Starrett Hack Saws

you'll sell him because one trial will convince him that the Starretts are the kind to be used for saving time and money. They cut faster and last longer—that's why.

Write for our Catalog No. 21MA which shows hack saws and fine precision tools.

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THE WORLD'S GREATEST TOOLMAKERS
MANUFACTURERS OF HACK SAWS UNEXCELLED

New York London Chicago

STARRETT HACK SAWS CUT QUICKER LAST LONGER

42-890

Time to Order
FREEZERS



All of the three, LIGHTNING, GEM or BLIZZARD, have served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.

They are built of the very best material and workmanship possible —their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.



The Blizzard, being simpler in construction and cheaper in price, makes it a good running-mate with either the Lightning or Gem. They sell themselves and stay sold! No come-backs or complaints.

This means easy net profits for you.

Your Jobber Can Supply

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PHILADELPHIA, PA.

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TRIMO TOOLS



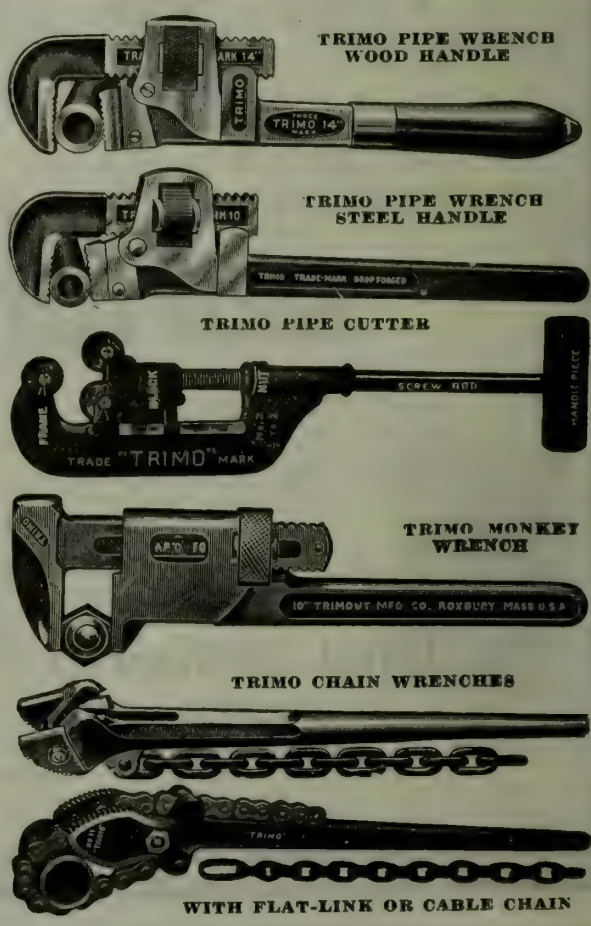
Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

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U.S.A.



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QUALITY SERVICE PRICE

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A Canadian Dollar is Worth One Hundred Cents in Canada

THE STEEL COMPANY OF CANADA LIMITED

HAMILTON MONTREAL



Immediate Service in Williams' Superior Drop-Forged Wrenches For Every Purpose

PURSUANT to our policy, inaugurated nearly half a century ago, of standardizing lines of Drop-Forged Wrenches, we have now developed some forty patterns in about one thousand sizes with openings running from 3/16 to 7-5/8 inches, for every purpose.

All are reliable, efficient tools, made of the best materials obtainable and manufactured by methods developed and perfected through many years' experience.

We carry them Big and Little, Bent and Straight, Thick and Thin; something *Standard* for every recognized trade need.

Specify "Williams' Wrenches" or Tools when you order and get *Superior* quality. Ask for Wrench Booklet.



Western Office and Warehouse : 30 So. Clinton St., Chicago, Ill.



FIG. 141
JENKINS BROS.
Standard Pattern Iron Body Globe Valve Screwed with Yoke.

For use under steam service there are no valves quite as satisfactory as

JENKINS BROS.
Globe and Angle Valves
Fitted with Jenkins' No. 119 Discs

The composition of the disc is very hard, but becomes tough and flexible in service when under steam pressure.

It shows remarkable freedom from cracking and flaking and unrivalled durability in working steam pressures up to 150 pounds.

Write for Catalogue No. 8.

103 St. Remi St. **JENKINS BROS., Limited** MONTREAL
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"Where there's a WILT — there's the Way"



A Quality Mark

The name of **WILT** stands for the best in **Drills.** To the mechanic it's the **welcome sign** of **great efficiency** and **unusual service**—to the dealer, it's the substance of merchandising **profits** and customers' **good-will.**

Not only do we endeavour to maintain the **highest possible standard** both in **material** and **workmanship,** but we educate the user up to the point of getting the best out of our Drills, and demonstrate to the Retailer the certain profits for him.

It's a service you can't afford to ignore.

WILT TWIST DRILL CO. OF CANADA, LIMITED

WALKERVILLE, ONT.

London Office, Wilt Twist Drill Agency

Moorgate Hall, Finsbury Pavement, London, E.C. 2, England

WILT

HIGH SPEED AND CARBON TWIST DRILLS



Eureka Corn Planter

In one and two-hand styles, well finished, light and durable, positive and accurate in action. A seed guard determines the number of kernels to be dropped in each hill. Only one lot of seed can pass into the jaws at one time. A flat steel spring is used in place of the cheap brushes used in ordinary planters, which constantly wear out.

EUREKA PLANTERS

It's to your customer's advantage to use them—and profitable for you to sell them.

Eureka Planters are the best that money can buy. They soon pay for themselves in their useful, economical and labor-saving qualities.

Many dealers throughout Canada have been selling **Eureka Planters** for years, and have built up a high-quality reputation and increased sales for their stores in this way.

Do your best by your business by taking on the **Eureka Line.**

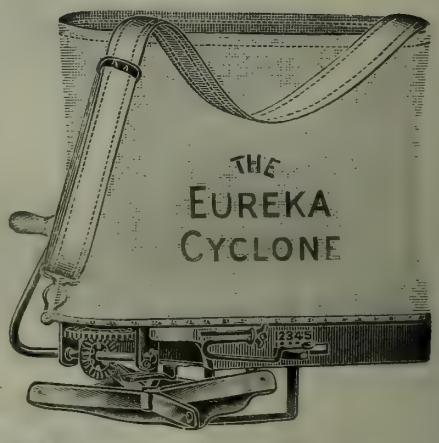
We also manufacture sprayers and many more labor-saving devices for the Farmer and Gardener.

Write for prices and complete information.

The Eureka Planter Co.

LIMITED

Woodstock, Ontario



Eureka Cyclone Seeder

The Eureka Cyclone Seeder is the most economical Seeder of its kind on the market to-day. It will distribute a more uniform spray of seed over the land than the old hand method. Easy to carry. A light weight device, yet durable. Sowing with the Eureka Cyclone results in a greater yield to the acre.



MAPLE LEAF BRAND Tapsoles and Toplifts

None better—none so good. You only have to try them once to find out. Have *you* stocked them? Your competitor has and is building a permanent connection with satisfied customers as a result. Had *you* not better do the same?. Get busy, spring will soon be here and you need to have the goods when the call comes—order to-day.

The Anglo-Canadian Leather Co., Limited

Toronto Montreal Quebec Huntsville Bracebridge

The Largest Sole Leather Tanners in the British Empire



Sterling Spark Plugs

Who Sells You Sterling Spark Plugs?

In buying merchandise you appreciate the sincere advice of the man on the other side of the counter.

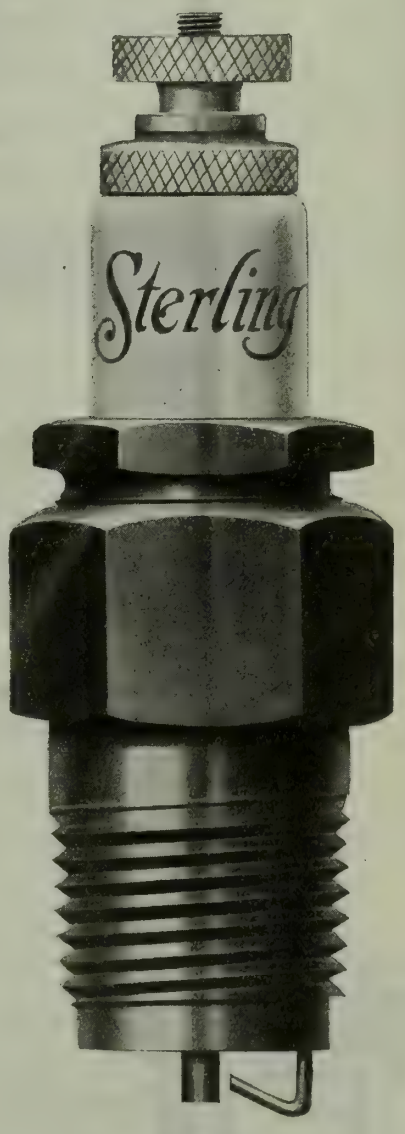
When you buy a shirt or a pair of shoes you like to patronize the man who understands your wants and tries to give you what you need.

So with Sterling dealers—they know your needs.

Sterling dealers are the type of business men who are willing and able to make clear to you the particular advantages of Sterling Spark Plugs.

They are the type of men, too, whose words carry weight.

When these men tell you Sterling Spark Plugs are economical because they are separable, cleanable and easily renewed by inserting a new porcelain core, they are rendering you a service you will appreciate because of what these attributes of Sterling Plugs mean to you.



A Size and Style for Every Purpose

Dominion Battery Company, Limited
736 Dundas Street East, Toronto

LOCKWOOD-ASH MOTOR COMPANY
Main Street, Jackson, Michigan

(52)

SEPARABLE  CLEANABLE

Hardware Dealers

Build Up a Sound Oil Stove Trade

Housewives everywhere are appreciative of the advantages of the wickless oil stove. More and more each year are making their oil stoves serve the entire 12 months.

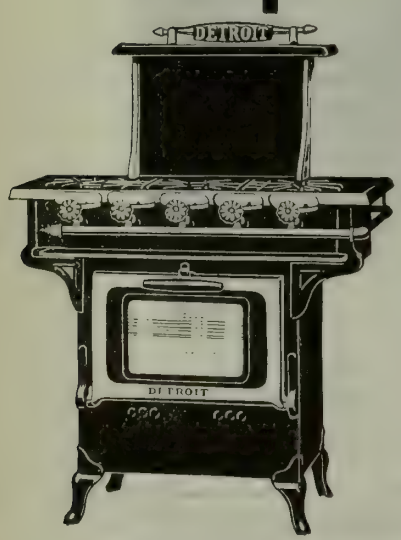
And you as a dealer cannot afford to overlook this opportunity of increasing your oil stove sales. You should handle a good stove.

DETROIT VAPOR STOVES

"Work Like Gas"

Burn Oil, Gasoline or Distillate

Oil Stove users everywhere are keenly appreciative of the sturdy gas stove construction of Detroit Vapor Stoves. For they are built on gas stove lines and operate similarly.



Detroit Vapor Stoves have no wicks or wick substitutes. Durable 8½ pound iron burners vaporize the oil so that they burn a gas instead of a liquid. The kettles go on as soon as the match is struck.

Detroit Vapor Stoves operate at a lower cost than either gas, coal or wood stoves. They are complete in themselves and can be placed anywhere.

If you have not yet been visited by our provincial representative in your territory you should write us for our exclusive agency proposition.

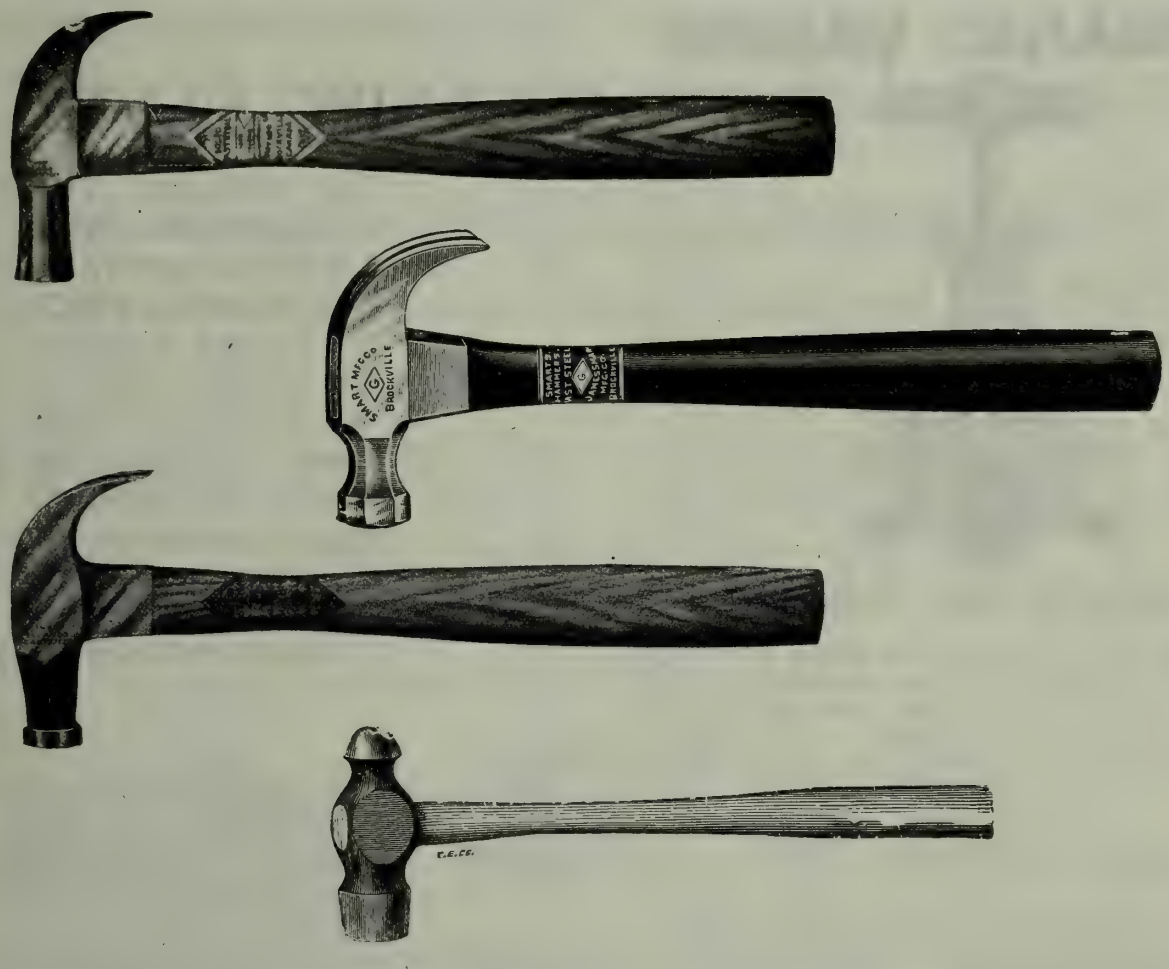
We have been making oil stoves for 25 years —stoves that the best dealers are proud to handle. Write us to-day.

THE DETROIT VAPOR STOVE COMPANY (78)

DETROIT - MICHIGAN

CANADA
FOUNDRIES & FORGINGS
LIMITED

Smart's Hammers



Hammers, Axes, Sledges and Hatchets of all descriptions. Highest grade labour and material in all our products.

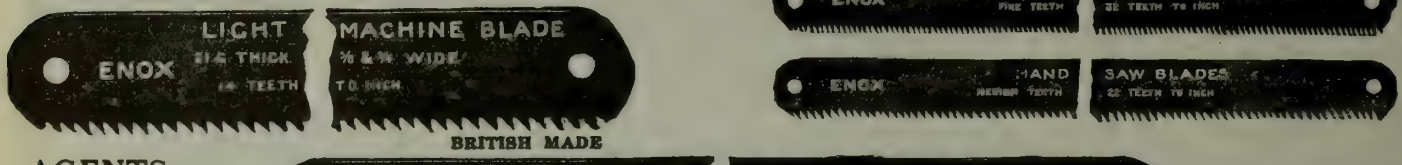
Write for our latest tool catalogue.

The JAMES SMART PLANT

Brockville, Ont.

ENOX HACKSAW BLADES

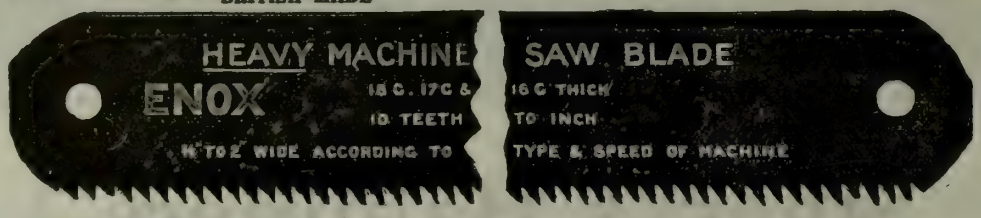
ARE THE BEST



BRITISH MADE

AGENTS IN CANADIAN TOWNS WANTED

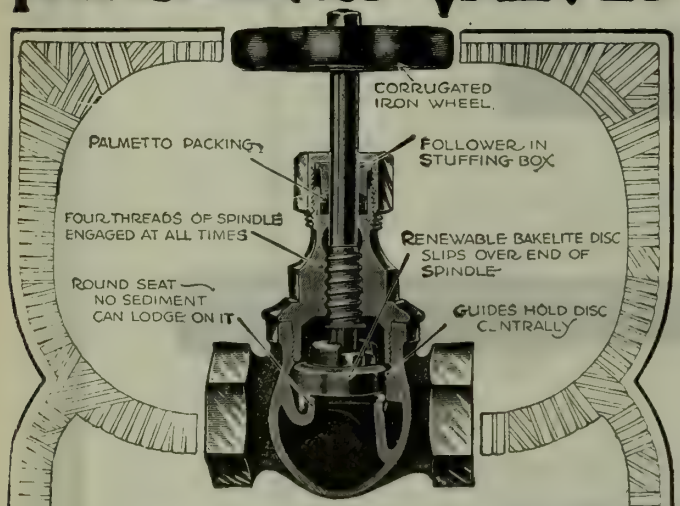
AN ENTIRELY BRITISH COMPANY



Liberal terms offered to firms willing to carry stocks and act as sole agents for the district.

SOLE MAKERS FRY'S (LONDON) LIMITED, 46 Upper Thames St., London, E.C. 4, England. Works: Greenwich, S.E. 10

FAIRBANKS VALVES



Renewable Disc Valves

The only tool required is a wrench to remove the bonnet. The vise, hammer and cold chisel are all eliminated. Once sold always demanded by your trade.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto: Hamilton, Windsor, Winnipeg. Saskatoon, Calgary Vancouver, Victoria.

CLEANING SILVER

TRY BOILING THE SILVERWARE IN A KETTLE CONTAINING A SMALL PIECE OF PURE SHEET ALUMINIUM AND A VERY LITTLE SODA. SAMPLE PACKET OF FOUR ALUMINIUM SHEETS FOR SILVER CLEANING MAILED ANYWHERE FOR TWENTY-FIVE CENTS.

THE BRITISH ALUMINIUM CO., Ltd.
60 FRONT STREET WEST TORONTO

Montreal Agents, Spielman Ag. Read Building

E. Roy, 65½ St. Andre St., Montreal, Que.

C. C. Cartwright, 85 Water St., Winnipeg, Man



4 Good Reasons ---READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

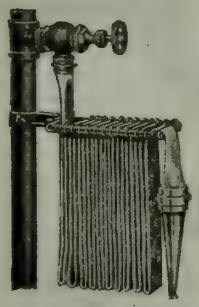
STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

When the Mill Wants Belting



When the Fire Hall Wants Hose
When the Engineer Wants Packing
When You Want Information

Write or telephone or wire us at once.
You will get a quick response to any inquiry, and full information any time as to

Quality, Strength, Size, Adaptability, Price

of any article or line of Rubber Goods. We can supply on short notice all requirements of the following:

BELTING, Power Transmission, Conveyor, Dynamo, Thresher, Grain or Ore Elevator, etc.

FORCE CUPS, MATS, MATTING, Etc.

HOSE, Water, Steam, Air Drill, Garden, Fire, Pneumatic Tool, Mill Protection, Suction, Sand Blast, etc. Plain, Wire Wound, and Woven Cover.



Maltese Cross Garden Hose

PACKING, Sheet, Spiral, Round and Square.

TIRES, "Maltese Cross" brand, Plain, Paragon and Non-Skid.

TUBING, VALVES, WASHERS, WRINGERS, ROLLS

Just mention anything you want in Rubber. We will do the rest.

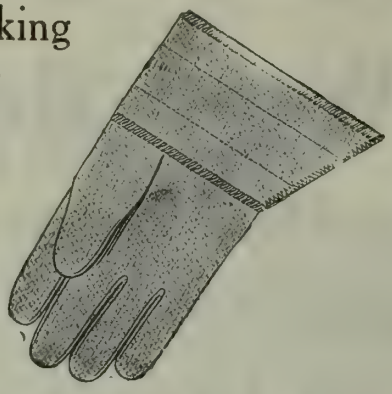
Gutta Percha & Rubber, Limited

Manufacturers of Rubber Mechanical Goods of all Kinds.

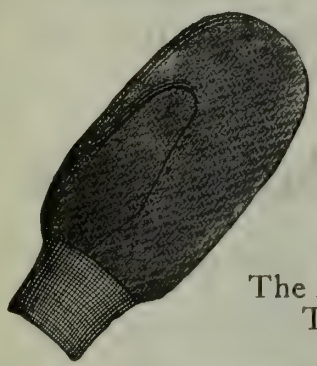
Head Office and Factories: Toronto

For the working men of your town

in fact for every man because practically every man needs a good, roomy, serviceable pair of working gloves.



TAPATCO
REGISTERED TRADE MARK BRAND



You can get this profitable extra trade by stocking the Tapatco lines—There's a style and a weight to suit every requirement.

Your jobber can supply Tapatco Gloves.

The American Pad and Textile Company
Chatham, Ontario

METALS · CHEMICALS · GLASS
B&S·H
Established 1790

Metals

We can make prompt deliveries on APOLLO Galvanized Sheets, Black Steel Sheets and Specialties, Tin Plates, Terne Plates, Canada Plates, etc., and Ingot Metals of all kinds.

B.&S.H.THOMPSON
& COMPANY LIMITED
MONTREAL

Branches: Toronto, Winnipeg, Vancouver, New Glasgow, N.S.
Selling Agents for Eastern Canada for United States Steel Products Co.
Exporters of the Products of the American Sheet & Tin Plate Co.

THE BRAINERD LINE



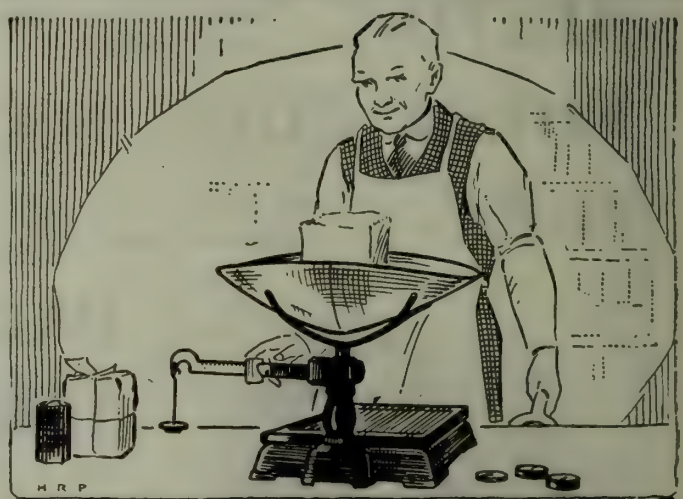
No. 360
Reduced Size



No. 599
Reduced Size

CABINET,
REFRIGERATOR
CHEST, FURNITURE
HARDWARE
BRASS—BRONZE—STEEL

The Brainerd Mfg. Co.
East Rochester, N.Y., U.S.A.



Fairbanks Scales

For over 90 years Fairbanks Scales have been the World's Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited
"Canada's Departmental House for Mechanical Goods"
St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Windsor, Winnipeg, Saskatoon, Calgary, Vancouver, Victoria.

How the Dealer Stands in the scheme of LACO SELLING

Every Dealer who handles Laco Lamps is considered by this Company as a worthy part of the machinery of distribution to users.

His efforts are appreciated, and no methods or means are adopted by the Company to lessen or avoid his Dealer Profits.

These points have a direct bearing on the splendid business relations now existing between this Company and the many Dealers throughout Canada now selling Laco Lamps.

The Laco Dealer is protected and supported in many ways

1. **Laco Lamp sales and profits are based on a sliding quantity basis—a worth-while profit remuneration for worth-while sales efforts.**
2. **Laco Lamps assure full margin of profit, as full retail price is protected.**
3. **Laco prices to Dealers are such that Dealers can handle, at a profit, business of the largest factories in their districts.**
4. **Laco Lamps have exclusive talking points:— A non-quibbling guarantee — 1500 hours individual life against 1000 hours average life of the nearest other guaranteed lamp.**
5. **Extensive Laco advertising, before a customer enters the store, makes him prefer Laco Lamps.**

These are advantages that work day and night for every Laco Dealer.

Write to-day for complete information.

Canadian Laco-Philips Company Limited

MONTREAL TORONTO WINNIPEG VANCOUVER



IMPERIAL BRAND

HARNESS COLLARS AND SADDLERY

NEW ILLUSTRATED CATALOGUE

NOW READY — To Be Distributed

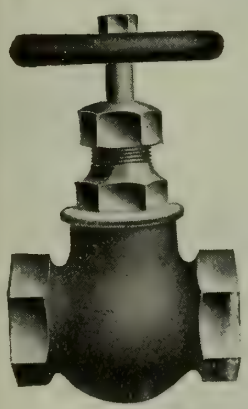
We have just issued one of the most complete catalogues, and merchants who handle harness will find it a great help. "Imperial Brand Harness" is well known for quality.

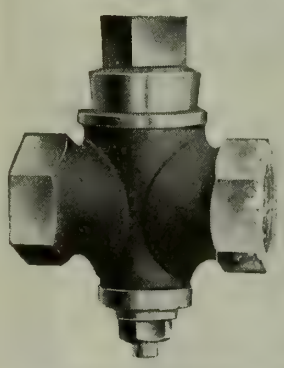
The TREES, SPRIGGS CO., LIMITED WINNIPEG, MAN.

FIVE WORKS---OVER 3,000 EMPLOYEES

UNITED BRASSFOUNDERS & ENGINEERS, LIMITED

EMPRESS FOUNDRY, CORNBROOK, MANCHESTER, ENGLAND





During the War our Plants have been exclusively engaged on work of supreme national importance.

With Peace in sight we are pleased to announce that we intend to again direct our energies to the intensive production of:—

GUNMETAL and BRASS VALVES and COCKS.
STEAM, WATER, and COMPRESSED AIR FITTINGS GENERALLY.
CAST IRON STOP and SLUICE VALVES.
SEMI-ROTARY PUMPS.
EXTRUDED BRASS and BRONZE BARS.
BRASS BOLTS and NUTS, STUDS, and GENERAL TURNED WORK FROM THE BAR.
CAST AND MALLEABLE IRON COCKS AND PIPE FITTINGS.
PRESSURE and VACUUM GAUGES.
INJECTORS and GENERAL JET APPLIANCES.
ENGINE GOVERNORS (Pickering, Proell, and Other Types).
SPRAYING MACHINES, for Insecticides and Limewashing.
COPPERSMITHS' WORK.
"STELLA" BRAND ALLOYS: MANGANESE COPPER, SILICON COPPER, FERRO ZINC, PHOSPOR COPPER and TIN, Etc.



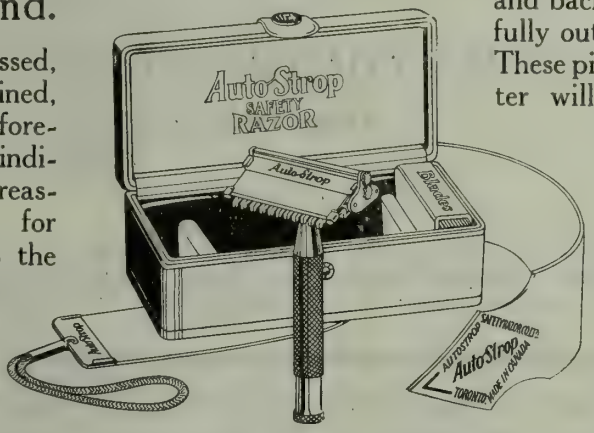
"UBEL" POST-WAR SERVICE

If you are interested in any or all of the lines mentioned, and are in a position to take a hand in the energetic distribution of the same please communicate with us NOW to our Head Office, at above address.

Back to Business

Now that the work of the Convention is over, and everybody is home once more, we turn our attention to the business in hand.

Ideas have been discussed, progressive plans outlined, and trade conditions forecast in a way that indicates a thriving and increasing hardware business for 1919. Now if ever is the time to put into practice the valuable hints and suggestions which we have picked up during our sojourn in Hamilton. Let us make up our minds to turn them to full advantage and so reap the full rewards of our trip.



Practical Co-operation for the Dealer

To those who didn't attend the Convention, or with whom we missed the pleasure of conversing, we wish to outline our plans for 1919. A newspaper advertising campaign will first of all cover the country from coast to coast. Five hundred and nineteen newspapers altogether, are on the list, reaching a total circulation of 1,360,441 men; Mind you, this does not include magazines, weekly periodicals, such as the *Saturday Evening Post*, or special class publications ; nor does it take in street car advertising, all of which are extra.

Special forms of Advertising Help

In addition to these forms of publicity (likely to be increased during the year) there will be a direct-by-mail campaign in which our efforts to co-operate with you and back you up will be carefully outlined and explained. These pieces of follow-up matter will be so designed as when unfolded to furnish you with a striking and attractive poster in colors to put up in your window, thereby linking up the store with our advertising and enabling you to derive the greatest possible advantage from it.

Our Services are Yours

We want you to feel free to call upon us at any time for whatever assistance you may need in an advertising way. Also, we would like you to tell us just what you think of our selling plans and suggest, if you can, how the advertising which will go to you from time to time may be improved.

Though the past year has shown a big increase in the sales of Autostrop Razors, this year it is our determination to make our sum total of sales still bigger to the end that we may both benefit. Since *our* success must inevitably mean *your* success, let us work together.

AutoStrop Safety Razor

AutoStrop Safety Razor Co., Limited, AutoStrop Bldg., Toronto, Can.


Detroit


Orchard King Compound Lever

T-F TREE PRUNERS

—are revolutionizing tree pruning. They are made so different and designed on such new and better principles that dealers are reaping a most satisfactory volume of sales.

Taylor-Forbes Tree Pruners are made in a factory especially devoted to their manufacture. They give an unusual length of service, are strong, durable and easy to operate.

Our liberal guarantee coupled with the quality reputation our products enjoy will be productive of many sales for you during 1919.

TAYLOR-FORBES COMPANY LIMITED

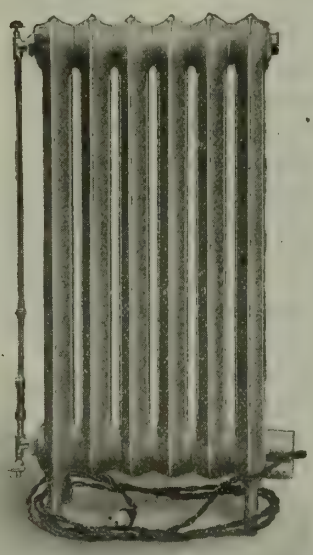
Head Office and Works

GUELPH - - ONTARIO

Taylor-Forbes Co., 246 Craig St., Montreal; H. G. Rogers, Limited, 147 Prince William St., St. John, N.B.; Canadian United Mfrs. Agency, London, Eng.; Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.; H. F. Moulden & Son, Travelers' Bldg., Winnipeg, Man.

Prepare For Spring Trade

Your customers can save time and money by using our Electric Steam Radiators.
Hydro Electric P.C. Approval No. 101.



Spring and its uncertain weather will soon be here. Raining, windy or cold one day, very warm the next, warm in the day and perhaps extremely cool in the evening. It is neither convenient, comfortable nor economical to operate the furnace. One or two of our radiators will furnish all the heat when, where and as required at the minimum of cost and attention.

Clean, economical and guaranteed.

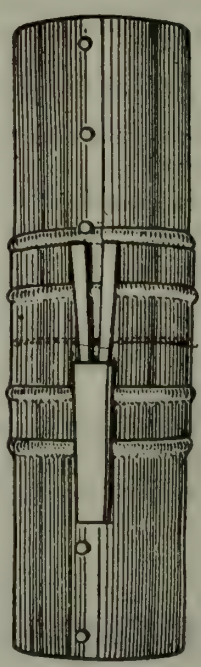
We offer attractive terms to le gitimate dealers.

Rapid Radiators Limited,

196 King Street West
TORONTO

THE LOGICAL METHOD OF ELECTRIC HEATING.

Ideal Galvanized Well Casing



Patented 1918
We also make Genuine "IDEAL" Patented Screw Joint Casing. Beware of imitations.

New Idea in Well Casing

PATENT LOCK JOINT

Made of 20-gauge Galvanized Iron or heavier, according to service; 12-foot lengths. Note joint construction, all ends butting, so that good, heavy **driving** may be accomplished. Smooth interior bore. Successfully used in wells 500 feet deep. Any size, 4" to 12" diameter. Also used for grain spouting, mine ventilation pipe (will not shake down while blasting), irrigation flumes, blasting tubes, concrete foundation tubes, culverts and many other uses. Big retail hardware seller.

Manufactured by

IDEAL WELL CASING CO., Ltd.
CALGARY, ALBERTA
Eastern Canada Patent Rights for Sale.

We Put It To You Squarely:

"Do You think it is fair to Yourself and Business to countenance an Avoidable Waste?"



It is just as logical to use the ox cart for your deliveries or the horse car to get back and forth to your business as it is to handle your oils, gasoline, varnishes or kerosene by the old wasteful, extravagant, inconvenient and profitless methods.

A GILBERT & BARKER
Oil or Gasoline
Storage and Distributing System

will quickly pay for itself by eliminating all waste from seepage-leakage-evaporation-over-measuring and spilling. A G. & B. Outfit means that oil-soaked floors are a thing of the past, it will keep you clean, your store clean, your oils and gasoline clean. It will put your oil handling on a safe, sane, business basis. It's your insurance of getting your legitimate profit from every quart you buy.

If you haven't a G. & B. Outfit in your store you are paying for it in labor, waste and lost profits. If you have it—it pays for itself—quickly. Bulletin 52 tells the story. To-day is a better day than to-morrow—write.

Gilbert & Barker Manufacturing Company
Established 1865
SPRINGFIELD, MASS., U.S.A.

Imperial Oil Limited
Canadian Distributors
BRANCHES IN ALL CITIES



More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

The R. McDougall Co.
LIMITED
GALT, CANADA

The Megantic Broom Mfg., Co., Ltd.
Manufacturers of Brooms and Clothes Pins



Lake Megantic, Que.

Our clothes pins are made and designed to **stay on the line.** And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver.

The L. Martin Co. *Headquarters for*

GERMANTOWN LAMPBLACKS

IN

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

Montreal Toronto
Philadelphia New York
Winnipeg
London, Eng.

Non-Poisonous Insecticides

Safety Efficiency Economy

KATAKILLA

The UNIVERSAL INSECTICIDE for use on FRUIT, FLOWERS, and VEGETABLES. A non-poisonous powder, readily soluble in cold water, cheap, efficient and effective.

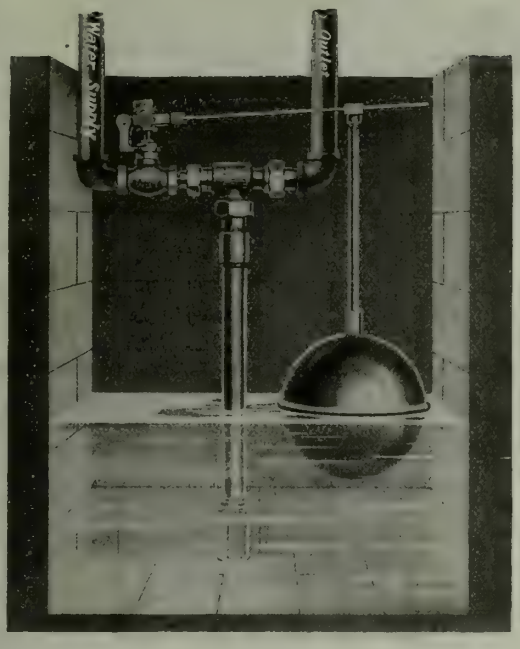
"KŪR-MANGE"

The approved Insecticide for use on Horses, Cattle, Dogs, etc. A certain cure for Parasitic Mange, Lice and other parasites. As supplied to the British Army.

Agents Wanted

Sole Manufacturers and Patentees:

MacDougall Brothers Ltd.
Port St., Manchester, Eng.



"Morrison" Cellar Drainers

—are guaranteed to give service too severe for other drainers.

The operating limits of most types of cellar drainers range from 15 to 18 feet lift. The Morrison cellar drainer will lift as high as 30 feet at 60 lbs. pressure. *"Morrison"* Cellar Drainers are automatic in operation, dependable, and require no attention when once adjusted.

All working parts above water. Nothing to get out of order.

Order from—

The James Morrison Brass Manufacturing Co., Limited

93-97 Adelaide Street West, TORONTO, Ontario

Manufacturers

OF

WIRE

HEADQUARTERS FOR

Wire Bale Ties

LARGEST CAPACITY AND STOCK IN CANADA

Prompt Shipment

LAIDLAW BALE TIE COMPANY, Limited

HAMILTON, CANADA

Winnipeg Toronto Montreal

London, England

MADE IN CANADA

Blacksmiths'
Boiler Makers'
Machinists'
AND
Pipe Fitters'
Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

Build Up Your Business—

by handling the BEST.

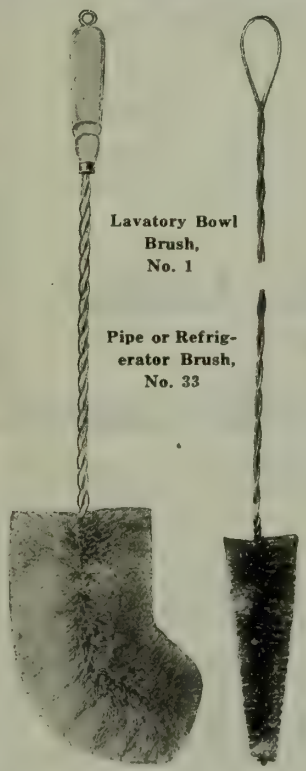
MADE IN CANADA BY CANADIANS

Sold All Over the World



ARROW HEAD SAWS

Write for Catalogue
T. F. SHURLY CO., LTD.
St. Catharines, Ont.



SANITARY TWISTED WIRE BRUSHES

of all kinds for HOUSEHOLD And Automobile Use

MOPS
DUSTERS
HAIR BROOMS
and
BRUSHES

Send for Catalogue and Prices

MANUFACTURERS to THE TRADE ONLY

Original Makers in Canada

Perfection Sanitary Brush Co.

1118 Queen St., West · Toronto, Ont.

PHONE: PARKDALE 250

P X H

TRADE MARK

FILES

"They Cut Faster and Wear Longer"

Ingersoll File Company, Ltd.

INGERSOLL, ONT.

John Morrow Screw & Nut Co., Ltd.
Sole Selling Agents

IMPERIAL

TRADE MARK

PINK'S LUMBERINGTOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

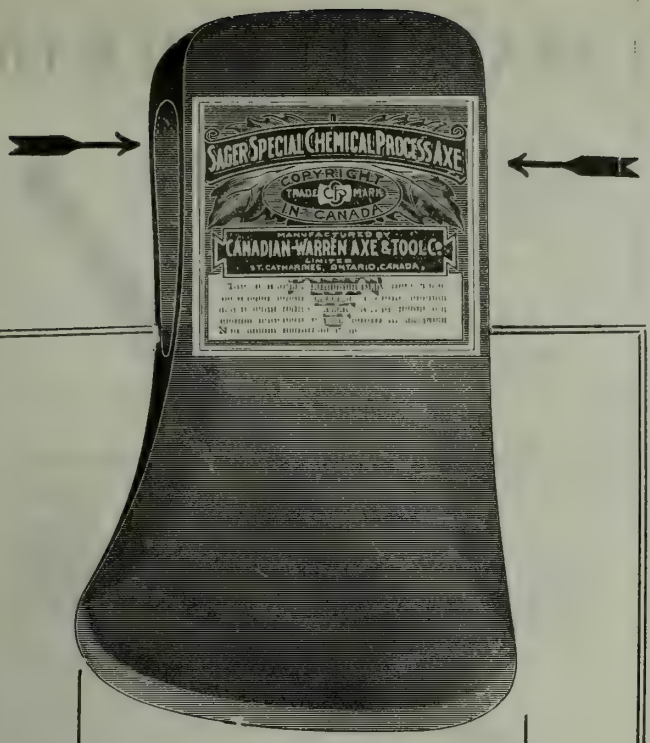
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It's a Pink anyway you take it.



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LIMITED
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Soo Line
Logging Tools

There is a shape and grade of "Famous Five" file for working upon any kind of metal or wood.

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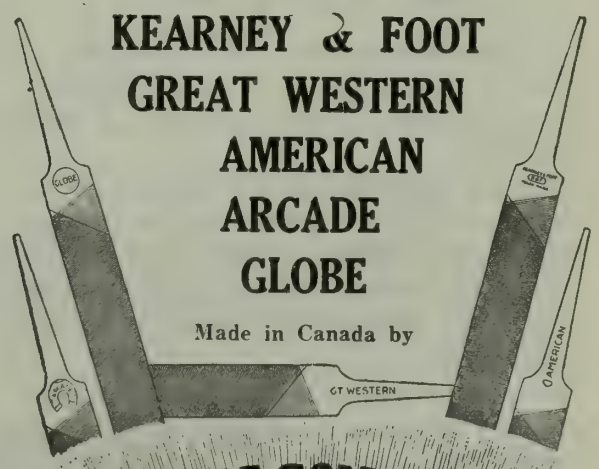
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AMERICAN
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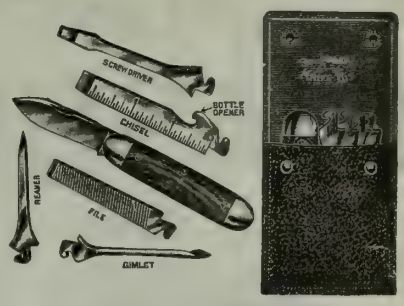
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ADVERTISING in HARDWARE AND METAL is economical because it reaches, and the advertiser only pays for, a circulation of tremendous buying power, which is always on the lookout for new lines and information regarding goods which are already in stock.

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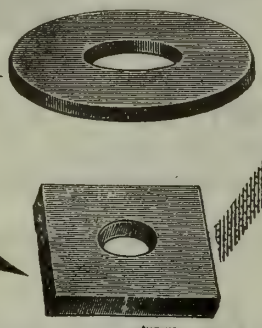


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Sheared and
Punched Plates.
Malleable Washers
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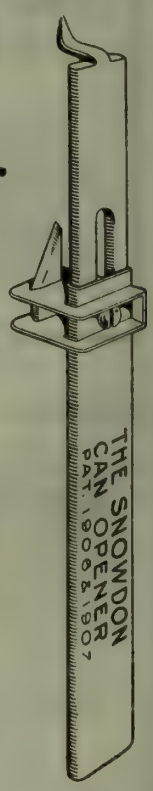
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LIMITED
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a medium-priced babbitt specially adapted for Saw Mill and Woodworking machinery.

Will remain cool under exceptionally high speed.

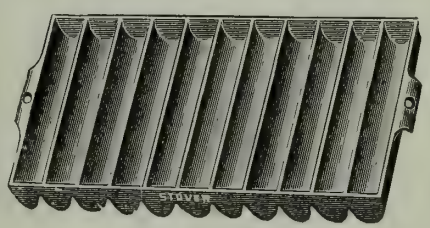
Its long life proves its efficiency.

Tallman Brass & Metal Limited
HAMILTON, ONT.

Good Men

DO you need the services of a good retail salesman, traveller, or manager. The best of them read HARDWARE AND METAL each week from cover to cover. Incidentally they also note the condensed ads. in the "Wanted" section. You can use space in this section at a cost of two cents per word for the first insertion, and one cent a word for subsequent insertions. Add five cents for box number or address.

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Every dealer should have them. Be sure you get the STOVER brand. It is a guarantee of clean, smooth castings.

This is also the time of year to lay in your waffle irons. STOVER waffle irons keep on the move and do not lay in stock. Send for our special waffle iron circular.

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Business .....
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HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXI. TORONTO, MARCH 1, 1919 No. 9

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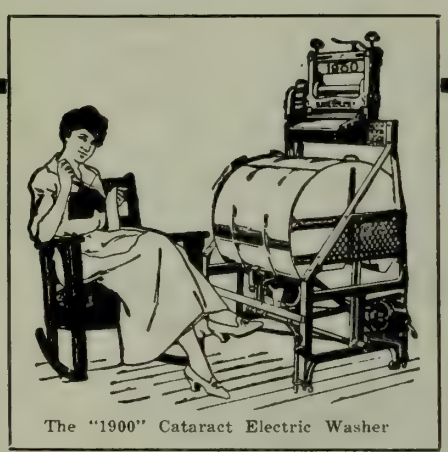
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Absolutely Durable.

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Manufacturers

BRISTOL NEWPORT MONTREAL


The "1900" Cataract Electric Washer

With the addition of our two newest and greatest models, the "1900" line is complete.

The Washers the Women Want

The articles that are in demand are the profitable ones, from the Hardware Man's standpoint. Those that are hard to sell—the unknown ones—prove less lucrative, in the long run.

It's Profits That You Want

and you can get them from "1900" Washers.

For more than twenty years we have been making and selling nothing but washing machines—the very best that can be made. Our whole attention has been centred on "1900" Washers, on perfecting and developing new models.

The "1900" Cataract Electric Washer

These most modern washers, as well as the other "1900" machines—the Gravity, Water Power and Gasoline Motor Washers—are sold everywhere through our extensive advertising, which is the largest publicity campaign conducted for washing machines in Canada. Inquiries in large numbers result from this advertising, and these inquiries are turned over to such "1900" dealers as have proven their worth in their different territories.

The "1900" Agitator Electric Washer

If there is no one selling "1900" Washers in your territory there is a chance for you. Make use of it by writing to-day to the wholesale Department.

THE "1900" WASHER COMPANY
357 Yonge Street - Toronto


The "1900" Agitator Electric Washer

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 31 TORONTO, MARCH 1, 1919 No. 9

May Protest Circular No. 97

Manufacturers Declare That Regulations Effective To-day by Canadian Railway War Board Are Unworkable—Not Opposed to Cash Basis Plan For Freights, But to Drastic Clauses Which They Say Are Unnecessary

A UNITED protest by manufacturers and retailers in all parts of Canada is expected against Circular No. 97, issued by the Canadian Railway War Board, which became effective to-day. The manufacturers and retailers are in no way opposed to the railways adopting the cash basis plan, but what they do object to, and object to most strenuously, are the provisions of the order. Officials of the Canadian Manufacturers' Association stated to HARDWARE AND METAL that some of the regulations laid down in Circular No. 97 are absolutely unworkable. That there is a good deal in this is shown by the diametrically opposite interpretations given to the rulings by railway officials. This has been brought out in correspondence between manufacturers who wanted information regarding the operation of the order. They secured this from railway agents to whom they wrote, only to be told that the exact opposite was intended when they took the matter up with the Canadian Railway War Board.

Storm is Brewing

A storm is brewing over the methods of collection outlined in the order. Just why firms whose capital runs into millions and whose credit is unquestioned should be compelled to furnish bonds which will secure the prepayment of their goods is not explained. The conditions under which payment is to be made are very clearly stipulated in the order. If lived up to manufacturers claim that they are absolutely unworkable and will result in a congestion of freight at the terminals that will completely paralyze business.

For instance, if manufacturers who ship hundreds of pieces of merchandise daily send their representative down to the railway offices at 5 o'clock each evening and demand bills so that they can look them over before giving a cheque in payment, the manufacturers state that the railways will be unable to handle the business. If an agent of the railway accepts freight and marks it prepaid and there is any delay in handling it, the railway leaves itself open to claims for damages. It is pointed out that agents will be careful about doing this, and manufacturers foresee all kinds of troubles in getting their shipments moving.

Planning to Protest

Already a number of protests have been received by the Canadian manufacturers, and it is stated that a committee will likely be appointed shortly to ask for a readjustment of the orders which became effective to-day.

Some manufacturers state openly that in their opinion the Railway War Board has outlived its usefulness. They state also that the attitude of the Board is to give the impression that its orders are official Government instructions, whereas the manufacturers claim the Board is purely and simply a railway organization.

They are planning to take up with the Government and with the Minister of Railways the whole question of the Board and its activities, and may demand that the Board be abolished as entirely unnecessary now that the war is over.

Opposite Views

The manufacturers claim that the accounting departments of the railways are responsible for Circular 97, and that the traffic departments are opposed to it. They also claim that they forwarded certain suggestions regarding the regulations on February 14 and that about a week later word came back that their suggestions came too late to be considered. Any delay there was, it is claimed, was due to the Railway War Board. It is likely that the Government will be asked to look into this matter also.

Circular 97 is as follows:

CIRCULAR NO. 97

(Superseding Circular No. 86 and supplements thereof.)

To the Railways and others concerned:—

Effective March 1st, 1919, the collection of transportation charges including demurrage and storage charges) by railways operating in Canada, for services rendered, shall be on a cash basis, and, effective as of that date, credit accommodations then in existence which may be in conflict with the following regulations shall be cancelled:—

1. Tickets shall be sold only for cash in advance of service. Baggage charges are subject to the same rule as tickets, except C.O.D. baggage and storage charges, which must be paid in cash before delivery.

2. In cases where the enforcement of this rule with respect to freight will retard prompt movement or delivery of the freight or the prompt release of equipment or station facilities, carriers will be permitted to extend credit for a period of not exceeding seven days after receipt for shipment of a consignment, if it be prepaid, or after delivery at destination if it be a collect consignment see clause 6) provided the consignor, if it be a prepaid consignment, or the consignee, if it be collect, file a surety bond, either individual (not connected with the business for which credit is requested) or corporate surety company or bank guarantee, in an amount satisfactory to the treasurer or other properly designated officer of the carrier. The form of such bond shall be as per form attached, conditioned upon and providing for payment of all charges within seven days after forwarding or delivery of the freight. Upon receipt and acceptance of such bond, a carrier may accept and forward prepaid consignments or may deliver collect consignments in advance of payment of all charges thereon, to the amount covered by the bond. Failure to pay such charges within the time prescribed will automatically cancel such credit.

Arranging Credits

3. Treasurers or other properly designated officers of individual carriers are required to arrange and conduct all matters relating to such credits. They shall designate the amount and accept or reject the surety offered.

Bonds may be required and accepted for individual consignments, or blanket bonds may be accepted from individual shippers or consignees to cover all of their consignments for a given period. The period of credit in such cases shall, however, be limited to seven days on each shipment, as herein prescribed.

Where shipper or consignee so desires, one bond may be taken out to cover two or more points. The name of each point, and proportion of amount of bond applicable to each point, however, must appear in bond.

4. Premiums on all bonds and all expenses incident thereto shall be borne by the applicant for credit to whom the accommodation is granted.

5. Cheques within the instructions issued by the individual railways to their agents will be considered as payment in cash.

At points where there are no banking facilities or where firms have no accounting office, arrangements may be made, subject to the carrier's treasurer or other duty duly authorized officer, whereby representative of shipper or consignee may settle by giving the carrier's agent a sight draft on shipper or consignee. Remittance of draft, in these circumstances, attached to expense bills, to treasurer or other desig-

nated officer of carrier will be accepted as cash. Where acceptance of draft as cash as herein provided is arranged, shipper or consignee, as the case may be, shall absorb the amount of exchange on such draft.

Will Govern Credit

6. In computing the credit period the following will govern:—

(a) Prepaid shipment. Credit period shall be computed from time shipper is notified of amount due the carrier covering transportation of the shipment or shipments concerned.

(b) Collect consignment. Credit period shall be computed from time consignee is advised of charges due, or time goods are made available for delivery, whichever may be the later.

(c) In either instance where notice of charges due is mailed, shipper or consignee, as the case may be, shall be held to have been notified at 7 o'clock a.m. following date of mailing.

7. Transportation charges on freight placed in storage, either on property of carrier or in private warehouses, on order of shipper or consignee, after arrival at ultimate destination, are due and payable when such freight is placed in storage. If charges are not collected from the warehouse company, they should be collected from the consignee under the terms of this circular or immediately succeeding the time of the placement in storage, and not after final delivery to consignee.

8. In the handling of cars in connection with "industrial" railroads, delivery shall be considered to have been accomplished and transportation charges due—

(a) When cars are placed upon sidings or team tracks of so-called plant facility industrial railroads, either those connecting directly with the road haul carrier or those located on terminal switching lines.

(b) When placed on interchange tracks with industrial railroads.

(c) Under the provisions of paragraphs (a) and (b), cars will also be considered as delivered when constructively placed as provided by demurrage rules.

(d) The provisions of paragraphs (a), (b), and (c), do not apply to "common carrier" industrial railroads so long as in good faith deliveries are promptly made by them to consignees and the trunk line carrier's agent is furnished with adequate information with respect to such deliveries so as to permit the prompt rendition of the freight bills.

Paid as Rendered

9. In case of any question as to accuracy of charges, bills must be paid as rendered and claims presented for alleged errors. This will not prevent adjustments by agents of obvious error. An obvious error is one on which both railway agent and shipper or consignee are agreed, and which may be corrected without further investigation. In circumstances where the carrier's representative is unable to recognize the inaccuracy claimed by shipper or consignee prior to settlement, the ruling embodied in the first sentence of this paragraph shall govern.

Agents are required to revise their bills properly before presenting for payment, but there is no objection to the consignor or consignee checking the bills and paying charges on the corrected basis, providing the practice is not abused and they proceed in good faith with a revision of the bill both for under-charges and over-charges. Consignor or consignee should make the change in red ink, and the tariff authority for the change should be indicated upon the bill.

In the event of settlement being made on corrected bill, and the correctness of the consignor's or consignee's action is not apparent to the railway representative, due bill for the deducted amount shall be rendered promptly and credit period of seven days allowed on the supplementary bill, computed from time of service or mailing as prescribed in clause 6, paragraph (c) hereof.

10. Freight consigned "to order" or "to order, notify," shall be delivered only upon surrender to the agent of the carrier of the original bills of lading for such freight and the payment of the freight charges thereon, as hereunder provided. Provided, however, if such bill of lading be lost or delayed, the freight may be delivered in advance of surrender of the bill of lading upon receipt by the agents of a certified cheque for an amount equal to one hundred and ten (110) per cent. of the invoice, or upon receipt of surety bond, either individual or corporate, acceptable to the treasurer or other properly designed officer of the carrier in an amount for twice the amount of the invoice.

Practical Blacklist

11. In the event of cancellation of credit by one carrier for failure to pay transportation charges within the prescribed credit period, the carrier cancelling credit shall immediately notify other railways concerned, who shall make similar cancellation. Similar notice shall be given as between carriers in the event of the cancelled credit being re-established.

12. The foregoing regulations shall apply to shipments delivered to and received from consignors and consignees by cartage companies, as well as to shipments handled direct between consignor and consignee and carrier.

13. Until otherwise ordered, these regulations shall not apply to transportation service rendered—

Departments of the Dominion Government;
Nations allied with Canada in war;
The various provincial governments of Canada;
The countries and municipal governments;
Transportation and authorized cartage companies.

14. Advice of the foregoing regulations shall be given promptly to all to whom credit accommodations are now given, to the end that the regulations may be put into effect at the time specified with as little inconvenience as possible.

The Canadian Railway War Board
Executive Committee.

How Fort William Hardware Dealer Cashed in By a Little Timely Advertising

Ira Gerry, manager of Gerry's Hardware at Fort William, Ont., was quick to take full advantage of a sales opportunity that presented itself last week, and ever since has been "cashing in" splendidly. On Wednesday morning the mammoth elevator of the C.N.R., one of the largest structures of the kind in the world, was partially destroyed by fire. The fire broke out in the west wing, which was being torn down to make way for a larger building, and thousands of dollars worth of tools belonging to the workers were destroyed.

Acting on the idea that the majority of these men would need new hammers, saws, and other tools right away, Mr. Gerry put the ad shown in connection with this article in the daily papers.

Asked by HARDWARE AND METAL if many of the carpenters and other workmen took advantage of the offer, Mr. Gerry said: "I should say they did.

"We sold a great number of these men partial sets of tools, and a number of others purchased whole sets. Many of the workmen who saw the advertisement came to the store and stated that if we would hold the offer open until they could arrange a settlement with the company, they would buy whatever tools they needed from us. These men, as long as they are here, will, when in need of hardware or tools, think of our store; therefore the ultimate results of that one little advertisement are impossible to estimate."

CARPENTERS!
NOTICE!

10 P. C. Discount on Carpenters' Tools to all men who lost their tools in the C. N. Elevator Fire. This offer is good for the balance of this month.

GERRY'S HARDWARE
PHONE S. 214
Corner Victoria Ave. and Simpson Street
G.W.V.A. Little Casino Feb. 24th.

MUST RETURN STOCK

Judgment against H. A. Middleton, formerly superintendent of the factory of the Oak Tire & Rubber Co. at Oakville, Ont., was given at Osgoode Hall. Middleton is to return the $5,000 stock which was to become his on the completion of five years as superintendent, and a reference is directed to the Master in Ordinary to determine the amount he must pay for misrepresentation and slander of the company. The company claims $10,000. No defence was put in by Middleton.

"Dollar Day" Ads Produced Business

Some Suggestions For Copy That May be Turned to Advantage by Hardware Dealers, Either in Their General or Special Advertising—How Good Advertising and a Strong Campaign Turned a Dull, Stormy Day Into a Business Getter

SOME advertising copy that produced results and that contains suggestions that may be turned to advantage by hardware dealers all over Canada has been used in Western Ontario in the last two weeks in connection with "Dollar Day" campaigns. A large number of similar campaigns are planned in various sections of the Dominion for the next few weeks and the advertisements reproduced in connection with this article may help hardware dealers in arranging their copy. They may also offer suggestions for general layout that may be adopted by dealers in connection with their general advertising.

It may be of interest to note that no firms except dry goods merchants used larger space than the hardware dealers in connection with the campaigns that were put on in London, Ont., and St. Marys, Ont.

Produced Results

That the advertising and the campaigns produced results is shown by the statements of the following hardware dealers:

"Personally I think 'Dollar Day' is a splendid thing," said Thomas H. Purdom, Jr., of the Purdom Hardware Company, London,Ont.,to HARDWARE AND METAL. "A Dollar Day campaign now and again is a great stimulant to business. The recent campaign proved the value of our advertising. We know this from the sales that were made of the articles we advertised. We got direct results. For instance we sold more food choppers, tire chains, floor mops, sad irons and electric lamps on "Dollar Day" than we would ordinarily sell in a whole week. Besides bringing crowds of city people into our store the farmers and their wives came in for miles around and made purchases."

Advertises Consistently

It might be mentioned incidentally that the Purdom Hardware Co. is a consistent advertiser. It believes in the free use of good illustrations and also in backing up its advertising matter by attractive window displays.

In spite of unfavorable weather conditions "Dollar Day" in St. Marys, Ont., was a splendid success.

"The sale was one of the most successful we ever put on," said J. M. Adam of the J. M. Adam Hardware. 'The streets were thronged with people all day long and our store was crowded. I believe the people realized fully that everything advertised on sale was a bargain and that they were getting things at prices that meant real savings. Our advertising undoubtedly impressed the farming community with the idea that it was worth while to shop in St. Marys on Dollar Day and they came in in hundreds."



This advertisement proved a big sales producer. As a result of it a man residing forty miles away who was unable to get to town telephoned long distance and placed an order for a stove and range. Both the rebuilt vacuum cleaners offered as specials were sold as well as large quantities of the Dollar Day specials.

Added Attraction

To liven up the day more than ever the merchants got together and arranged for the town band to put on a program. This was done and the whole impression was conveyed to visitors to the town that Dollar Day is something to be remembered like Fair Day. This is to some extent missionary work for



The ad reproduced above occupied half a page and as a sales producer was a winner. The proprietor of the store states that he sold more goods in many lines in the day than he would have ordinarily i n a week. The firm in the above ad carries out an idea that is used in all its copy, that is a generous use of attractive cuts and the quotation of prices in large figures.



Sales of dairy pails, paints and granite and tinware were largely increased as a result of the above advertisement. The day on which the sale fell was such a stormy one that ordinarily little business would have resulted. As a result of the advertising and campaign however the firm made a large number of sales in spite of the weather.

future Dollar Days and aimed to fix the event in their minds.

It will be noticed from Mr. Adam's advertisement that he had certain stoves which he wished to dispose of and also two overhauled vacuum cleaners. He not only sold two base burners and the vacuum cleaners but as a result of his advertising got an order over long distance telephone from a man forty miles away for a range and a heater.

Other Good Sales

"We had very heavy sales of granite ware, aluminum ware and milk pails," said Mr. Adam. "Our sales of Eleys' shells and of wringers were also most satisfactory. Owing to the mild weather and the fact that there has been little or no sleighing in this section we got little or no results from sleigh bells."

Mr. Adam believes in having display tables laden with various goods in his store at all times. These are frequently changed and on "Dollar Day" were used to splendid advantage in selling all kinds of specials in brushes which had been advertised.

In connection with "Dollar Day" Mr. Adam arranged a window diplay of paints and although no mention was made in his ad. of paints being offered the sales were most satisfactory. Mr. Adam also took advantage of the presence of the big crowd in town to demonstrate an incubator and brooder he is handling. While no sales were made he got in touch with a number of very promising prospects from which it is expected business will result later.

Sold Many Pails

The district immediately surrounding St. Marys is one of the very finest dairying sections in Canada. As will be seen from the advertisement of the St. Marys Hardware, Limited, dairy pails and paints were among the specials featured.

"Dairy pails were our largest sale on 'Dollar Day,' the manager stated to HARDWARE AND METAL. "We also sold a lot of paint. As may be seen from the advertisement we have been offering a special discount on all tin and graniteware for a month. Our sales have been good throughout the month and were good on 'Dollar Day' also."

DECREASED SILVER PRODUCTION

One result of the curtailment of refined copper production now under way throughout the country is an equally severe restriction in the output of silver, as a large number of the copper producers turn out annually millions of ounces of silver as a by-product. The lead and zinc mines also produce a large amount of silver each year.

If the curtailment policy of the copper, zinc and lead producers is continued throughout the greater part of the year, it will be reflected in a sharp drop in the silver production of this country for 1919. Already the available supply of silver is being affected as a result of restricted operations this year to date.

Convention Echoes



ONE of the most gratifying features in connection with the Annual Convention was the interest the hardware dealers showed in the splendidly varied programme. The remarks of the various speakers were followed with keen attention. Frequent outbursts of applause and the questions that were asked of the speakers at the conclusion of their remarks showed perhaps better than anything else could the interest the dealers took in the subjects under discussion. This year's programme contained many new features, all of practical value to the dealer. In addition, it included all the old features that previous experience has demonstrated are worth while. In justice to those who arranged the programme it should be stated that one who mingled freely among the delegates heard everywhere expressions of approval and praise for their efforts.

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One of the best evidences of the interest taken by the delegates in the sessions was their anxiety not to lose any time. On several occasions the presiding officer was not in the chair at the time the programme was scheduled to start. This was regrettable, as considerable valuable time was lost. In this case the delegates were not to blame because at opening time there was always a good crowd on hand. More than one hardware dealer stated that in his opinion the sessions should have been started at the time they were supposed to start whether there was one man present or one hundred.

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While there was always a fair sized crowd on hand when the time for starting came, there were many dealers hanging around in the halls. A suggestion made by a dealer for rounding these men up and getting them into the convention hall, may be worth while putting into practice at future meetings. This dealer thought it would be a good plan to appoint a committee of six or ten men whose duty it will be to go around through the halls ten or fifteen minutes before the meetings commence and send all those who should be at the meeting into the hall. Making full allowance for the fact that some of the hardware men who come to the Convention wish to skip a discussion occasionally in order to visit with a friend or take in an exhibit in which he is interested, there were many men who were not absent for reasons of this kind, but simply because they were hanging around. They came in later, but many of them missed many valuable points in the addresses given by the various speakers.

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Hamilton is right after the Annual Convention again next year. At the banquet tendered to the visitors on the first evening of the gathering by Wood, Alexander and James, of Hamilton, Mr. Wood extended to the delegates a hearty invitation to come again next year. This was repeated on other occasion by Hamilton dealers and manufacturers. As far as the hardware men are concerned opinion seemed general that no city in Canada contains so much of special interest to the trade as Hamilton. Many, however, are inclined to the view that it is not fair to the Hamilton merchants and manufacturers to impose upon their generosity so repeatedly. There is absolutely no question that they appreciated to the fullest extent the hospitable treatment they received and that they all have a warm spot in their hearts for Hamilton, but the hardware men at the same time took into consideration the fact that entertainment such as was lavished upon them in Hamilton must have involved considerable trouble and expense. In thanking the Hamiltonians for their warm welcome and hospitality President D. A. Macnab said that the Executive would be glad indeed to again consider the offer to hold the next convention in Hamilton.

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Talking of the banquet that was held on the first evening, it might be mentioned that H. L. Frost, President of the Frost Steel and Wire Co., of Hamilton, is a real artist at card tricks. During the entertainment which followed the dinner he mystified the audience several times by feats which he accomplished with a finesse that is seldom seen among professional performers on the stage. In addition to this he also proved himself an able after-dinner speaker.

PROMPT REPORT SURPRISES SECRETARY

G. D. Davis, Esq.,
Manager, Hardware and Metal,
Toronto.

Dear Mr. Davis:—

After closing up Convention affairs in Hamilton I reached Toronto Friday at noon, and was very much surprised at having placed in my hands shortly after my arrival in Toronto, a copy of HARDWARE AND METAL, containing a full report of the Convention proceedings, which only closed the night before. I cannot but express my respect for your journal which has shown such enterprise in the reporting of the proceedings of the Convention in such a complete way.

On behalf of the Association, I must express my appreciation of the excellence and promptness of your report of the proceedings, and am sure the various articles will be read with great interest by the trade generally.

Yours very truly,
W. F. MACPHERSON,
Secretary.

A good many stories were told at the banquets by various speakers, but one of the best was that recounted by A. T. Enlow, of the Dominion Sheet Metal Company, Hamilton, as follows:

"When the British sailors were receiving the surrender of the German fleet a crew from one of the Hun submarines came aboard a big battleship. One of the sailors walked up to a crowd of British Tars and spitting noisily said: 'That for your British navy.' Repeating the operation in a moment he said: 'And that for your Admiral Beatty.'

"A husky British sailor stepped up to the Hun and said: 'See here, Fritz, you are welcome to your opinion of the British navy and also to think what you like about Admiral Beatty, but I warn you that you had better be damn careful whose ocean you are spitting in.'"

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SOUVENIRS were quite in evidence at the manufacturers' luncheon. The souvenir menu, compliments of Canada Steel Goods Co., Ltd., was most unique and attractive, consisting of a 4½ x 4½ lightweight butt, finished in dull brass finish, with menu printed in gold and blue on inner sides of the butt. Many complimentary remarks were heard regarding the originality of the idea, and the enterprise of the Canada Steel Goods Co., Ltd., in supplying each guest with one of the souvenirs.

THE Laidlaw Bale-Tie Co., Hamilton, have a lot to answer for, judging by the way in which a great many hardware men are still struggling to solve the wire puzzle distributed at the Convention. The puzzle which they gave away last year, consisting of two nails, was finally mastered by most of the merchants, but their latest innovation appears to have kept most of the visitors guessing, in fact, we know of a couple of hardware men who are spending their spare time in the evenings struggling with the puzzle, determined to overcome it without assistance from outside quarters. The same firm distributed an attractive and useful paper knife made from a wire spike, and nickel-plated.

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BIRD & SON distributed miniature rolls of roofing with a Hamilton-made cigar enclosed in each roll. McClary Mfg. Co. supplied neat ash trays for the members at the luncheon. E. C. Atkins & Co., saw manufacturers, supplied the song books used at the complimentary luncheon given by the hardware manufacturers of Hamilton.

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DURING the second day of the convention, some practical joker spread the good word around that refreshments could be easily secured at Room 3023. It was surprising how soon some of the visitors began to feel chills, symptoms of the flu, colds, etc., and soon hastened sky-wards on the elevators, hoping to find the oasis on the desert. They found to their dismay that room 3023 did not exist, but that you can get a good view of the City of Hamilton from the top floor of the Royal Connaught.

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IN accordance with past custom John Caslor, of Toronto, sat at the receipts of customs. John complains that too much of his time is taken up in collecting the cash and he should have assistance. He has found out after fourteen years, that while sitting out at the entrance collecting the coin to keep the wheels turning, he has been missing many of the good things that have been going on inside. There are few men who have given more time or more faithful attention to the affairs of the Convention than John Caslor.

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HARRY SEYBOLD, of Starke, Seybold & Co., Montreal, was a visitor at the Convention and went back East highly pleased with what he saw and heard at the Convention. Mr. Seybold would heartily favor a similar association operating in Quebec Province.

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W. A. RANKIN, of Ottawa, was one of the best regular attendants at the meetings. W. A. believes in starting on time and running the meetings according to schedule.

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MR. BARTON, of Barton & Fisher, traveled a great distance to attend the Convention, but he says it was well worth the time and expenses.

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THE question of the next meeting place was left with the Executive, but the general opinion is that the latter body will decide upon Hamilton as the meeting place for next year. Many members have suggested Hamilton as a permanent convention city.

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TWO good conventions deserve another and five hundred new members are needed without delay. There are over 1,200 hundred hardware merchants who should belong to the association. The special services supplied by the association are alone worth more than the membership fee. If you are not a member, drop a line to Secretary Macpherson, at Prescott, and ask him what you get for your five dollars.

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AT the closing session late Thursday afternoon, a note of thanks was unanimously passed to Secretary Macpherson, the manufacturers, wholesalers and trade newspapers for assistance and co-operation in making such a success of the Convention.

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THE new officers are already laying plans for future activities of the association and the outlook is for a big year in 1919, and a bigger-than-ever Convention next February.

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AT the luncheon tendered to the delegates on Thursday by the hardware manufacturers of Hamilton, Col. Arthur Hatch, who presided, threw a bomb into the gathering by his attack on the attitude of the Western farmers in connection with free trade.

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WHEN the question of raising the membership fee came up for discussion and the proposal was made to make it $5 there was not a dissenting vote. On the contrary many of the hardware dealers declared that $5 is much too small, and that if the association charged $25 it would have a larger membership, and that $25 would be little enough for the benefits received.

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FEATURES of the programme such as the moving-picture show, and the various demonstrations were keenly appreciated by many of the dealers who found in them not only much that was instructive but decidedly interesting and profitable.

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HAMILTON manufacturers were greatly pleased at the interest taken in the various factories, and methods of making various lines of goods. Many parties of hardware men found time between the various addresses and demonstrations to visit a number of the firms and meet the proprietors and representatives.

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THE hardware men also took much interest in the exhibits and made a pretty thorough inspection of them. Many of the exhibitors lined up a lot of good business.

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THE dealers who came to the Convention can do a lot, if they will, to advertise the association. They have a lot of real talking points as the Convention was without doubt one of the best in the history of the Ontario organization. Dealers who had not been at the meetings for some time and came down this year as a result of what they heard about the 1917 Convention, expressed themselves as splendidly satisfied. Every dealer who was there can bring in one or more new members if he will do a little missionary work. The stronger the membership the more good work it can do.

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NO speaker on the whole programme was listened to with keener interest than W. H. Davis, of Hamilton, the Government Inspector of Income Taxes. He talked of profits, and assessments and exemptions, and a few dozen other things that come under the Income Tax regulations. This is a complicated subject but Mr. Davis handled it in a manner that delighted all who heard him, and by answering scores of questions shot at him from all parts of the hall he cleared up a lot of misunderstanding that apparently has existed in the minds of hardware dealers all over the province.

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J. B. ARCHER, of the Moore Hardware Co., St. Catherines, created a good deal of amusement and also a good deal of interest when he told of the money he has made by using the Association Sales Bureau. There were a lot of good suggestions for other dealers in Mr. Archer's talk, and from what they said it is likely that many of them will make use of the bureau.

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SECRETARY MACPHERSON is optimistic about the possibilities of increased membership this year. To HARDWARE AND METAL he stated that there is every indication that the membership will show an increase of about fifty per cent.

Co-operation Needed More Than Ever

Whole World is Facing Problems That Can Only Be Solved By Mutual Spirit of Helping One Another—Canadian Manufacturers and Retailers Vitally Interested in Working Out the Solution

Address by GEORGE A. SIMPSON, Sales Manager of the Steel Company of Canada, Limited, at the Annual Convention of the Retail Hardware Association of Ontario

Mr. Chairman and Gentlemen:

It affords me great pleasure to again address you and I appreciate the compliment of being again included in your programme.

Since your last Conference, great changes have taken place. At that time the clouds of war were hanging very low and prospects of peace were slight. Industries all over the world were being run at top speed, fabulous prices were being paid for everything and there was a terrific demand for the products of every industry. To-day peace is in sight, but the industrial world is marking time, prices are high, but there is no demand for the products of labor. Conditions are practically reversed. In my judgment the world was never confronted by problems quite as stupendous as the ones we are facing to-day and it will require great caution to successfully adjust them.

Co-operation Necessary

The keynote of my address to-day is Co-operation and in the course of my remarks, I shall endeavor to point out how blindly men in their industrial and commercial life compete for money, even to the point of embracing the doctrine of the Survival of the Fittest, while in their social, intellectual and moral development, they give the life to this inhuman doctrine by co-operation, to the end that right may prevail.

The facts are—during the past four years the world has been passing through the most terrible tragedy in all history and for the moment we were called on to supply, in unprecedented quantities and at unheard of prices, material of every description. Result — we have made headway; we have passed through a period of prosperity, measured from a money-making standpoint, that completely eclipses all previous records. But all this was not without its dangers and through these, during the period of storm, we passed in safety and now we are confronted with the calm.

Like Sailing Ship

We are like a sailing ship that has been battered and distressed by storm, head winds and clouded skies, driven under bare poles at terrific speed, with crew exhausted and bearings lost. And then comes the calm and sunshine, the captain and officers with quadrant and sextant take the sun and from that they get their latitude and longitude; they get their bearings and then they prick their chart and decide the course. But in doing this, they must be careful and what is more important, they must be honest with their findings, or their course will not be correct and they will bump on the rocks and reefs that send ships to destruction without warning.

Canada's Position

And so it is with the world in general and Canada in particular; we must take our bearings, prick our chart and select a course, but, like the navigator, we must be honest with our findings and if we are, we will—like him, bring our ship safely to port. He has a number of fixed conditions, so have we, but these conditions are specific, not general; they are conditions to be considered by men with brains—business conditions, not politics—and as such they must be considered by business men. The problem of reconstruction is not one for Ottawa alone. It is a vital subject, calling for the serious consideration and co-operation of every thinking man in Canada.



GEORGE A. SIMPSON
Sales Manager of the Steel Company of Canada, Limited, Hamilton, Ontario.

Drastic Changes

In an article published in *MacLean's Magazine* last February, and later, I outlined, in an address before the members of this Association that the whole world was undergoing the most drastic change in all its history. The whole structure, economic, agricultural and industrial, would need to be reconstructed after the war. I also called attention to the enormous producing capacity that had been created by the demand for war material which would, after the war, have to be considered and I stated then that the whole subject was one for active, vigilant men to handle, men of broad vision, vast experience and sound judgment, men whose only thought was for the betterment of all mankind in general and the prosperity and happiness of Canada in particular. When this nation is faced by big crisis, it is the Government that calls upon the people, and not the people who call upon the Government, because in the final analysis, it is the people who govern.

A Big Problem

A problem now confronts us, therefore, it is up to the business men of the country to assert themselves, otherwise the situation is serious. But if they do, there is no cause for alarm and we can cast aside all forebodings and face the future with unbound courage and confidence and, without a shadow of doubt, declare to the world that this nation, which wos so quickly and successfully transformed by the big business and financial men of the country to a war basis can, with their guidance, revert to peace conditions with equal success. The world has been passing through a serious illness, the crisis has been reached and possibly passed, but the period of convalescence must be reckoned with. Great care must be exercised and prudent measures must be adopted. The change to peace conditions will be slow and caution will be necessary.

Need Employment

It is essential in getting back to peace conditions that there should be employment for labor and that wages should not decline faster than the price of commodities, as this would reduce the consuming power of millions of persons and check the production capacity of the country. Reconstruction presents some knotty problems, but by co-operation the problems of peace can be solved, as the problems of war were solved—VICTORIOUSLY.

Support Home Firms

Under present conditions, I not only think that Canadian industries should be given every opportunity to supply all material that can be produced in Canada, but they should be furnished by Canadian manufacturers, jobbers and dealers with every bit of reliable information that can be procured from any source, which would enable them to furnish material at a cost to the manufacturer, jobber and dealer that they would pay for similar material purchased elsewhere.

I may be wrong, but my feelings prompt me to say that, under present conditions, any Canadian manufacturer, jobber or dealer worthy of the name is inviting well-deserved criticism—and he is entitled to it—if he wilfully purchases material elsewhere that he could, through a little effort on his part, purchase in Canada at a similar figure.

In my judgment his actions, under present conditions, are unpatriotic, as his first allegiance, if he is earning his living here, should be to the country that affords him a living. How any Canadian manufacturer, jobber or dealer can howl himself hoarse shouting "Welcome" to the returning Canadian soldiers, if at the same time he is making no effort to keep the wheels of Canadian industry turning and thereby give them employment, is beyond my understanding and to say the least, a short-sighted policy.

Commercial Patriotism

Canadian industries should not only be given a chance, but they should be given the "Last Chance" to produce material in Canada, in the production of which the services of our returning soldiers could be utilized. These are trying times—and to enable Canada to safely cross the bridge, commercial patriotism is as necessary in 1919 as military patriotism was in 1914, to save the Empire.

My views, expressed in the foregoing, cover the situation in a general way as I see it to-day; but there are definite and distinct issues that must be taken up and discussed and one of the most vital is Capital and Labor. This subject is as old as the hills, but labor is at last coming into its own. Mankind, as a result of the terrific sacrifice during the past five years, has become more human and more considerate of each other.

Lincoln on Labor

Abraham Lincoln many years ago spoke of labor as follows:

"Inasmuch as most good things are produced by labor, it follows that all things of right belong to those whose labor has produced them. But it has so happened in all ages of the world that some have labored and others have, without labor, enjoyed a large proportion of the fruits. This is wrong and should not continue. To secure to each laborer the whole product of his labor as nearly as possible is a worthy subject for any Government to consider."

And Thomas Paine the great English patriot, son of a mechanic of Quaker origin, born in the year 1737, wrote in his "Rights of Man" as follows:—

"When it shall be said in any country in the world—'My poor are happy—neither ignorance nor distress is to be found among them; my jails are empty of prisoners, my streets of beggars, the aged are not in want, the taxes are not excessive; the rational world is my friend, because I am a friend of its happiness'—when these things can be said, then may that country boast of its Constitution and its Government."

I merely repeat these expressions of great men, uttered in the dim and distant past, to show that there has been sown in the minds of men a seed, which is now about to bear fruit.

The thought uppermost in the minds of thinking men to-day, who represent Capital and Labor, is "How can we co-operate in the fullest sense to bring about this happy conclusion?" In other words—co-operation is taking the place of competition. Arthur Jerome Eddy, another great thinker, but of the present period, puts it in this language: "Competition is said to be the life of trade, and competition is also the death of trade, but co-operation is trade."

A Sordid Struggle

The old form of competition was for trade. Men fought each other by means fair or foul. In its simplest form, it was a competition for money. It was rather a sordid struggle and one has only to read history to see how little of service entered into it.

Success was measured by money—by naked money—and no question asked.

The man who got money was the big man.

"How did you get it?" was a question the moral conscience had not then learned to ask.

No verdicts were rendered except in terms of lucre.

Did Not Matter

If a man was handicapped by a conscience and a heart, and so failed in the race for gold, it did not matter—he had failed! His condemnation was without extenuation. Many of us can remember that in our youth this criterion of success still ruled. The men who won fortunes were held up for our admiration and emulation. Their swift rise in their own interest was the path we were urged to follow. Nothing was said of the things they did by the way, of the men on whose broken lives they ascended, of the laws they violated, of the consciences they seared. And nothing was said of the tragic lack of satisfaction which the winners felt when they reached the top. The one book which ought to be written, and which perhaps never can be written, is the story, not of the zest of the man climbing to riches, but the terrible life-emptiness of some of the men who arrived and were held up as models to the youth of the country. Through broken confessions here and there we know what that emptiness was.

Burned Itself Out

But the time came when the very ruthlessness of this competition for mere, meaningless money burned itself out. In a country like our own, where thought is free and observation fairly open, the mere fact of wealth ceased to answer all questions. All of us have seen the revolution within our own lifetime. We have seen men who were once held up as examples to little boys, hurled down in a storm of public ignominy, pursued by the courts, and in some cases become fugitives and expatriates. There are names, which in our boyhood stood for the bright star of success that are now bywords for hissing. Why? Because the standard of competition is changed.

Co-operation Trade

"Competition is the life of trade" and "Competition is also the death of trade," but "Co-operation is Trade." One proposition is as true as the other according to the point of view of him who utters it.

To the man who has downed his competitor, competition is the life of trade; to the competitor who is downed, competition is death.

Competition, blind, vicious, unreasoning, may stimulate trade to abnormal activity, but such a condition is no more sound, healthy life than is the abnormal activity of the man who has taken a little too much alcohol. One stimulant is like another, exhausting in the end. The old competition was a fetish that men ignorantly worshipped, but the cult has had its day; the sanctity of the god is being assailed, the people are waking up and asking: "What is this competition and why should it be hedged about and preserved?"

Do Not Seem Sound

All over the world there is a ferment of new ideas, of protest, of doubt, of discontent regarding this matter of competition. The old ideas do not seem so sound; they do not ring so true as they once did; they do not fit present conditions; there is something wrong. As a matter of fact, they never were true, they never were more than superficially sound. Competition was the life of trade only when trade was piratic, merciless. Competition — good, old-fashioned "cut-throat" competition—belongs to trade's buccaneering days when every industry flew the black flag and the appearance of a competitor meant war to the knife. Conditions have changed. Men no longer look upon one another as industrial and commercial brigands. I admit we are far from an era of universal good feeling, of mutual confidence, of generous and hearty co-operation, but the world is working that way.

Not Yet Written

The science of commerce is yet to be written; some day it will be, for there must be a thread of reason in what men do to make money; there must be some fundamental principles, the discovery and observance of which will clear up many of the uncertainties attending business transactions. There must be some basic propositions, the truth of which cannot be gainsaid. And when this science of commerce is written, we will find it resting on a foundation of co-operation.

Men are just beginning to learn that it is easier to make money by straightforward methods, than by devious ones; that truth is a commercial asset. The new competition, based on co-operation, is a policy that demands concerted action for its adoption and promotion. Co-operation means a broader outlook than the mere quest of money.

It may be said once for all that no organization can live beyond the exigencies of the hour, unless it has an interest beyond dollars and cents. The desire to make greater profits may bring men together, but it will not hold them long; the motive is too sordid to encourage any large degree of enthusiasm, and without enthusiasm no movement can go forward.

Times Changing

Times are changing and, with the times, business methods. Secrecy is yielding to publicity, men are coming out into the open and dealing more fairly with one another. As an inevitable result, competition is undergoing a change; the old is giving way to the new—true competition is taking the place of the false. The world feels that things are happening, but they are happening so fast, it does not quite comprehend. The people do not understand the new competition that is slowly but surely taking the place of the old, therefore they oppose it and vainly try to preserve the old and vicious order of things—try to make men fight when they no longer wish to fight—to make them destroy one another industrially and commercially when they are striving to establish industrial and commercial peace.

The old cry, "Competition is the life of trade" is yielding to the new cry, "Co-operation is trade." The old cry is the echo of primitive and barbaric conditions. It never did mean competition on terms of fairness and equality; it meant the relentless suppression of the weak, the merciless triumph of the strong; it meant methods so questionable, they are now condemned as criminal.

The Old Is Passing

The old, with its unfair advantages, its secret prices and rebates, its conspiracies to ruin competitors, help favored parties, localities, towns, at the expense of others, is passing; the new is taking its place, is winning its way in spite of ignorant clamor, regardless of opposition. It is winning its way because, fundamentally, it is right—it is progress.

What is competition? The man in the street laughs at the question: "Why everybody knows what competition is."

Well, what is it? "It is the effort of the other fellow to get my job," the laborer cries.

"It is the effort of the other man to get my customers," the merchant and manufacturer respond.

"It is the fierce struggle for life and means the elimination of the weak, the survival of the strong," the biologist says, and dismisses the subject.

"Is it so?" Then competition is not worth preserving: it is a biological rather than an economic, a natural rather than a human condition; it is part of the philosophy of evolution, rather than a matter of ethics; it is on a level with those relentless forces with which men are striving; like the familiar doctrine of the "survival of the fittest," it is more than non-human, it is INHUMAN.

Should We Do This

Granted that the universe is an evolution, that man is an evolution, that society is an

evolution—that all are products of that one fundamental law, the survival of the fittest, which is neither more nor less than competition in its fiercest form—what then? Should we bend all our efforts to make it more certain that the weak disappear and the strong survive?

No; only in the breeding of plants and animals do we try to aid the law of natural selection, and even with animals we are tender toward the sick and old—toward those Nature is trying to eliminate. We even pass laws to protect them and organize societies to help them. When it comes to human beings, only savages permit the law of the survival of the fittest to work unchecked; they expose infants, abandon the sick, kill the aged—they are evolutionists without human compunctions—they are biologists without hearts.

Forgets The Law

Civilized man ,in his struggle for existence, forgets that law, which the evolutionist says is the foundation of progress. Were it not for a few savage examples to the contrary, we might say he fights it instinctively. But fight it he does with laws, with customs, with moral sanctions, with social conventions, with individual standards of right and wrong, with praise for those who sacrifice their lives for others, with words of scorn for the selfish and cowardly—in short, with almost every legal, social and moral force do men fight for the preservation of the sick, the weak, the helpless, the very beings the cold doctrine of evolution says should be eliminated. Yet in his commercial and industrial relations, he is in that savage condition wherein the "destruction of the weak and helpless" is carried out, not only "voluntarily and deliberately" and "with Spartan firmness," but with precisely the satisfaction a Roman audience watched one gladiator slay another, or a wild beast devour a Christian.

A distinguished professor says: "The big company has a right to beat the little one in an honest race for cheapness in making and selling goods; but it has no right to foul its competitor and disable it by an underhand blow.". But he reserves to the big company the right to define the term "honest," and as to what they consider an underhand blow. Germany subscribed to this principle in relation to weaker nations. And Germany to-day, standing alone on the ruins of her survival of the fittest ambition, must feel a vast responsibility and realize that Fate does strip those whose ways are blindly ordered by such an inhuman doctrine.

It is the theory of the thoroughgoing evolutionist—the "big fellow" has the right to survive because he has the brute force; the little fellow must and should go to the wall in order that the "fittest" may live and the commercial race be improved.

Standing Alone

Strange how these crude propositions drawn from natural development persist in the field of economics long after they have disappeared from the field of ethics. In all social, mental, moral progress in their daily lives, men give the lie to the proposition that the strong have the right to elbow the weak to one side; on the contrary, it is recognized that the most precious privilege of the strong is the succoring of the weak—that is life at its best.

If such is the law of man's social, intellectual, and moral development, why should not the same high obligation obtain in his commercial and industrial development? That is a question every writer, every speaker on the subject should ask himself, and remain silent until the answer comes, for at heart it is not a question of making money, but of MAKING MEN.

Knows No Pity

Nature is merciless, she knows no pity. "Survival of the fittest" is her goal. The way is strewn with corpses of the weak, with the debris of the rejected. Nature has no use for the lame, the halt and the blind; her prizes are to the strong, and to only those of the strong who have no heart, who unfeelingly trample on the neck of others. The slightest hesitation is fatal; the man who lags behind to lend a helping hand never catches up, the man who lifts the weak, carries the old, sits by the side of the sick, is a fool. Nature's competition is a battle in which no quarter is given.

Why should men compete so blindly, so mercilessly? Why should we seek to make it a law of the industrial world that only the young, the strong, the vigorous shall find employment? Why should it be a law of the commercial world that only the big, the rich, the powerful shall survive? Because that is the natural order of things, it does not follow it should be the human.

The human law should not be the survival of the strong, but the survival of all, of the best there is in all and, oftentimes, there is more of good, more of real value to humanity in the weak than in the strong. The decrepit body may be of little use to nature, but to mankind it may possess a priceless content, and even though the aged are a burden from a material point of view, they are needed to develop those qualities of sympathy and unselfishness, of devotion and love, that lift men toward the angels.

Something Finer

No, competition—true competition—is not the mere striving of two men to get the same job, the same customer, the same material advantage—it must be and it is something finer and better than that. The old form of competition is not worth while It is not worth fostering or preserving. It savors of the dark ages of progress, of those primitive and savage conditions when the weak were abandoned and the old were killed. It is a curious persistence of a natural, a biological law in the industrial world long after man, in his social and moral relation, has advanced to higher and finer ideals. Morality has made progress in every department of human thought, save that of economics. Ethical standards have been set up in every branch of human activity save that of making money.

Most Contemptible

Of all the rivalries in which man engages, brute competition in the production and distribution of wealth is the most contemptible, since it is the most sordid; a mere money-making proposition, unrelieved by a single higher consideration. This is not the fault entirely of competition, of rivalry as such, but of our industrial economy. There is nothing inherently wrong in rivalry in the large sense of the term; on the contrary—it is a most powerful incentive toward perfection, ethical, æsthetic and material; it is the most powerful incentive toward co-operation, which is the foundation of progress.

Rivalry—competition in its broadest significance, is the earnest, intelligent, friendly striving of man with man to attain results beneficial to both; it is neither relentless nor indifferent; it is neither vicious nor vindictive; it is not inconsiderate, nor is it wholly selfish; it is not mechanical, but human and should be, therefore, sympathetic.

Against Progress

Competition without co-operation is war, and war is "Hell"; but it does not promote progress. So far from promoting progress, such competition stays and hinders; it generates the bitterness, the jealousy, the distrust that disintegrates families, partnerships, classes, provinces, states and nations. Such competition is progress only in the sense that war is progress. Rightfully viewed, there is not a single good result accomplished by men in politics or economics commonly attributed to wars, struggles and competition, that should not be attained by intelligent and far-sighted co-operation. That it should be argued that the lives of millions of men, the tears of millions of widows and children are necessary is a lamentable confession of human incompetence.

The argument that it is necessary for countless numbers of men, women and children to live in slums, to freeze, starve, and suffer in order that competitive conditions in the labor and industrial world may be maintained and society profit by their misery is also a lamentable confession of human incompetency. It is criminal and the blind worship of "cut-throat competition" and our application of the doctrine of the survival of the fittest to our industrial and commercial affairs is the root of all those evils.

The Extension of Trade in the Empire

Address by Fred W. Field, British Trade Commissioner

The appointment of a Trade Commissioner in Ontario, with headquarters at Toronto, is one of four appointments made, or to be made, in Canada by the British Government, through its newly constituted Department of Overseas Trade (Development and Intelligence). This department combines the activities of the former Commercial Intelligence Department of the British Government's Board of Trade and of the commercial phases of the work of the Foreign Office.

It is interesting to know that the idea of the Trade Commissioner Service of the United Kingdom was suggested by the Premier of one of the overseas Dominions. At the Imperial Conference in London in 1907, which was attended by the representatives of the various Dominions, Sir Joseph Ward, then Premier of New Zealand, drew attention to the need for the commercial representation of the United Kingdom in the Overseas Empires. Mr. Lloyd George, who, at that time was president of the British Government's Board of Trade, immediately took action upon this suggestion and shortly afterwards arrangements were made for the appointment of four Trade Commissioners. One was sent to Australia, one to South Africa, one to New Zealand and one to Canada, with headquarters at Montreal.

Completed Its Tour

Some years later, the Dominions' Royal Commission commenced and duly completed its tour of the British Empire. The Commission was composed of representatives of the British Government and of the various Dominion Governments, Sir George Foster representing Canada. Their work, broadly speaking, was to investigate the natural resources, trade prospects and kindred matters in the British Empire. They visited all the Dominions and in Canada traveled from Halifax to Vancouver, stopping at practically all the most important points and taking a great amount of useful evidence. During their visit to this Dominion, they soon realized that it was impossible for one Trade Commissioner, however capable and energetic he might be, satisfactorily to cover the duties in the entire Dominion of Canada in addition to the Dominion of Newfoundland. They therefore recommended, in their report on Canada and in their final

Important Addresses Given at the Annual Convention Covered Fully By "Hardware and Metal"

The subjects dealt with at the annual convention of the Retail Hardware Association of Ontario covered a wide range of subjects of interest to the trade. Complete reports appeared in last week's issue of HARDWARE AND METAL of the following important addresses:

"The Fourteenth Annual Convention," covering the first day's proceedings, addresses of welcome and addresses from trade representatives, including Mr. Adam Taylor of Guelph.

The President's Address.

Report of the Secretary.

The newly elected officers.

Treasurer's financial report.

The Wednesday morning session.

Address on "Ready Mixed Paints" by W. S. Fallis, of Montreal, managing director of the Sherwin-Williams Company of Canada.

"Wire and Wire Fencing," address by H. L. Frost, of the Frost Steel and Wire Company, Hamilton.

"The Stove Outlook for 1919," address by F. M. Tobin, of Toronto, secretary of the Canadian Stove Manufacturers' Association.

"Wire Nails and Kindred Products," address by F. H. Whitton, general manager of the Steel Company of Canada.

"The Glass Situation," address by Mr. J. E. Harrison, manager of Pilkington Brothers, Ltd., Thorold, Ont.

"Electrical Supplies for the Retail Trade," address by A. S. Edgar, of the Canadian General Electric Company, Toronto.

"The Linseed Oil Situation," address by A. C. McCuaig, manager of the Dominion Linseed Oil Company, Montreal.

"The Manufacture and Use of Insecticides," address by Shirley P. Newton, chief chemist of the Canada Paint Company, Montreal.

"A Short Talk on Dry Colors" by Chester A. Holkesvig, superintendent of the Dry Color Plant, McArthur, Irwin, Ltd, Montreal.

"The Wholesaler's Viewpoint," addresses by C. A. Whitwam, of London, Ont., Vice-president of the Canadian Wholesale Hardware Association and by S. H. Alexander, of Wood, Alexander & James, Hamilton, Ont.

"The White Lead Situation," address by S. W. Smith, Ontario, Manager of the Brandram-Henderson Company, Ltd., Montreal.

"Getting the Most Out of Your Territory," address by John C. Kirkwood, of Toronto.

"Vagaries of the Income Tax," address by W. H. Davis, of Hamilton, Government Inspector of Income Taxes.

"How I Placed My Business On a Cash Basis," address by W. F. Macpherson, of Prescott, Ont., Secretary of the Retail Hardware Association of Ontario.

"How to Advise a Customer to Finish Floors With Varnish and With Wax," address by William Home, of Berry Bros., Inc., Toronto.

"How I Made Use of the Sales Association Bureau," by J. B. Archer, Vice-president of the Moore Hardware Co., Ltd., St. Catharines, Ont.

"The Use of Illustrations in Advertisements," address by George D. Davis, manager of HARDWARE AND METAL.

"The Troubles of a Merchant and How to Stop Them," illustrated moving pictures and lecture by S. F. Fannon of the National Cash Register Company.

"Review of the Gasoline Situation," address by F. J. Wolfe, sales manager Western Ontario Division, Imperial Oil Co., Ltd., Toronto.

"Use of Price Ticket in Window," address by Nelson Mills, Vice-president of the Mills Hardware Co., Hamilton.

report, the extension of Great Britain's trade commissioner service, not only in this country but in other parts of the Empire. They proposed that the number of Trade Commissioners should be increased from four to sixteen, the number in Canada to be increased from one to four. This recommendation was adopted. The result is that a senior Commissioner has now been appointed, with headquarters at Montreal; that commissioners will be appointed at Winnipeg and Vancouver; and that a commissioner has been appointed in Ontario, with headquarters at Toronto.

An Important Step

Those who know the vast extent of this country, its great distances, its natural resources, its volume of trade, and the prospects of the Dominion generally, will realize what an important step this extension is. Even with the present delimitation of territory, you will realize that the four commissioners (the senior of them also attending to matters, within the scope of his duties, in Newfoundland— have an opportunity for very active work.

The extension of the Trade Commissioner Service of Great Britain was welcomed in an unanimous resolution introduced at the Imperial War Conference in London in April, 1917. It was also approved by the British War Cabinet.

Our service, therefore, was first suggested by the then Prime Minister of New Zealand, instituted by the present Prime Minister of Great Britain (then president of the Government Board of Trade), endorsed in a resolution proposed by General Smuts of South Africa, at the Imperial War Conference, and finally approved by the British War Cabinet. The origin of the service is consequently a happy indication of its inter-Imperial character.

Lengthy Instructions

The functions of a Trade Commissioner are described in lengthy general instructions which are sent to those officers. It is unnecessary to repeat them here in any detail, but among the general functions of a Commissioner, it is his duty:—(1) To keep in close touch with the Governments and State authorities in the Dominion to which he is attached; (2) To visit the principal commercial centres in his area and establish touch with the members of the commercial community; (3) To study and report upon the tariff laws, and customs regulations, as well as legislation affecting banking, patents and copyrights, shipping, harbors, etc.; (4) To watch the imports into the Dominion, to furnish reports on the best methods of meeting foreign competition, and to furnish reports on financial and trade conditions; (5) To make an annual general report on the conditions and prospects of trade in his area, and to supplement it by special reports dealing as exhaustively as possible with particular questions which are likely to be of interest to British firms.

These functions are more or less of a general character. The broad idea of the service is to see that a regular flow of commercial information of value is maintained, and to put Canadian importers and, to some extent, Canadian exporters in touch with manufacturers and others in the Mother Country.

Many Delegations

As an example of the interest which is taken in the work of the Trade Commisioners by British firms, it may be mentioned that when the Commissioners in Australia visited the United Kingdom officially in 1916, firms and deputations there to the number of 705 sought interviews with him in regard to the prospects of British trade, etc., in the Australian market. During his stay in England he also visited 31 works. The visits to works of various kinds are naturally a valuable education to a Trade Commissioner, who necessarily must deal with trades and subjects of many different types.

Continued on Page 68

EDITORIAL COMMENT

"THE elevator to success is not running—use the stairs."

* * *

THERE'S just one man can keep on raising your pay. Look him squarely in the eye and ask him about it—when you are shaving.

THE STEEL SITUATION

MANY hardware men have regarded as peculiar the fact that when steel appeared so very scarce during the war there should be so little demand for it now. The situation is not altogether a paradox. Steel was used very largely in connection with the war. Nearly all industries were marshaled for winning the war, and they were the steel consumers. They were, after all, fairly well supplied. There was very little "unessential" consumption shut off except that which tended to disappear of its own accord because costs were so high, this being particularly true in the case of building. There is another thing to be considered. Since the armistice was signed, shipments of steel have been heavy, and many who really were quite short of steel have since been supplied.

Another and very important factor must be considered, the matter of stocks of jobbers, and manufacturing consumers. While these buyers did not have, during the war, the stocks they desired they still had stocks of considerable proportions. Two new conditions have arisen: First, the general belief that prices are going to be lower before they are higher, moving buyers to get their stocks down to the lowest possible point; (2) The great shortening in the period of mill delivery. During the war deliveries were not to be counted upon at all, unless one had a very high degree of priority, while now mills can roll and ship steel almost overnight.

WESTERN DEVELOPMENT

THERE have been so many other things to occupy attention that many people have lost sight of some of the things happening at home and one of these is immigration. Last month there entered Western Canada from the United States 807 persons who brought with them cash totalling $716,519 and settlers' effects valued at $73,400. Many hundreds of others, the great majority of them practical farmers, will come to Canada from the States this spring, it is stated. There are indications also of a westward movement from many of the towns and villages of Ontario. Many of the younger men, among them returned soldiers, are preparing to go farming This general movement will have the effect to a certain extent of stimulating many lines of business. Many people regard the unusual activity of the banks in opening branches in the West as one of the best indications of the development that is likely to occur there. Unquestionably there have been more bank branches opened in the past two months than in many years before.

WATCH YOUR ADVERTISING

IT is very easy for a merchant, especially if he is very busy, to either procrastinate about advertising or if he is running an ad to neglect to change the copy regularly. It is still more easy to do these things if the merchant, as is often the case, does not realize fully the value his advertising is to his store. The more a merchant delays the quicker his losses pile up. Good timely copy, attractively presented to the buying public of your district, will bring results and will lay the foundation for a steadily increasing business. No merchant can afford to neglect his advertising.

BEWARE OF THIS PROPAGANDA

PROPAGANDA, the source of which is easily suspected, is very busy in many places these days urging that the world "apply Christianity to Germany," or in other words that we should forget and forgive. If there were the slightest reason for hoping that the German people have undergone a change of heart and were in the slightest degree sorry for the horrors they have caused, Canadians would not be slow to forget. But there is not. Germany just now is hilariously democratic because she has been deserted by autocracy. The German people, however, if they had the chance, if they had been victorious instead of losers, would be just as diabolically heartless and cruel as ever. For forty years Germany has known no master but Force. It is the only thing they respect and the only thing they will respect. Millions of red poppies blooming over countless thousands of mounds of earth in Flanders and the memory of the ghastly things that strew the ocean's bed should amply offset any tendency there might be to listen to any hypocritical supplications of the Huns for mercy which they never showed.

EVENTS IN THE TRADE

Business Changes

Niagara Falls, Ont.—McEvers & Henry, hardware, have dissolved partnership. A. E. McEvers continues.

Wolseley, Sask.—E. F. Chesney of Semans, Sask., has purchased the hardware business of F. F. Elsey & Sons.

Innisfail, Alta.—The Watt Hardware Co. has taken over the business formerly conducted by the Day Hardware Company.

Fire Losses

The plant of the Thorold Basket Company, Thorold, Ont., was destroyed by fire. The loss is $20,000.

T. S. Simms and Company Ltd., St. John, N.B., sustained a loss of $10,000 in a fire which damaged a warehouse at Fairville, N.B., in which a stock of broom corn was stored.

Fire which is believed to have started in the furnace room almost completely destroyed the wholesale and retail store of the Mechanics Supply Company, St. Paul St., Quebec., on Monday. The loss with insurance will amount to $150,000, it is estimated.

Obituary

George Booth, aged 82, president of the Booth, Coulter Copper and Brass Co., Toronto, and ex-treasurer of the Canadian Manufacturers' Association, is dead.

Personals

T. Fairbanks of Broadview has joined the sales staff in the hardware store of E. F. Chesney at Wolseley, Sask.

Percy E. Paddick, of Florence, Ont., has been appointed manager of the hardware store of R. M. Birce at Essex, Ont.

A. R. Bernhardt, formerly of the Bernhardt Hardware Co., Preston, Ont., has been appointed manager of the Bank of Toronto at Stayner, Ont.

Harold Smith, accountant in the Bank of Ottawa at Perth, Ont., is returning to his home in Cornwall, Ont., and will go into the hardware business.

F. C. Moore, formerly with the Marshall, Wells Co., Winnipeg, has been appointed Western manager for the Hamilton Stove and Heater Co., of Hamilton, Ont.

J. A. Coulter of Ingersoll, Ont., president and managing director of the John Morrow Screw and Nut Company, has left for Los Angeles, where he plans to remain for some weeks.

H. Richardson, of the hardware firm of Richardson & Rae, was elected president of the newly-formed Retail Merchants' Association at Ingersoll, Ont., T. N. Dunn, hardware, is a member of the executive committee.

James G. Lorriman has returned to take charge of the Preston end of the Metal Shingle and Siding Co., Ltd., as manager. Mr. Lorriman was with the company as sales manager in the years of 1907 to 1910. During his absence he has been editor and manager of HARDWARE AND METAL, manager marine specialty branch of Brandram-Henderson Limited, and latterly manager of the Toronto office of The Advertising Service Co.

Trade Notes

George Livingstone, implement dealer, Barrie, Ont., has been succeeded by J. H. McCaw.

The wholesale hardware firm of F. Bacon & Co., Montreal, has been dissolved.

William Kellet, Toronto, grocer and household hardware, is discontinuing business.

The Rainbow Coil Protector Co., Charles A. Gareau, manager, has been registered at Montreal.

The Vulcan Knitting Mills of Canada, Ltd., Three Rivers, Que., has changed its name to National Gloves, Ltd.

Newbury and Ross, of Hamilton, have extended their store on James Street North and installed a new front.

G. M. Howell of Toronto is opening a sheet metal, stove and furnace business at 417 Colborne St., Brantford.

The Imperial Sheet Metal Works, Sarnia, Ont., W. C. Keller, manager, have moved into new premises at Victoria and Lochiel streets.

Commercial Agencies, 23 Jordan St., Toronto, have received the selling rights for Canada for Hudson Brothers aluminum cooking utensils.

The Sharples Separator Company, West Chester, Pa., announces the appointment of Prof. Robert A. Lamson as dairy educational manager.

Fitzgerald and Kent will open a hardware store at 232 King Street, Hamilton. Messrs. Fitzgerald and Kent were formerly with the hardware firm of Kent, Garvin & Company.

Stevens-Heppner Co., Ltd., of Port Elgin, Ontario, have recently taken out supplementary letters patent, increasing the capitalization of their company from one hundred and fifty thousand dollars to five hundred thousand dollars.

The partnership between Howe and Henderson, Ingersoll, Ont., tinsmiths, has been dissolved and the business will be carried on by Dennis Howe.

W. C. A. and Oscar O. Watt, formerly of Red Deer, Alta., have purchased the business of the Day Hardware Co. at Innisfail. D. A. Smith, who has been manager at Innisfail returns to the Day Hardware Company's store in Red Deer.

The hardware firm of Keyes & Reynolds at Sault Ste. Marie has been dissolved. J. E. Keyes will continue the business while Mr. Reynolds becomes manager of the Fulton Hardware Co.

David B. Wilson, who recently purchased the hardware business of John Fennell, Napanee, Ont., has remodelled the building and added considerable shelving space in the main part of the store.

Montreal News

Robert Miller, of Starke-Seybold Ltd., is ill.

Oliver B. North, of O. B. North and Co., New Haven, Conn., was in Montreal this week.

F. Clive Hatch was in Montreal this week representing the Martin Mfg. Co. of Whitby, Ont.

The Paint, Oil, and Varnish Association held a special meeting in Montreal on Thursday.

Herbert Seybold, of Starke-Seybold Ltd., returned from Toronto and Hamilton last week.

Gordon Hale, of Starke-Seybold pricing department, has been laid up for the past ten days.

J. A. Vincent, of J. A. Vincent Ltd., Acton Vale, Que., maker of stepladders, was in Montreal this week.

Chas. C. Evans, representing W. J. Dennis and Co., Chicago, makers of weatherstrip, was a Montreal visitor.

J. R. Dalany, manager of the Chamberlain Co., Pittsburgh, manufacturers of Desolvo, was in Montreal this week.

W. H. Newton, trade sales manager of the Canada Paint Co., Ltd., Montreal, is in Toronto and Western Ontario points this week.

Arthur A. Rice, with Abbey and Imbrie, fishing tackle makers, New York, expects to be in Montreal in a few days.

Mr. Beaudell, buyer for the hardware department of the Hudson's Bay Co., Calgary, and Mr. Freeland, buyer for the same firm at Edmonton, were in Montreal this week.

Richardson and Bureau, manufacturers' representatives, Montreal, have been

appointed Eastern Canada agents for Desolvo.

The James Walker Hardware Co., Ltd., used a unique advertisement in the daily paper this week calling the attention of automobilists to a special attachment for spark plugs. It read as follows: "No more cleaning plugs; No more carbonized plugs; No more engine missing; No more new plugs—For explanation, see our window. Demonstration on Wednesday and following days. James Walker Hardware Co., Ltd." An actual demonstration was afterwards given in the window.

Winnipeg News

Wm. Chalmers, of Deloraine, was a visitor to the bonspiel.

W. H. Hyde, of Astern, Man., spent a few days in the city this week.

J. H. Stewart, of Fortier, Man., was a visitor in the city this week.

M. Brownstone, of Niverville, Man., spent a few days in the city this week.

J. Timms, Oakville, Man., spent part of the week in the city on business.

Mr. Lacey, of the Corning Glass Co., Corning, N.Y., is in Winnipeg this week.

O. L. Lewis, of Gerstendorfer Bros., New York is calling on the trade this week.

M. Breckman, of Breckman Bros., Lundar, Man., spent a few days in the city this week.

Joe Hamelin, of Hamelin & Co., St. Rose Du Lac, was a visitor during the week.

J. D. McLean, of Shoal Lake, Man., was a visitor in the city during the week.

E. E. Lydy, manager of the Maytag Co., has just returned from a visit to Vancouver.

Percy Dietrich, of the Shirley & Dietrich Co., Ltd., Galt, Ont., is calling on the jobbing trade this week.

Arthur L. Stelck, of the Sutherland & Stelck Implement Co., Dauphin, was a visitor in the city for a few days this week.

Mr. McCune, of McCune & Son, Hudson's Bay Junction, was in the city for a few days on business.

Mr. Dykeman, of Dykeman & Gordon, Benito, has returned after spending some time in the city on business.

L. A. Willson, Western manager for Anthes Foundry, Ltd., Winnipeg, returned last week from a business trip in Eastern Canada.

W. W. Hicks, who represents several large automobile accessory houses in Western Canada, left last week for Calgary and other points.

P. A. C. McIntyre & Co., manufacturers' agents, Winnipeg, have moved their offices from 1206 McArthur Bldg. to 810 Confederation Life Building.

Incorporations

F. M. Tobin of Toronto, secretary of the Canadian Stove Founders' Association, is in New Brunswick this week.

Colonel W. M. Gartshore, of the McClary Mfg. Co., London, Ont., has been re-elected as president of the Western Fair Board.

Thomas H. Purdom Jr., of the Purdom Hardware Co., London, Ont., is spending a week in New York.

W. Zimmerman, managing director of Whites Ltd., Collingwood, Ont., was a recent visitor in Sarnia.

Norton Tool and Machine Co., Ltd., capital $40,000, head office Toronto, plans to manufacture and deal in tools, machinery, implements and hardware.

Acme Electro-Plating Company Ltd., head office Toronto, capital $40,000, plans to manufacture and deal in hardware, machine supplies, and utensils.

A. T. Howe and Son, Limited, capital $150,000, head office Toronto, Ont., plans to manufacture and deal in wool, hemp, flax, jute and fibres.

Consolidated Stampings and Enamelling Ltd., head office Toronto, capital $500,000. plans to manufacture and deal in metal, enamel, porcelain, pottery and glassware of all kinds, and also hardware.

Montreal Forge and Shackle Company Ltd., head office Montreal, capital $20,000, plans to manufacture and deal in chains, tools, and shipping accessories.

Aspromet Company of Canada, Ltd., capital $200,000. head office Sarnia, Ont., plans to manufacture and deal in steel, iron, metal, asbestos, cement, asbestos-protected metal sheets, paints and strips.

Edward A. Robinson Co. Ltd., head office Montreal, capital $50,000, plans to carry on the general business of brass founders, metal workers, painters, and to manufacture and deal in hardware, cement, chemicals and explosives.

National Electric Products Ltd., capital $1,000,000, head office Toronto, plans to manufacture and deal in metallic and chemical products.

Brantford Roofing Co., Ltd., capital $250,000, head office Brantford, Ont., plans to acquire the property of the Brantford Roofing Co., Ltd., and to manufacture roofing materials, building papers, paints, oils and varnishes.

Mills Brothers Resume Business Duties After Distinguished Service on the Firing Line

Lieut. Fred. J. Mills, M.C., and Lieut. Wilfred Mills, of Hamilton, Ont., who recently returned from overseas, have resumed their former positions with the Mills Hardware Company, Limited. Both young men, since the inception of the company have been directors. When the call came, Lieut. Fred J. Mills went overseas three and a half years ago, and saw much active service at the front in France with the 40th Battery. For distinguished services he was awarded the Military Cross. He was wounded, but has now fully recovered.

Lieut. Wilfred Mills went to Italy and saw eighteen months' service with an Imperial unit. For special services he was decorated with the Croce al merito deguerre, and also with the War Service Medal. He came through the heavy fighting in Italy unharmed. Both young men are sons of Mr. Charles Mills, president of the Mills Hardware Company, Limited.



LIEUT. WILFRED MILLS



LIEUT. FRED J. MILLS, M.C.

BONUS FOR OFFICE EMPLOYEES

At a social evening tendered to the office employees of the Dunlop Tire and Rubber Goods Company of Toronto by General Manager J. Westren, not only theh entire head office and city branch staffs, but representatives from branches at Montreal, Ottawa, London, and Hamilton were present.

Mr. Westren made a number of announcements—the most interesting to the staff being one of a pecuniary nature, in which all shared. He also spoke of the broader field in sight for the company owing to the affiliation with the larger British Dunlop Company, by reason of which they have access to the methods and formulae of the latter company, sharing in the use of any new patents.

Predicts Big Improvement in the Demand For Glass

THE following letter has been sent out by the Plate Glass Manufacturers of America, Pittsburgh, Pa.:

To Manufacturers:

"The news from various parts of the country contains items of much encouragement regarding the plans for resumption of building operations. The 'New York Real Estate Record and Guide" summarizes the situation with the statement that building projects in the metropolitan district are more numerous than they have been at any time within the past two years.

"The House Public Buildings committee has just reported favorably the Annual Public Buildings Appropriation Bill, carrying a total of $50,000,000 for construction of post offices and other public structures, including the following: Chicago, Ill., $6,000,000; Boston, Mass., $3,500,000; Pittsburgh, Pa., $2,950,000; Springfield, Mass., $1,400,000; The Bronx, N.Y. City, $1,000,000; Syracuse, N.Y., $1,000,000; Baltimore Md., $1,000,000; Philadelphia, Pa., $1,000,000, besides buildings for numerous smaller cities.

"According to information gathered by the Department of Labor, building projects to the extent of $236,000,000 were held back on account of the war, during the years of 1917 and 1918. According to the same source, it will require approximately $500,000,000 to make up the building deficiency existing in the States of New York, Maine, New Hampshire, Vermont, Massachusetts and Rhode Island for the same period.

"Altogether we are quite optimistic on the outlook for a big improvement in the demand for glass in the very near future."

People Urged to "Buy Now" by American Council of National Defence

"BUY only what you need but buy it now," is the keynote of an official statement issued by Grosvenor Clarkson, director of the United States Council of National Defence in inaugurating a campaign to stimulate business and help relieve the industrial situation.

The official statement is in part as follows:

"The United States Council of National Defence, composed of the Secretaries of War, Navy, Interior, Agriculture, Commerce and Labor, has begun a nation-wide campaign urging the people of the country to buy only what they need, but to buy it now. The Council's action is based on the general industrial situation. In the Northern States unemployment is present because of suspension of outdoor work. Workers on outdoor improvements have crowded into the congested cities and are finding more or less difficulty in getting temporary employment. There is business hesitation normal to post-war readjustment. Prices are to some extent declining. Men hesitate to buy materials and supplies on a falling market. This means stopping work in some places and reducing amount of work done in others. Return of soldiers in large numbers adds for the time to the problem.

Invites Trouble

Without expressing undue alarm, the Council of National Defence believes that the situation invites the activities of certain restless elements of society. The Bolshevist takes advantage of idleness. Empty stomachs and purses create his opportunity. His fellow, the I. W. W. agitator, seizes the same occasion. There is a great volume of business waiting to be done in America. Private stocks of all kinds are low. The country's means are ample and when the full flow of private buying begins, there will be business for all. But it may take several months to bring this about, and action is needed now.

Foundation of Commerce

Our commerce rests upon the personal purchases of individuals. If all were to stop buying there would be no business. It is called good business to delay buying until the market reaches bottom. If economic law alone were now concerned that would be right action. But there is directly involved at this moment the saving of men from unemployment and the social consequences to them and to the country.

There must be no waste. We must still save. Taxes are coming and there will soon be another loan. The middle course that the Council urges is: Buy only what you need, but buy it now. If this course is followed commercial springs of action will be tapped and a real danger averted."

The Council is transmitting this programme to the 184,000 units of the State, county, community and municipal councils of defence.

NATIONAL AUTOMOTIVE EXHIBITION

A large and varied list of exhibits will be shown at the National Automotive Exhibition of Eastern Canada to be held in Montreal, April 5 to 12. This will be the only motor show to be held in Canada in 1919. Among the exhibits will be pleasure and commercial cars, tractors, motor cycles, motor boats, and accessories.

LEAVES FOR OLD COUNTRY

T. B. Wiliamson, buyer, H. S. Howland, Sons & Co., Toronto, leaves to-day for New York, from where he sails on the Olympic for the Old Country. Mr. Williamson expects to spend 6 or 7 weeks in England and Scotland, combining business with pleasure. Mr. Williamson is looking forward to a visit with his father, who resides in Scotland and is now getting along pretty well in years.

Lieut. Robert Miller Returns From Overseas

Robert B. Miller has returned from overseas to Montreal, where he is with his former employers, Starke, Seybold & Co., wholesale hardware. Mr. Miller joined the First Canadian Tank Battalion in April, 1918, and very shortly after went to England. While in training there he secured his commission as Lieutenant and was just ready to leave



LIEUT. ROBERT MILLER

under orders for active service in France when the armistice was signed. Subsequently he returned to Canada and again joined his old firm, and with whom he has been connected since 1904 in various capacities, and for some time as a buyer of shelf hardware. His new engagement is that of assistant to Col. Robert M. Starke, in the heavy goods department.

Bright Outlook For Bicycles in Quebec

At the second annual meeting of the bicycle and motorcycle dealers of Montreal and Quebec district, held at Freeman's Hotel, important trade matters were discussed, and the possibilities of the trade for 1919 were outlined and fully discussed, including various advertising schemes.

L. Quevillon, manager of the Montreal branch of the Canada Cycle and Motor Co. presided, and a number of outside speakers attended. Among these was J. W. Gibson, general manager of the Canada Cycle and Motor Co., Toronto, and B. B. Halliday, general sales manager, also from the Toronto office, who, in his remarks, outlined the advertising campaign of his company for 1919.

Must Pay $1,080 For Failure to Fill Contract For Electric Irons

THE Radiant Electric Co., Ltd., of Grimsby, Ont., was ordered by judgment of the Superior Court, rendered by Mr. Justice Maclennan, in Montreal, to pay $1,080 damages to W. H. Spencer & Co., Limited, of Montreal, for failure to fulfil a contract for the supply of 3,000 electric irons. Of the amount mentioned $435 has to be paid to indemnify Spencer & Co. against the judgment which was rendered at the same sitting of the court, condemning Spencer & Co. to pay $435 to Lewis Brothers, Limited, of Montreal, for loss sustained through Spencer's failure to supply Lewis & Co. with 1,500 of the irons.

Admitted Contract

Spencer & Co., pleading to the principal action, admitted the contract with Lewis Brothers and failure to fill the order. It was added that it was only possible for defendants to procure the irons from the Radiant Electric Company, of Grimsby, Ont., and that, acting in good faith, they contracted with this company for 3,000 irons, but the company refused to supply the irons, so that it was impossible for Spencer's to carry out their contract with Lewis Brothers.

Action was therefore taken against the Radiant Electric Company to guarantee Spencer & Co. against judgment on the principal action, and claiming further damages, bringing the total to $1,080—for Spencer's own loss of profits through non-fulfilment of the order.

The Radiant Electric Company said that Armour Brothers, through whom Spencer's said the order was booked, were not authorized or empowered to accept the order for the irons, and if the order was accepted—which was denied—the same was never accepted by the Radiant Co., who, therefore, denied responsibility for the damages claimed.

Acceptance of Order

Mr. Justice Maclennan said that on August 12, 1916, Spencer & Co. wrote to the Radiant Electric Company that they were interested in the purchase of electric irons, and inquired if defendants-in-warranty had arranged with any jobber or representative for the sale of its products in the Eastern Provinces. In answer the Radiant Co. wrote on August 14 that Armour Brothers of Montreal represented them in Quebec, and they were writing to their representatives informing them that Spencer & Co. were interested in electric irons. On October 13, 1916, Armour Brothers, pretending to act as duly authorized agents of the defendants-in-warranty, showed Spencer & Co. samples of an electric iron and quoted prices thereon. Thereupon Spencer's entered into a contract with Lewis Brothers for the sale and delivery during 1917 of 1,500 electric irons.

Given in Writing

On October 16, 1916, Spencer's delivered to Armour Brothers an order in writing for 3,000 electric irons, Armour Brothers making out an acceptance of the order in writing. On October 30, the Radiant Company wrote that it would not accept the order, the reason given being that there had been an advance in the price of electric irons.

Justice Maclennan pointed out that this increase did not take place until about two weeks after the order had been given to and accepted by the agents. It was established that the powers of Armour Brothers, as agents for the Radiant Company, were to show goods, quote prices, and submit offers to their principals for acceptance or refusal. But none of these limitations or conditions of agency, the judge said, were known or disclosed to Spencer & Co.

Must Accept Liability

In the absence of such notice the Radiant Company could not by any instructions to its agents escape liability for acts done by the agents, which fell within the apparent scope of their authority.

If the Radiant Company was not bound by the acceptance of the order by its agents and by its failure to promptly notify Spencer & Co. that it would not accept the same, they had given Spencer & Co. reasonable cause to believe Armour Brothers, as their agents and representatives, had the power and right to enter into contracts on their behalf for the sale of electric irons to purchasers and dealers in such goods. Spencer & Co., in good faith, relying upon the letter of the Radiant Co. of August 14, 1916, and the representations of Armour Brothers dealt and contracted with Lewis Brothers, plaintiffs in the principal action, for the sale to the latter of 1,500 electric irons, and purchased from the Radiant Co. 3,000 electric irons through their agents in Montreal.

In the circumstances, and seeing that the plaintiffs-in-warranty had suffered a loss of profit on the transaction, the court gave judgment for Spencer & Co. against the Radiant Electric Co. for $1,080, and condemned Spencer & Co. on the principal action to pay $435. The Radiant Electric Company were condemned in costs on both the principal action and the action in warranty.

HOLD BOWLING TOURNAMENT

W. A. Rowland, works manager, Steel Company of Canada, Swansea works, was the host at a bowling tournament given to the employees of the Swansea office and works on February 22nd. T. F. Hodgson and C. G. Knott from the city office were in attendance also.

At a little tournament held just prior to Christmas the employees presented Mr. Rowland with a silk umbrella, which remembrance so pleased him that he promised to provide a further night's entertainment and this was fulfilled last Saturday night at the alleys of the Toronto Bowling Club.

Prizes were offered for teams turning in the best scores and a special prize was given for the highest individual score made in one game. This latter going to Mr. Stevens, with a total of 199 pins. A remembrance of a suitable nature was made to all those competing, whether prize winners or not.

Team winners with their scores and the prizes they won:

1st Prize—Alex McPherson—Score 490
James Smith — Score 421

Total—911

Prizes, two pairs gold cuff links.

2nd Prize — Walter Hunter—Score 499
Tom Hart — Score 375

Total—874

Prizes, two gold tie pins.

3rd Prize—C. G. Knott—Score 419
Eddie Phillips — Score 390

Total—809

Prizes, two boxes cigars.

The prizes were presented by Mr. Rowland and the recipients in responding made reference to the harmony existing between Mr. Rowland, the works manager, and the office and works staff.

An interesting part of the evening's ceremonies was when Judge T. F. Hodgson, of the city office, was presented with a box of flowers as a slight remembrance of his being born on the same day of the year as George Washington, February 22.

TO STOP ADULTERATION OF SHELLAC

At the annual meeting of the Shellac Importers' Association held in New York it was decided to eliminate the danger of adulterated shellac by insisting on a well-defined standard of purity hereafter. It was said that according to information received from India there has been recently considerable adulteration with flour and other substances and manufacturers have reported a marked increase in loss when the shellac was dissolved prior to use.

It is now the intention of the importers to insist upon a standard of purity based upon accurate tests and they will probably insist on regulations to determine the exact percentage of foreign matter to be allowed in each grade when dissolved in hot alcohol.

NAVAL STORES MERGER

At a meeting held in New Orleans on Wednesday, a $3,000,000 stock company to be known as the Naval Stores Producers' Export Company was formed. The company plans to go strongly after overseas and other export trade. It was formed following a meeting of men representing about a third of the entire turpentine and rosin producing interests of the south. The feeling is prevalent that the balance of the trade may join the export company.

THE CLERKS DEPARTMENT

Make Good First and You Will Make Friends

Don"t Set Out to Cultivate Friends Who You Figure May Prove Useful, But Develop Qualities and Abilities That Will Win People's Esteem

"HOW much does friendship count in business?" B. C. Forbes has put this question up to Albert Wiggins, one of the youngest and most successful bankers in New York. In the "American Magazine" he gives in full Mr. Wiggins' views on this matter as follows:

"The banker with a million friends," he is sometimes called. The number and staunchness of his friends are a standard theme of the financial world.

"Making friends is the passport to success——"

He stopped me. "Character—personality—is the passport to success, not friends," he cut in very emphatically.

"You don't believe, then, in the truth of the adage, 'If you can make a lot of friends you will make a lot of money'?"

"Certainly not; friends made for an end don't last till the end. Any friendship that has to be bought, not necessarily in dollars, but by fawning or flattering or dining or entertaining, is not worth the price; it is not worth having. Smiles don't win the best kind of friends; it's what is behind the smiles—personality, ability. Friendships inspired by your pocketbook are not friendships; they are, as far as you are concerned, frauds, for they are not genuine, they are not true-blue, they are not sincere. Deliberately setting out to win friends for selfish motives is like deliberately setting out to win happiness; you gain friends as you gain happiness, not by purposely trying to obtain them, but by meriting them in the course of the day's work."

"Is it not true," I persisted, "that when you, or any other executive or corporation head, want a man for a very responsible, high-salaried job you never dream of putting a want ad in the paper for him, but select someone you know or know of, someone who is either a friend of yours or a friend of some of your friends? You don't pick a stranger, do you?"

"That is true—and then, again, it is not true," he replied earnestly. "It is true that big jobs are usually filled in the way you say; but the man who is selected is not selected because he is a friend, but **because he can deliver the goods.** A man is not judged by his friends, but by his own personality and even more by his record.

"You seem to want to put the cart before the horse. Friends don't make a man, but if a man has the right qualities, the right personality, the right calibre, he cannot help making friends; they just feel drawn to him. The thing to do is not to set out to cultivate friends who, you figure, may prove useful, but to cultivate and develop qualities and abilities that increase your own usefulness. If you do that, and do it, of course, on the square, the friendship part will take care of itself."

Then he added, gravely, after a pause: "God help the man who has no friends."

"Exactly," I chimed in. "Let's get at the bottom of just what making friends can do and what it cannot do in helping a man to get on in life; also, how the most worth-while friendships are born."

"The man's a rotter who starts out to make friends for what there is in it for him. He's also a fool, for people will soon get onto his curves."

Then he launched into an analysis which exploded many popular notions on the importance of painstakingly building up a wide circle of friends as one of the sesames to success, and followed it up with clear-cut, forceful suggestions and statements on the real things worth cultivating in order to rise in the world, the things which, if a man once attains them, will mean that "all other things will be added unto them."

"The banker with a million friends" is Albert H. Wiggin, head of the powerful Chase National Bank, youngest bank chairman in New York, director of thirty of America's leading railroads, industrial corporations, mining companies, financial institutions, public utilities, insurance companies, and treasurer of the United Hospital Fund, trustee of the Music School Settlement, trustee of the East Side House, located in a poor section of New York City, etc.

He was not always influential. He was the son of a New England country preacher. His first connection with banking was during his school vacations, when he acted as errand and office boy. The family purse did not permit of a college education. Instead, he became a bank clerk. Before he was twenty-three he was examining banks in Boston for the Federal Government. In this position it is easier to make enemies than friends, but even thus early Al. Wiggin realized that the man who is afraid, when occasion demands, to make an enemy is not fitted to be a worth-while friend.

So thoroughly had he mastered the intricacies of banking and so efficiently did he perform his work that, when only twenty-six, he was elected as an officer by a Boston bank and later became vice-president of a larger one. His duties brought him in touch with New York bankers. The young Bostonian's talents were recognized. And the inevitable happened: he was offered, and accepted, the vice-presidency of one of New York's famous institutions, the National Park Bank—this when thirty-one.

Soon he developed ability as a financier—banker and financier are not synonymous terms: the banker may be a man of routine, whereas the financier is a creative being, with a penchant for taking hold of large-scale enterprises and aiding in engineering their success. The banker is often negative, the financier always a positive force, a man who does things, a man who is not afraid, under propitious circumstances, to dare.

From his strictly commercial bank located in a business district to a financial bank located in the Wall Stret district was Mr. Wiggin's next, and entirely logical, step. He was thirty-six when he joined the Chase Bank as vice-president. At forty-three he ascended to the presidency. But not before he had made his mark, made it under the trying, nerve-testing, sensational conditions which broke out in 1907, when Wall Street was plunged into panic and ruin.

From the time the storm of 1907 cleared up Wiggin stood out as a coming financial giant. His counsel was widely sought. The most important directorates in the country opened their portals to him. His interest was courted in ambitious new projects. The esteem of the old-school leaders for Wiggin was shared by the younger school then coming to the front. Achievement after achievement, success after success, failed to affect his character, failed to enlarge his head.

He is to-day only fifty, and is planning and doing bigger things than ever before. For example, being impressed by the opportunities about to unfold throughout the world for the United States and her forward-looking, forehanded citizens, he recently inaugurated a movement which led to the formation of the American Foreign Banking Corporation by wide-awake financial institutions throughout the country, its chief purpose being to aid in enabling America to gain leadership in the international commerce of the world.

The man chosen as active head of this progressive organization was not found in New York. The far-seeing eye and long arm of Al. Wiggins went clear across the continent, to San Francisco, for the ideal president. Why? "Because," said Mr. Wiggin, "after we had all laid our heads together and investigated various possibilities, we concluded that Archibald Kains could fill the bill better than any other banker in the country. He had made a wonderful record as an energetic, dynamic, soundly balanced commercial banker, and the impression he made upon those best able to pass judgment was testified by his selection as governor of the Federal Reserve Bank of San Francisco. He has resigned that position to take up the international work. He has the requisite vision, brains, energy and judgment. His personality will inspire the confidence alike of American exporters and importers and foreign business men. He has the winning combination of character, ability, and the gift of making friends.

"Make good first and you will make friends." That sentence virtually epitomizes Mr. Wiggin's creed. The making good, however, and this is important, must be gone about in the right way. A glimpse of Wiggin's own method, together with an explanation of how he attracts so many friends among all classes, powerful and humble, old-school and new-school, is afforded by this brief comment made by Seward Prosser, president of the second largest trust company in America, and an intimate friend for many years:

"Al Wiggin makes friends because he has something to offer in return. He is tremendously loyal. He is generous to a fault. He can criticize a man's proposition without hurting him, because the man senses that Wiggin is doing what is right. He has unlimited courage, nothing is too big or to difficult for him to tackle; he has, of course, quite extraordinary ability. He has a slant of mind that enables him to work hard when he works, and then play hard when he plays—he gives himself up to it as whole-heartedly as a boy. In fact.

Al Wiggin is like a big, jovial, wholesome boy in many respects. He is a great believer in young men—the man he chose to succeed him as president of the Chase when he became chairman was only thirty-six. Although he has an abundance of good nature, he can be, and is, very firm in business. Few men can go through work with his rapidity. In short, he is not only able, but his unselfishness and geniality make him absolutely likable—lovable, even. He makes friends because he deserves to."

"How much does the gift of making friends weigh in appraising a man for a big job?" repeated Mr. Wiggin when I put the question to him. "Just this: you first call the roll of your own memory in an effort to think of a suitable candidate. Then, often, you lay the matter before your associates and ask them for suggestions."

"All a question of having friends. It is somebody's friend, or at least acquaintance, who is thought of," I interjected.

"Usually, but not always, not by any means. Most often the man named has attracted attention by doing something better than ordinary or has in some way made a record for himself. When you come to considering a man's fitness you first weigh his general character, then his ability and then his personality. If he possess the first two in unusual degree and his personality is mediocre, or neutral, so to speak, he may be the man; but if his personality is poor, or objectionable, he stands very little chance of being selected. We would not think of having a man on our officers' platform who had not in at least passable degree the gift of making friends. Where a man's duties bring him much in contact with other people his personality counts a great deal, for the man who makes friends gets on better, and paves the way for more opportunities, than the man who has failed to cultivate a reasonably attractive personality.

"But never forget that personality and the ability to make friends are not superficial matters. They are not simply a question of what goes by the name of 'manners.' They are deeper things. They have their roots in the very heart of a man. They are the man. To attract lasting friends a man has to be, not to seem. Let a man seek to cultivate merit, and he will not have to go out of his way to 'cultivate' friends.

"To be worth anything, a smile and a hearty handshake and a cordial greeting and all the best of it must spring from the right kind of character, the right kind of man, the right kind of make-up, or they will never get you 'there.'

"On the other hand, a fine character is not necessarily all-sufficient. Sometimes the very finest characters are the worst bores, and you feel like fleeing from them whenever you see them approach. They haven't the right personality; they repel rather than attract friends."

"There is an idea that some men holding conspicuously important jobs in the financial district were picked because they happened to be friends of the financial powers that be," I suggested.

"Nothing to that!" Mr. Wiggin instantly replied. "They weren't selected for big jobs because they happened to be friendly with certain financial leaders, but they 'happened to be friendly' with these leaders because the leaders had seen in them the making of big men, fit to swing big jobs. If there are a few exceptions, they simply prove the rule. Leaders interested in many organizations and enterprises must all the time be alert to spot executive timber.

"You don't imagine for a moment, do you, that Harry Davison was selected by the late Mr Morgan as a partner because he was a friend of Mr. Morgan's? Mr. Morgan picked him as a partner and a friend because he was of the right calibre. And, in turn, do you think Seward Prosser was made president of the Bankers' Trust just because he was a friend of Davison's? He was a friend of Davison's for the same reason that he was made president of the Bankers'—because he had shown that he could deliver the goods. Again, Harvey Gibson didn't follow Prosser as president of the Liberty National because he was a close friend of Prosser's. He was a close friend of Prosser's and was made president because he was made of the right stuff and had built up a remarkable record at a very early age.

"There are men who are delightful friends and companions for yachting cruises or house parties or the like, but as for choosing them to fill an executive business position! They are bully social friends, but because of that qualification no one would think of entrusting them with a big job.

"The day when it was considered necessary to dine and wine and entertain a customer or prospective customer to gain his friendship and his business is past. What is wanted to-day is not the glad hand and a hilarious greeting, but service, the most efficient, business-like service possible.

"When a top-notch job has to be filled those responsible nowadays scan the whole country for the very best man. No financial or industrial or other business leader could long stay a leader were he to select as his lieutenants other than the very ablest men available. Were he to pitchfork personal friends into vital positions, without due regard to their qualifications, he would invite failure both for himself and his enterprises. The reason is sometimes—in fact, often—happens that a heavyweight job is given to a friend of someone at the top is because the someone at the top usually chooses as his friends heavyweight fellows. To get in the swim, qualify as a strong, capable, courageous swimmer. Never mind whether you are in New York or Texas, in Chicago or on the Pacific Coast, if you prove yourself a real swimmer, able to breast stormy breakers and come out on top, sooner or later you are likely to attract the notice of somebody who will make a mental note of you and think of you when an opening arises which you are pretty sure to be able to fill successfully.

"New York banks, for instance, are steadily combing the country for aggressive, progressive, brainy young vice-presidents. Not long ago we drew upon Boston for our own president. The Guaranty Trust, the largest in America, has just annexed perhaps the ablest young banker in California. The American International Corporation recently engaged as vice-president the president of the Boston Elevated Railways. The City Bank has drawn executives from the four quarters of the country. The same process is going on in other lines.

"How can a man in a smaller town bring himself to the attention of financial or industrial magnates? First, the fellow who is ambitious must infuse his wishbone into his backbone. He must master his job absolutely. He must learn to box his business compass backward and forward. In the earlier stages he may have to make his own moves—'calls' don't always come to even the most brilliant fellows who are still in the lower ranks. He may find it expedient to look for a place in a city of at least fair size. Then let him, by dint of industry and brain-sweat, carve out a niche for himself; let him make his mark, let him establish a record, and ten to one the barriers to success will give way before him. He'll arrive. Remember, while ten-thousand-dollar and twenty-five-thousand-dollar jobs are less numerous in other cities than they are in such places as New York and Chicago and Boston and San Francisco, there is less competition, and, therefore, more chance of drawing out, drawing ahead of the crowd and reaching a point well up in the procession. Then there is this to be said: A great many broad-gauge business men throughout the country do not hesitate nowadays, when they come across a fellow of outstanding worth, to speak of him to metropolitan men of large affairs. In this way the door to advancement is often opened. If a man prove himself very, very big, either he will find the right size of job or the right size of job will seek and find him. This will come about all the quicker if he has a magnetic personality, a personality that rivets friends.

"The right attitude toward this matter of making friends? Perhaps I can best illustrate it by giving you the attitude of our bank. We meet everyone with this thought, this attitude dominant in our minds: We want to do what you want us to do if we are justified in doing it. Our desire is to accommodate you. Show us why we should do it and we will be happy to do it. We want to help, to be of service. That is the angle from which we start.

"James J. Hill—his son is now one of our directors, succeeding his father—used to tell people he met through his territory: 'If you want any business done in New York, just you open an account with the Chase Bank and get the bank to do it for you. They will do it better than anybody else.' Then he would impress upon us: 'I put business your way because I depend upon you to do it in a way that will keep it.'"

TRADE INQUIRIES

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

342. **Crude Asbestos.**—A Lancashire correspondent asks for names of Canadian shippers of crude asbestos.

343. **Binder twine.**—A Scottish firm desires to get into touch with Canadian manufacturers of binder twine.

350. **Pine.**—A Manchester firm can purchase large consignments of engineers' pine. Particulars, prices and quantities obtainable solicited.

351. **Pulp.**—An influential firm in Manchester wishes to hear from a mill in a position to export large quantities of pulp.

352. **Machinery and tools.**—A Manchester firm is in a position to represent manufacturers of heavy machinery, plumbers' supplies and engineers' tools.

354. **Toys.**—A Bristol concern desires to obtain the agency for a good Canadian firm of toy manufacturers.

361. **Doors.**—A Cardiff concern wishes to enter into communication with a firm in Canada with a view to importing ready-made doors from the Dominion.

388. **Pulp boards.**—A Bristol firm wishes to be put in touch with a house in Canada manufacturing pulp boards for interior work.

395. **Pin wire.**—A Brimscome firm is desirous of receiving quotations on 100 tons of milk steel pin wire, comprising .22, .026, .028, .030, .032, .034 and .036 sizes. Delivery is preferred in 10 or 20-ton lots.

396. **Hairpin wire.**—A concern in Gloucestershire is open to place an order with a Canadian firm for 100 tons of .052, .040 and .030 hairpin wire. Delivery in 10 or 20-ton lots preferred.

402. **Manure and hay forks.**—A Bristol firm wishes to buy manure and hay forks from a manufacturer in Canada.

403. **Handles.**—A concern in Bristol desires to hear from a Canadian firm able to export hay and manure fork handles.

IT'S YOU

If you want to work for the kind of a firm,
Like the kind of a firm you like,
You needn't slip your clothes in a grip,
and start on a long, long, hike
You'll only find what you left behind.
For there's nothing that's really new;
It's a knock for yourself when you knock your firm—
It isn't your firm—it's you.

—"Hardware World."

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

LECTROFLATER

The Black & Decker Mfg. Co., Baltimore, Md., are manufacturing a new Lectroflater outfit, consisting, it is stated, of a one-half horsepower Black & Decker electric air compressor, having a capacity of two cubic feet of free



Lectroflater .

air per minute, together with a cylindrical pressed steel reservoir 14 in. x 30 in., mounted on three wheels and provided with a handle so that the whole can be wheeled about as circumstances require. The reservoir holds sufficient air at one filling, it is stated, to inflate five average tires from flat to full pressure, or ten tires from 40 to 80 pounds.

This outfit, it is stated, is complete with switch, electric cable, attachment plug, pressure gauge, safety valve, 25 feet of hose, tire connector, and all piping and wiring, ready to run as soon as uncrated.

The motor, it is stated, develops a full half horsepower and operates at will on alternating current of 60 cycles or less and direct current. Motor, gears, and compressor, including cylinder walls and piston, are, it is stated, grease-lubricated by capillarity. Current consumption, it is claimed, is about one-tenth of one cent per tire.

SHAYDOLITE

"Shaydolite," manufactured by Griffiths Bros. and Co., Bermondsey, London, S.E., and handled in Canada by the Spielman Agencies, Read Building, St. Alexander Street, Montreal, produces, it is stated, varied and beautiful effects in electric light decorations. It is stated it can be used for either inside or outside work. It is claimed that "Shaydolite" will give all the glory of stained glass effects at a small cost, and is especially useful for electrical decorations in theatres, music halls, and similar places. It is supplied in a number of colors.

VICTORY LOCK

The new Victory Lock for Ford cars, which is being manufactured by the Virtue and Liberty Motor Sales, Ltd., of 531 Yonge St., Toronto, can, it is claimed, be installed in two minutes. The case, it is stated, is made of tough grain aluminum, highly polished. The manufacturers claim that when the key is removed the carburetor is absolutely protected and that the switch cannot be turned or the lock taken off. Every



Victory Lock

screw, it is stated, is covered, and is impossible to get at without using the key.

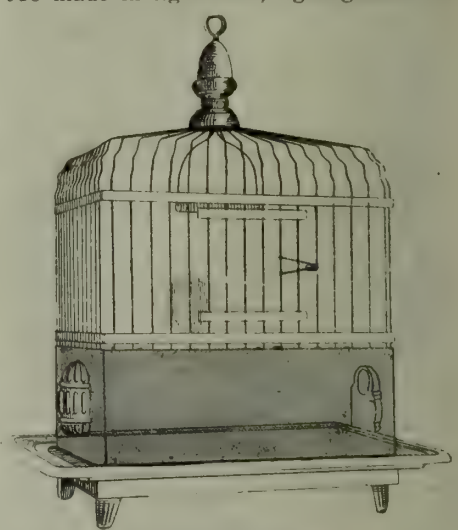
OIL STOVE WITHOUT WICK

The Detroit Vapor Stove Company of Detroit, Michigan, is marketing the Detroit vapor oil stoves. This stove, it is said, works like a gas stove and has no wicks. The hot, smokeless fire burns directly against the bottom of the cooking utensils. There are no asbestos rings. The makers state that the burners are made of heavy grey annealed iron, weighing eight and a half pounds each, so they will last many years. There is a fuel tank in back of the shelf and the valves are all in front of the stove. The stoves are complete in themselves, no pressure tanks or piping being necessary. The Detroit Vapor stoves are said to be very economical as the burner becomes red hot, consequently consuming all fuel without waste or odor. They burn the cheaper grades of fuel as well as the best. The burner mixes the air freely with the fuel, and, like a modern carburetor, forms a gas containing the maximum amount of air. Patented heat condensers hold all heat to the cooking utensil.

These stoves are absolutely safe, it is said, there being no possibility of an explosion. The fuel flows to the burner through heavy wrought iron pipes. The joints are both threaded and soldered. Children cannot open the valves, as they lock automatically the moment they are turned off. The fuel flows directly into the burner and there is no chance for it to accumulate, it is stated, and the tank can be refilled while the stove is burning. All the steel parts of the stove are treated, it is stated, with a coat of enamel, which is baked on with an intense degree of heat. The valves are made of special brass bronze. The valve stem is of nickel alloy, which cannot rust or corrode. These stoves are easily cleaned, there being no fancy parts to catch dirt. The burners lift out easily and the stoves have a sanitary base, which permits sweeping underneath without moving the stove. The lift-out grates make it easy to get at the burners.

COLORED BIRD CAGES

Japanned bird cages in assorted sizes and colors are being manufactured by the E. T. Wright Co., Ltd., of Hamilton, Ont. Each cage, it is stated, has brass wire guards, three perches, one swing and two clear glass seed cups. The cages are made in light blue, light green and



Colored Bird Cage

old rose. The sizes of the bodies of the various cages, it is stated, are 10 by 7 inches, 10½ by 7½ inches, and 11 by 8 inches.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

LOWER prices have been named on steel plate this week, and a decline in prices of black steel sheets has been made in some quarters also. Warehouse stocks are much better now, supplies coming through from the mills in good time. Prices now are down to a pretty close basis, late arrivals with war stocks bringing average down appreciably. Galvanized sheets have undergone no change in price, and stocks are now in very good shape.

Boiler tubes have undergone a revision downward, the decline amounting to 10 to 12 per cent. This price applies to both warehouse and mill shipments, the lower quotations ruling for some time on mill shipments being overcome in this present price adjustment. Warehouse stocks are very good, and deliveries from the mills coming through quite promptly.

Manila rope is again in the limelight this week, with a further advance of 2c per pound. Conditions at primary points, as applied to hemp, are strong, and this is responsible for the movement to higher levels made on the manila grades. Sisal rope and lath yarn are unchanged.

Ingot metals furnish one thrill at least in an advance in the price of pig lead. Very low prices were named last week on this metal, but these have now reacted, and a stronger undertone is noticeable. Tin is inclined to be weak. There is little stock around, and trading is within rather a narrow compass. Copper at primary points has broken badly, and quotations locally are really only nominal.

Higher prices have been reached on cistern pumps this week. Combination padlocks and night latches have also registered an advance, and other lines to follow the upward trend are milk scales and seine twine. Steel rivets have registered a decline through a change in the discount.

Linseed oil is higher, prices advancing from 3c to 10c per gallon. The stronger market on flax seed is directly responsible. Turpentine is in better demand at unchanged prices.

MONTREAL MARKETS

MONTREAL, Feb. 27.—There are not a great variety of changes this week, although there are a few declines. Among these are picture wire, small iron rivets, ingot lead. The advances are two, one of a cent per gallon for coal oil, and the other a new advance for rope of two cents per pound. The latter was not altogether a surprise, for the hemp market has been steadily advancing over recent weeks. Shoe thread also has been revised in price.

The markets, in a general way, are steady and rather quiet. At the same time the country appears to be in good condition, for orders from outside are up to expectations. Even auto accessory bookings have totalled large with some, and there is evidence that in a few weeks business will be much nearer normal.

Small Rivets Down; Picture Wire, Thread

Montreal.

RIVETS, THREAD, WIRE. — Small iron rivets of all kinds are lower in price. This is effective through a change of the discount from 25 per cent. as formerly to 35 per cent. and 5 per cent.

New net prices are given on shoe thread, these being as follows: No. 8 x 1 oz., $3.20; 10 x 1 oz., $3.30; 15 x 1 oz., $3.40; 8 x 2 oz., $3.20; 10 x 2 oz., $3.30; 15 x 2 oz., $3.40; and 20 x 2 oz., $3.50.

Tinned picture wire is revised downward, the prices being as follows: No. 0 x 25 yds., doz., $1.05; 1 x 25 yds., $1.55; 2 x 25, $2; 3 x 25, $2.70; and 4 x 25, $3.45.

Sap Supplies Move; Stoves Are Quiet

Montreal.

WARES, STOVES.—Among the various wares, sap buckets have had the run for some weeks. A much larger sale was experienced for these this year than last, it is stated, one firm reporting 50 per cent. increase in the volume of business.

Other wares are rather quiet and the basis is unchanged.

The stove market is very quiet at present and sales are not expected to be large for the immediate future.

Nails at $5.00; *Not Going Fast*

Montreal.

NAILS AND WIRE.—Even at the reduced basis of $5, wire nails are not a big seller yet. There is some movement to country accounts in a limited way, but little interest has developed among the city hardware men. Bookings have been made to some extent, however, and if there be any evidence of building, the sale will improve. Cut nails are $5.35 per keg.

The price of smooth steel wire remains at the price recently established of $5.75 per 100 lbs.

Rope Up Again; Advance is 2c

Montreal.

ROPE.—Another advance is made this week in the price of rope. This is not altogether a surprise, for, as pointed out in last week's HARDWARE AND METAL, the hemp market was of such

strength as to presage a further change, or a firmness at least. Pure manila is now selling at 7½c base, British manila at 33c and sisal at 27½c per pound.

Coal Oil Up 1c; *Fuel Oil at* 9c

Montreal.

OILS AND GASOLINE.—An advance of one cent per gallon is made for coal oil of all kinds. This makes Royalite price 20c here, and that for Palacine and Electroline 23c. There is a steady demand from country points for these lines.

Fuel oil is somewhat easier and the price now is 9c per gallon.

Gasoline is in steady seasonable demand at 34c.

Steel Bars and Iron Are Held

Montreal.

IRON AND STEEL.—The market is held without change, and from the country a fair volume of orders are coming to hand. City business is light and there is not likely to be much improvement for a few weeks.

Common bar iron, per 100 lbs.	$4 30
Refined iron, per 100 lbs.	5 30
Mild steel	4 30
Iron finish machinery steel	4 35
Norway iron	12 00
Single reeled machinery steel	6 00
Spring steel	6 00
Sleigh shoe steel	4 30
Tire steel	4 50
Toe calk steel, per 100 lbs.	5 20
Band steel	4 30
Harrow tooth steel	4 35
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Black Diamond cast steel, lb.	0 22

Sheets Move Slowly; Basis is Held

Montreal.

SHEETS.—The undertone of the sheet market is steadier. With the present basis of selling a more reasonable figure has been reached and the buying ought to be freer. The season is against a heavy selling just now, however, and it may be a few weeks before there will be much improvement.

	Per 100 lbs.	
BLACK SHEETS—		
10 gauge	$7 00	$7 10
12 gauge	7 10	7 15
14 gauge	6 85	7 00
16 gauge	6 95	7 05
18-20 gauge	7 10	7 25
22-24 gauge	7 15	7 35
26 gauge	7 20	7 40
28 gauge	7 35	7 50
GALVANIZED SHEETS—		
10¾ oz.	....	$9 75
28 gauge	....	9 25
26 gauge	....	9 00
22 and 24 gauge	....	8 85
20 gauge	....	8 65
18 gauge	....	8 65
16 gauge	....	8 50

NOTE—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Some Solder Orders; Lead Lines Held

Montreal.

LEAD PRODUCTS.—There is no change this week in the price basis for these lines, and solder, at the recent changes made, is selling slowly, but steadily. It is not improbable that, with the weakness in pig lead, there may be further declines in the near future.

Lead pipe, lb.		$0 12
Lead pipe (cut lengths)		0 13
Lead waste pipe, lb.	0 13	....
Lead traps and bends	**Net list.**	
Lead wool, lb.		0 14
Lead sheets, 3 to 3½ lbs., sq. ft., lb.		0 12
Lead sheets, 4 to 8 lbs., s. ft.		0 11
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c. lb. extra.		
Solder, guaranteed, lb.		0 38
Solder, strictly, lb.		0 35½
Solder, commercial, lb.		0 33¼
Solder, wiping, lb.	0 31	0 33
Solder wire (8 gauge)—		
40-60		0 44
45-55		0 47¾
50-50		0 61½
Zinc sheets, casks		0 17
Do., broken lots		0 18

Little Demand For Old Material

Montreal.

OLD MATERIAL. — The continued dearth of orders makes this market a very uninteresting one and there is not likely, say the dealers, to be much movement for a while yet. The undertone of prices is inclined to weakness, and there may be revision downward at any time.

Dealers' Buying Prices:		
Pipe scrap	15 00	16 00
Stove plate, per ton	17 00	18 00
No. 2 busheling	12 00	12 50
Old rubbers, boots and shoes	0 06½	0 07
Overshoes, lumbermen's rubber boots	....	0 05½
Bicycle tires	....	0 04
Automobile tires	0 04	0 04½
Yellow brass	0 10	0 11
Red brass	0 14	0 15
Light brass	....	0 08
Scrap zinc	....	0 05¾
Heavy copper	0 18	0 19
Wrought iron, No. 1, per gr. ton	18 00	19 00
No. 1 machinery cast	....	30 00
Heavy melting steel	....	15 00
Auto tires	0 04	....
Bicycle tires	0 02½	....
	Per gross ton.	
No. 1 railroad wrought		$15 00
No. 2 railroad wrought		8 00
Pipes and flues		8 00
No. 1 busheling		11 00
No. 2 busheling		7 50
Country mixed scrap		10 50

Lead is Weaker; Spelter Scarcer

Montreal.

INGOT METALS.—The ingot markets are still unsettled, although one or two lines have come down to a more reasonable basis and have changed but little of late. Lead is weaker and spelter rather scarce. There is some uncertainty with regard to tin and the copper market is not clearly defined.

COPPER. — Much uncertainty surrounds this metal and there is room for an improvement in the volume of business. Price is rather nominal and quotation remains at 23c for best grades.

TIN.—There is no receding from the artificial fixed price in the United States and as a consequence there is no movement of value. Locally supplies are selling at around 61c.

SPELTER.—Some scarcity of this line is reported and there is not a bit of change in price, which remains at 9c per lb.

LEAD.—Weakness again shows in this ingot and while sales are not large, there is always a little doing. Price has softened to 7½-8c.

ANTIMONY.—The ruling quotation on this for what little business there is remains at 8½c.

ALUMINUM.—Price on this remains unchanged at 40c.

PIG IRON.—A base quotation on this is given at $50 per ton.

Brush Prices Likely to Hold; No Reduction in Costs Noted

THROUGH the kindness of a large manufacturer of paint brushes, HARDWARE AND METAL has secured a couple of extracts taken from what is rated as a leading brush manufacturing magazine, which would indicate that a decline in prices on brush lines is not likely in the near future. They are reproduced herewith:

"The British Brush Manufacturers' Association has issued a circular to the trade, expressing the view that existing conditions for some time to come will not admit of any reduction in the selling price of brushes. The war bonus is still being paid to the workers, prices of raw material are still running high, and in some instances have increased during the past month, so that conditions generally do not admit of any reduction in the cost of manufacture."

No Reduction in Costs

"Conditions in Russia, such as all are familiar with, make the Russian bristle very hard to obtain and the demand great. In fact some raw material will be no easier to obtain during the next year than it has been the past three, and before the manufacturers can reduce the cost of brushes, the raw material must first come down. Some predict higher prices on brushes during 1919."

Prices on Tampico are very strong, with big local demand, and European buyers are taking everything offered.

The buyers who are holding for lower prices will be disappointed.

With raw materials purchased at high prices, and with no reduction in sight, no manufacturer can safely sell at pre-war prices."

TORONTO MARKETS

TORONTO, Feb. 27—Revised prices are in evidence again this week on steel plate and black steel sheets, the tendency being to lower levels. Manila rope has advanced a further 2c per pound. Fuel oil is down again and new prices are ruling on boiler tubes which provide for a reduction of ten to twelve per cent. The old material list has undergone another change, prices being lower on many lines.

Rivets and Burrs Register Decline

Toronto.

RIVETS AND BURRS.—New discounts for steel rivets and burrs have been issued this week which provide for a decline from previous figures. The old discount of 25 per cent. has been changed now to 35 and 5 per cent. from list.

Chisel Prices Under Revision

Toronto.

CHISELS.—New prices have been issued this week on cold chisels, round nose chisels, diamond point chisels and cape chisels. The figures now attained on these lines are as follows: Cold chisels, No. 330½ x ⅜ x 5 in., $2.10 per dozen; ½ x 6 in., $2.35; ⅝ x 6½ in., $2.80; ¾ x 7 in., $4.10; ⅞ x 8 in., $5.40; 1 x 8½ in., $7.00; round nose chisels, No. 331 x ¼ in., $2.40 per dozen; ⅜ in., $3.00; ½ in., $4.00; ⅝ in., $5.15; ¾ in., $7.20.

Diamond point chisels, No. 332 x ⅜ in., $3.00 per dozen; ½ in., $4.00; ⅝ in., $5.15.

Cape chisels, No. 335 x ¼ in., $2.40 per dozen; 5-16 in., $2.70; ⅜ in., $3.00; ½ in., $4.00; ⅝ in., $5.15.

Nails Hold Unchanged; Wire

Toronto.

NAILS, WIRE.—No further change has been made in the prices on wire nails from the decline of 55c recorded last week. The base price to-day is $4.95 per 100 pounds. Cut nails are unchanged at $5.35 per 100 pounds base.

The base price on smooth steel wire is now $5.75 per 100 pounds and new prices reached as a result of the decline of 50c last week on some of the other lines follow: Oiled and annealed wire, 10 ga., $5.91 per 100 pounds; 11 ga., $5.97; 12 ga., $6.05.

Manila Rope Goes Up 2c

Toronto.

CORDAGE.—Another advance in the price of manila rope has been made this week, quotations now showing a further increase of 2c per pound. On the present basis of quoting, prices are as follows: pure manila, 37½c per pound; British manila, 33c; New Zealand hemp, 33c. There has been no change made in sisal rope or lath yarn, the base price on sisal rope being 27½c per pound, and on sisal lath yarn 27½c per pound.

Fuel Oil Goes to Lower Levels

Toronto.

OILS, GASOLINE. — A further decline has been made in fuel oil this week, quotations in barrels now being made at 8½c per gallon and in tank cars at 7 7-10c per gallon.

There has been no further change in coal oil prices from advance of 1c made last week, quotations ranging from 19½c to 22½c per gallon, according to grade. Gasoline is steady and unchanged at 33c per gallon. There is a very fair amount of business being done.

Wares Steady; Stoves Unchanged

Toronto.

STOVES, WARES.—There seems to be a very fair amount of sorting business being done in the various lines of tinware and enamelware and whereas individual orders are not large, the aggregate is looked on as satisfactory.

Stoves show no appreciable changes and quotations are ruling at steady levels. Activity in coal oil, gas, gasoline and electric lines will soon be in full swing and indications point to a good season for these.

BRIEFS FROM THE WEEK'S MARKETS

Steel rivets declined this week, the discount now being 35 and 5 per cent., replacing the former figure of 25 per cent.

* * *

Cistern pumps show an advance of about 20 per cent. at Winnipeg. Tank pumps are up another $1.00.

* * *

Manila grades of rope advanced another 2c per pound this week. Sisal rope and lath yarn show no change.

* * *

Steel plate declined to $5.50 base per 100 pounds this week. Black steel sheets are also down slightly in some quarters. Galvanized are unchanged.

* * *

Linseed oil made an advance of from 3c to 10c per gallon this week.

* * *

The glass situation is considered very strong, an advance being made in plate glass in United States markets, and window glass remaining at very firm figures.

* * *

Pig lead registered an advance this week. It is the first of the ingot metals to react.

New Developments Lacking in Bars

Toronto.

IRON AND STEEL.—New developments are conspicuous by their absence in relation to iron and steel bars. There is some business being done but this is not large. Prices hold at unchanged levels which are shown herewith.

Common bar iron	$4 75	$5 00
Common bar steel	5 00	5 25
Refined iron	5 15	5 40
Angle base	5 25	5 50
Horseshoe iron	5 00	5 25
Tire steel	5 15	5 40
Mild steel	5 00	5 25
Norway iron	11 00	13 00
Toe caulk steel	5 90	6 15
Sleigh shoe steel	5 00	5 25
Band steel, No. 10	5 25	5 50
Do., No. 12	5 50	5 75
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 22	0 30

More Inquiries For Corrugated Sheets

Toronto.

CORRUGATED SHEETS.—Manufacturers of corrugated sheets and related lines report a better inquiry for goods and that these may develop into orders seems reasonably certain. The outlook is considered much improved and whereas immediate business is not large, the future gives promise of a big volume of orders.

Corrugated Sheets—	Per 100 sq. ft. Gal'zed	Painted
No. 28 gauge	$8 25	$7 00
No. 26 gauge	9 00	8 00
No. 24 gauge	13 50	10 00
No. 22 gauge	16 00	12 50
No. 20 gauge	19 00	16 00
No. 18 gauge	24 00	19 50

Discount, 7½ per cent.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

Plates, Black Sheets Decline

Toronto.

SHEETS, PLATES.—Lower prices have been reached this work on steel plate and some slight reductions have been made also in black steel sheets. The base price on plates is down to $5.50 per 100 pounds. Warehouse war stocks are pretty well down and with the new material coming in at the lower level, this brings down the average of all the material in stock and the consumer is able to get the advantage of the lower rates. Warehouses are doing a very good business now and with general lines, in some instances February showing an increase over the same period a year ago. Range of quotations today follows:

BLACK SHEETS—	Per 100 lbs.	
10 gauge	....	$6 00
12 gauge	....	6 05
14 gauge	6 10	6 15

16 gauge	6 20	6 25
18-20 gauge	6 30	6 80
22-24 gauge	6 35	6 85
26 gauge	6 40	6 90
28 gauge	6 50	7 00
3-16 inch plate	....	5 75
¼-inch boiler plate	....	5 50

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—

10¾ oz.	8 50	$9 00
U.S. 28	8 20	8 75
U.S. 26	7 90	8 45
22 and 24	7 75	8 30
18 and 20	7 60	8 30
16	7 45	8 00

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Wrought Pipe Outlook Unchanged

Toronto.

WROUGHT PIPE. — No material change has been noted in the situation on pipe. Manufacturers report some inquiry which may well be expected to develop into orders and outlook is considered very bright for good business when the season opens at an early date.

Boiler Tubes Revised Downward

Toronto.

BOILER TUBES.—Lower prices have been named on boiler tubes this week, wholesalers' stocks showing some improvement and the basis being revised to what is now a pretty close price. The reductions average about ten to twelve per cent. There have been two prices ruling on tubes, one from warehouse which was about ten per cent. or so higher than a mill delivery. Now the same price applies all the way around.

BOILER TUBES—	Per 100 feet Seamless	Lapweld
1 inch	$28 00	$.....
1¼ inch	32 00	.....
1½ inch	35 00	28 00
1¾ inch	35 00	28 00
2 inch	40 00	28 00
2¼ inch	43 00	30 00
2½ inch	45 00	35 00
3 inch	52 00	40 00
3¼ inch	.....	47 00
3½ inch	62 00	48 00
4 inch	70 00	60 00

Lead Products Hold, Solder Too

Toronto.

LEAD AND ZINC PRODUCTS.—The market on lead products is holding steadily and a somewhat firmer undertone is noticeable as the metal has reacted from low levels and moved up somewhat.

Solder is ruling at unchanged figures, the firmer lead market and weak tin market being factors just a little hard to determine in their effect on prices. Quotations named to the trade are being made at following figures:

Lead pipe, lb.	....	$0 12
Lead waste pipe, lb.	....	0 13
Lead traps and bends	....	Net list
Lead wool, lb.	..	0 14
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb.	0 11	0 12½
Cut sheets ½ to ¾c lb. extra and cut sheets to size. 1c lb. extra.		
Solder, guaranteed, lb.	$0 37	$0 39
Solder, strictly, lb.	0 33	0 37
Solder, commercial, lb.	0 31	0 36
Solder, wiping, lb.	0 30	0 32½
Solder, wire, lb.	0 45½	0 50
Zinc sheets, per lb.	....	0 20

Prices on Old Materials Decline

Toronto.

OLD MATERIALS. — Lower prices have been named on many items, this being in line with information supplied through HARDWARE AND METAL last issue. Conditions in the trade are quiet and prices named are really only nominal. The basis prevailing to-day is as follows:

Dealers' Buying Prices—		
Tea lead	....	0 03½
Heavy lead pipe	0 04	0 04½
Pipe scrap	....	8 00
Stove plate, per ton	....	10 00
No. 2 busheling	....	8 00
Yellow brass	0 08	0 08½
Red brass	0 13	0 14
Light brass	....	....
Scrap zinc	....	0 05
Heavy copper	....	0 14½
Wrought iron, No. 1, per gr. ton	....	18 00
No. 1 machinery cast	....	20 00
Heavy melting steel	....	13 00
Old rubbers, boots and shoes	0 06	0 06¼
Overshoes, lumbermen's rubber boots	....	0 04½
Bicycle tires	....	0 04½
Automobile tires	0 03½	0 04

Waste, Oakum Ruling Steadily

Toronto.

WASTE, OAKUM.—There have been no new developments in the situation in regard to cotton waste or oakum. There is a fair amount of business being done and prices are maintained at levels mentioned in current market quotations.

Lead Stiffens; Copper Weak

Toronto.

INGOT METALS.—The lead market is showing some strength and prices have reacted somewhat from low levels reached a week or two ago. Copper is weak and tin is little changed. The feeling prevails that prices cannot get much lower considering costs to-day.

COPPER.—Quotations are really only nominal, the tendency still being downward with apparently little regard for the cost. Prices named are around 20c per pound, but a lower basis could probably be secured by an actual buyer going into the market. The primary markets have broken badly.

TIN.—There is apparently little stock available and not a great deal of activity is noticeable. Prices rule around 58c to 60c per pound, but may go slightly lower.

SPELTER.—The situation is without any particular feature of interest. Supplies are small but only a fair amount of trading is being done. The price seems fairly steady at around 8½c per pound.

LEAD.—After reaching very low levels, the market on lead has reached somewhat and 7c is considered a low figure to-day with 7½c per pound, thought to be more in line. There seems to be some inquiry but trade is still somewhat small.

ALUMINUM. — The sign "nothing doing" still largely overshadows the outlook on this metal. Commercial interests are not buying and everyone seems to be waiting for the other fellow to start. Quotations are nominally held at around 55c per pound.

ANTIMONY—Quietness, in fact fullness, it is generally noted is the situation in antimony. Prices have held without change at about 8½c per pound.

LONDON MARKETS

LONDON, Ont., Feb. 27.—Price changes are again quite numerous this week, and perhaps the leading item noted is that of rope, which in the manila grades has advanced 2c per pound. Linseed oil has undergone a sharp revision upwards also, prices to-day being 12c per gallon above those of last week. One line of 22 calibre rifles has been revised upwards, the advance ranging from 25 cents to 50 cents each. Milk scales, tack hammers, coil door springs, combination padlocks, seine twine, and some lines of night latches are among the list of goods to register advances. A new discount has been issued on canvas belting, which shows a decline of about 10 per cent. The markets otherwise are quite steady, and business here is considered very fair.

Advance Made In 22 Cal. Rifles

London, Ont.

RIFLES.—New prices have been named this week on Stevens' rifles, which provide for an advance of from 25 to 50 cents each. The new quotations which are now being made to the trade on these lines are given as follows: Little Scout, No. 14½ x 22 cal., $5.50 each; Crack Shot. No. 26 x 22 cal., $6.50; No. 26 x 32 cal., $6.50; Marksman, No. 12 x 22 cal., $8; No. 12 x 32 cal., $8; Favorite, No. 17 x 22 cal., $9.75; 25 cal., $9.75; 32 cal., $9.75; Repeater, No. 70 x 22 cal., $16.40.

Combination Padlocks; Night Latches Up

London, Ont.

PADLOCKS, NIGHT LATCHES.—New prices have been issued on combination padlocks this week. These provide for an advance over former figures which will be shown by the following quotations: Style E, $1.35 each; style B, $1.25 each, and style D, $1.10 each. There has been a change also in Miller's night latches, No. 64, which are now quoted at $7.50 per dozen, this being an advance over previous quotations.

Door Springs Move Higher

London, Ont.

DOOR SPRINGS. — Revisions have been made this week in the price of door springs, and these show an advance over prices formerly in effect. The Torrey door spring is now quoted at a new price of $2.25 per dozen. A new price has also been named on the Sargent coil door spring, the No. 161 selling at $2.35 per dozen, and the No. 162 at $2.80.

Higher Prices On Milk Scales

London, Ont.

MILK SCALES.—Milk scales have come in for revision at the hands of the wholesalers, and the new prices which are now being quoted represent an advance over figures formerly in effect. The new prices which are now being quoted to the trade are for the No. 260 by 30 lb., $4.15 each, and the No. 270 by 60 lb., $4.90 each.

Manila Rope Advances 2c lb.

London, Ont.

ROPE.—A further advance has been made this week in the price of manila rope which goes up another 2c per pound. On the present basis, pure manila is quoted at 37½ cents base per pound; British manila, 33c; New Zealand hemp, 33c, and sisal, which is unchanged, at 27½c base. The increasing strength of the hemp market is mainly responsible for this move to higher levels on the better grades of rope.

Seine Twine Revised Upward

London, Ont.

SEINE TWINE.—Seine twine has come in for revision upwards this week, the new prices which are now being named to the trade ranging at the following figures: No. 15 and smaller, in 1 lb. cones, per pound, 88c; ¼ lb. cones, 89c; No. 18 and larger, in 1 lb. cones, 87c; ¼ lb. cones, 88c.

Tack Hammers Up; Solder Declines

London, Ont.

TACK HAMMERS, SOLDER.—Revised prices have been issued this week on Sargent tack hammers, the No. 12 plain now selling at $1.50 per dozen and the No. 9 Magnetic selling at $2.60 per dozen. Solder has declined and is now quoted for the half and half at 33c per pound.

Canvas Belting Declines 10%

London, Ont.

CANVAS BELTING.—A new discount has been issued on Maple Leaf canvas belting which provides for a decline of approximately 10 per cent. The new discount from which net prices are derived is now 50 per cent. off list.

Nails, Wire Holding Steady

London, Ont.

NAILS, WIRE.—The market on wire nails seems to have steadied down somewhat and prices to the trade are steady at the decline of 55c per keg made last week. The base on wire nails is now $4.95 per 100 pounds f.o.b. London, and $5.10 per 100 pounds f.o.b. Windsor, Walkerville and Sandwich. Cut nails are unchanged at $5.35 per 100 pounds base London. Steel wire is now based at $5.75 per 100 pounds and new net prices which have been named on the oiled and annealed wire are for No. 10, $5.91 per 100 pounds, No. 11, $5.97, and No. 12, $6.05.

Oil in Stock; Roofing Nails Hold

London, Ont.

OIL, ROOFING NAILS.—Wholesalers report that they now have a stock of the handy cans 3 in 1 oil, which they found it difficult to get for some time. The new price which is being quoted on this line is $2.25 per dozen. There has been no change reported in the price of the large head American roofing nails, these being quoted in kegs at $10 per 100 pounds and in 25-lb. boxes at $10.50 per 100 pounds.

Sap Supplies Show Activity

London, Ont.

SAP SUPPLIES.—There is a very fair demand in evidence for all lines of sap supplies. Prices are ruling quite steadily. Quotations which are being named to the trade are for the sap pails, 2-gal. straight, $22.50 per 100, and for the 10-quart Flaring, $22.50 per 100. Sap spiles, Eureka, are being quoted at $13.25 per thousand, or in small lots at $1.45 per 100. Tinned sap spiles are quoted at $2.25 per 100, and the Warner sap spile is quoted at $3.50 per 100.

Linseed Oil Up 10c; Turpentine

London, Ont.

LINSEED OIL, TURPENTINE.—The continued strength of the flax seed market which has been apparent during the past two or three weeks has resulted in an advance in the price if linseed oil of 10 cents per gallon. The market seems quite steady at this basis, and it may be that the figures prevailing a couple of weeks ago will be the lowest that are possible for some time to come. The quotations which are now being named to the trade are shown herewith: 1 to 2 bbls., raw, $1.60, boiled $1.63 per gal.; 3 to 5 bbls, raw $1.59, boiled $1.62; 6 to 9 bbls., raw $1.57, boiled $1.60. Less bbls. add 10c per gallon. There has been no change in the situation on turpentine The demand is with rather narrow channels, and prices are holding steady and without any change. The quotations being named to the trade to-day are given below: 1-bbl lots $1.05 per gal.; 2 to 4 bbl. lots $1.04; 5 gal. lots $1.15.

WINNIPEG MARKETS

WINNIPEG, Feb. 27.—Market prices during the past week again show a weaker tendency in some lines, while others register advances. Among the former, formaldehyde leads with a drop from 51c a pound to 32c a pound, while eavetrough, conductor pipe, conductor pipe elbows and corrugated sheets show a decline of approximately 5 per cent. The only line to advance is cistern pumps, force pumps and tank pumps, which move up from 5 to 20 per cent.

Business is reported heavy, as dealers have held back from ordering as early as former years, with the result that jobbers will have heavy shipments going out from now until the middle of March.

The bonspiel which has just closed has proven a great success, with many of the Western hardware men competing, and as usual a fair share of the prizes will go to points further West.

New Prices on Farmaldehyde; Lower

Winnipeg.

FORMALDEHYDE. — Prices on formaldehyde which were recently advanced to 51c per pound in barrel lots have been reduced during the week to a 32c base, a drop of 19c per pound. This is in line with information received and published as HARDWARE AND METAL went to press last week. To-day's new prices on the different sizes are repeated herewith, ranging as follows: 400 lb. barrels, 32c lb.; 200 lb. kegs, 33c lb.; 100 pound kegs, 34c lb.; 10 lb. jugs, $3.75 each; 5 lb. jugs, $200 each; 2 lb. jugs, 85c each.

Higher Prices on Cistern Pumps, Etc.

Winnipeg.

CISTERN PUMPS, ETC.—Cistern pumps, force pumps and tank pumps have been revised to higher levels during the week, the former advancing approximately 20 per cent. over former quo-

tations, while tank pumps advance $1.00 over last year's prices. To-day's selling prices are given as follows: Cistern pumps, No. 1001 x 1, $2.45; 2, $2.90; 3, $3.20; 4, $3.85 each. House force pumps, No. 1006, $6.20 each; tank pumps, $11 each.

Eavetrough, Conductor Pipe Show Decline

Winnipeg.

EAVETROUGH, CONDUCTOR PIPE —Prices on eavetrough and conductor pipe have undergone a revision downward during the week following the recent reductions in galvanized sheets, and are now quoted at 15 per cent. off the list. Net prices now ruling as a result of the change are as follows:

Eavetrough, Half Round—8 inch, $6.40; 10 inch, $6.80; 12 inch, $8; 15 inch, $10.95; 18 inch, $14.05 per 100 feet.

Eavetrough, O.G. Pattern—8 inch, $6.10; 10 inch, $7.15; 12 inch, $8.35; 15 inch, $11.50; 18 inch, $14.90 per 100 feet.

Conductor Pipe, Round or Corrugated—2 inch, $7.15; 3 inch, $8.65; 4 inch, $11.40; 5 inch, $15.50; 6 inch, $18.80 per 100 feet.

Conductor Pipe Elbows—2 inch, $1.70; 3 inch, $1.95; 4 inch, $3.15; 5 inch, $7.90; 6 inch, $9.25 per dozen.

Lower Prices on Corrugated Sheets

Winnipeg.

CORRUGATED SHEETS. — Corrugated sheets both painted and galvanized have been revised in price, showing a decline. Prices now ruling to the trade are at the following levels:

Corrugated Sheets	Galv.	Painted
	Per 100 sq. feet.	
28 gauge	$8 70	$6 30
26 gauge	10.15	7.45
24 gauge	12.85	9 25
22 gauge	15 30	12 15
20 gauge	18 00	14 85
18 gauge	23.40	19 35

Easier Feeling in Copper Belt Rivets

Winnipeg.

COPPER BELT RIVETS.—Prices on copper belt rivets hold firm at former market quotations, but recent weakness of the copper market will no doubt affect prices in the near future. To-day's prices are confirmed as follows:

Copper Belt Rivets—No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c a lb.

Copper Burrs—No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c a lb.

Assorted Rivets and Burrs—No. 8, 74c; No. 10, 79c a lb.

Wrenches Moving; Holding Steadily

Winnipeg.

WRENCHES.—Prices on all lines of wrenches continue firm with a good demand reported, even at the high prices now ruling. To-day's market prices are confirmed as follows: Agricultural, 6 inch, $6.70; 8 inch, $8.00; 10 inch, $9.40; 12 inch, $12.00; 15 inch, $16 80 per dozen. Perfect handle, 6 inch, $15.00; 8 inch, $18.00; 10 inch, $21.00; 12 inch, $27.00; 15 inch, $36.00 per dozen. Pipe wrenches, "Stillson," 6 inch, $1.05; 8 inch, $1.20; 10 inch, $1.30; 14 inch, $1.85; 18 inch, $2.60; 24 inch, $3.80; 36 inch, $7.50 each. "Trimo," 10 inch, $1.50; 14 inch, $2.10; 18 inch, $3.00; 24 inch, $4.35 each.

Turpentine Holds at Unchanged Levels

Winnipeg.

TURPENTINE.—Prices on turpentine show no change during the week, holding firm at former figures. Stocks are reported to be fair and will no doubt be sufficient to supply all demands which are at present below normal. To-day's market prices are confirmed as follows: Barrel lots, $1.25 gal.; ½ barrel lots, $1.28 gal.; 5 gal. lots, $1.30 gal.; 1 gal. lots, $1.30 gal., plus the usual extras for containers.

Wrot. Iron Pipe Holds Unchanged

Winnipeg.

WROUGHT IRON PIPE.—Wrought iron pipe prices which recently declined are reported steady at present levels and no immediate change is anticipated. Stocks are reported well assorted with a good demand. To-day's ruling prices are confirmed as follows:

WROUGHT IRON PIPE.

Inch	Black	Galvanized
	Per 100 Feet.	
¼	$ 5.40	$7.74
⅜	5.50	7.88
½	7.38	9.10
¾	9.32	11.60
1	13.77	17.20
1¼	18.63	23.22
1½	22.28	27.77
2	30.00	37.40
2½	48.10	59.80
3	63.87	78.20
3½	81.80	.....
4	96.90	.....

Linseed Oil Holding Steadily

Winnipeg.

LINSEED OIL.—Linseed oil prices show no change during the week holding firm at former quotations with the usual demand. To-day's ruling prices are as follows: Raw linseed oil, $1.80 gal.; boiled linseed oil, $1.83 gal., in single barrels.

PITTSBURG MARKETS

PITTSBURGH, Feb. 27.—Buying demand in steel products is lighter than a week ago, if such a thing is possible. Mills state that practically nothing is coming in by way of new business except small "pick up" orders to piece out on something or other. Of regular orders from jobbers or manufacturing consumers there are practically none. Scarcely any steel, and no tonnage that amounts to anything, is being bought for construction purposes. This last named fact is illustrated by the monthly report of the Bridge Builders' and Structural Society, which showed that the bookings of fabricated steel jobs during January represented only 12 per cent. of the fabricating capacity for a month, this being a new low record and breaking the record of 20 per cent. bookings in November, 1914.

Conditions at the Mills

From what the mills report one could hardly estimate that current bookings are equal to 20 per cent., perhaps not 15 per cent. of the capacity, yet mill operations are, as a rule, ranging from 60 to 80 per cent. of capacity. The explanation of the divergence is that the mills are running chiefly on old orders, but as these old orders are running out rapidly there would soon be practically no work for the mills. When a mill operates at 60 or 70 per cent. of capacity the cost per ton is much above normal, but when it operates at less than 40 per cent. the cost is intolerable, so something will have to be done.

Upon the termination of the war the mills realized that it would be some time, possibly many months, before construction work, involving the use of steel, would start on a large scale and they were content to wait. They expected that meanwhile there would be a moderate demand for steel from everyday users, sufficient to maintain some sort of an operation, particularly with the aid of banked up demand that had accumulated during the period of war-time restriction in the distribution of steel. The accumulated demand has now carried the mills for about three months and apparently that is about all it is going to.

When the mills made their slight reductions from Government prices last December they rather thought there might be occasion to make a further reduction April 1, carrying out the principle of a quarterly consideration of prices the War Industries Board had adopted for the period of Government control. There was some talk, whether in earnest or merely for its temporary effect, that the December reductions were the last and that buyers would have to take hold at the slightly reduced prices. At any rate buyers have not done so and show no disposition to do so. At any time, of course, the mills would willingly make a substantial reduction in prices for the purpose of starting the market in full swing, which would mean getting investment buyers in also, the buyers who put up building, bridges, power stations and such like works of permanent construction, but there is no hope of getting such investment buyers in so soon, as even if the steel were cheap enough to satisfy them the cost of erection, in labor and in the materials outside of steel that are needed, is altogether too high. The question for the steel mills at this time, therefore, is whether it would pay to reduce prices merely to stimulate the everyday buyer again, the jobber and ordinary manufacturing consumer. Confronted with an operation of far under 50 per cent. the mills are likely to conclude that it really will pay to make substantial reductions even though this

will not of itself start construction work again.

Reductions on the Way?

Rumor has it that the steel producers have about made up their minds that substantial reductions, not like those of say $4 or $5 a ton last December, will have to be made, and should be made before the regular period of spring buying. It appears to be a common opinion that the lead in making reductions should be taken by one of the independents rather than by the Steel Corporation, and the prediction is that reductions will be announced the middle or latter part of March. One guesser makes it that the reduction on merchant steel bars will be $14 a net ton, from $2.70 to $2.00, but that represents the extreme of the guesses.

It has been the desire of the mills to avoid any moves towards wage reductions, both because it is not considered fair to reduce wages until there has been a substantial reduction in the cost of living and because of the existing labor unrest. Just how extensive is this unrest is a matter of doubt, some observers claiming it is serious, others that it is not. It is all opinion, there being no important concrete facts upon which to base a conclusion. An item of interest in this connection, however, is the fact that three merchant blast furnaces in the Shenango valley, each acting by itself, put the matter of wages before their men, saying they could not continue to pay time and a half for overtime according to "the basic eight-hour day" principle adopted by the iron and steel trade generally last October, and giving the men time to decide whether they would prefer to work eight hours a day or 12 hours, at the straight hourly rate, and without any confusion the men decided to work 12 hours at the straight rate. Thus they will be paid per day 12 times the hour rate, which is about 42 cents, instead of 14 times that rate.

There has been a sort of mutual understanding that the matter of wage reductions would not be broached before July 1 at the earliest, but if heavy reductions in steel prices are made next month, the matter of wages will probably be brought up at that time.

As a rule buyers have no definite ideas as to the prices that would be acceptable to them and that would cause them to buy freely. Of all incentives to buying in the steel market the most cogent have always been the fear of high prices coming and the fear of deliveries being difficult to obtain. There is no conceivable reduction that would cause buyers to begin fearing at once that the next change would be an advance. As to deliveries, jobbers and manufacturing consumers do not need to carry their normal stocks, since mill shipment on new orders can be obtained almost instantly. Previous buying movements have always been supported in large part by the fact that mills were falling behind in deliveries.

One definite fact in this connectio has, however, come out in the past week. Several large oil and gas interests have given to pipe mills details of pipe lines they are ready to start laying at once provided they can get the pipe at certain prices, and the prices they name are only say 10 to 20 per cent. below existing quotations. Here, at any rate, is a definite offer to begin construction work provided certain things are done as to prices. This is exceptional, but it may be a harbinger, like the first bird of spring.

Mills are operating at widely varying rates, but on the whole at lower rates than a week or a fortnight ago. A few small plants are closed entirely, while the large plants generally are running at 60 to 80 per cent. of capacity. The steel industry as a whole is probably doing between 65 and 70 per cent., but if things go on as at present they will soon be below 50 per cent.

A CORRECTION

In last week's report of the Hamilton convention it was stated in one part of the article on "The Troubles of a Merchant and How to Stop Them," that the address was given by J. H. Dowling and in another by S. F. Fannon. The latter was correct.

EXPLANATION

On page 11 of last week's issue of HARWARE AND METAL an electro was inadvertently left out of the advertisement of the Wilt Twist Drill Co. of Canada, Limited, Walkerville, Ont. Advertisement appears in correct form in this issue.

"LIQUID VENEER" MAKERS CHARGED WITH UNFAIR PRACTICES

The Buffalo Specialty Co., Buffalo, makers of "Liquid Veneer," etc., has been charged with "stifling and suppressing competition" by the Federal Trade Commission, which also charges that the company "has discriminated in price between different purchasers of commodities handled by it."

It is charged that these practices are in violation of three Federal laws: the Trade Commission act, the Clayton act, and the Act of Sept. 26, 1914, against unfair methods of competition in interstate commerce. Hearing has been set for March 1st.

Current Events in Photograph



Remains of Sir Wilfrid Lying in State

The funeral of the Liberal leader, held at Ottawa, was one of the most largely attended public funerals ever held in Canada. During the time that the remains lay in state thousands of people from all parts of the country visited the hall. The floral offerings, as may be seen from the photo, were unusually beautiful and came from all parts of the Dominion.



Lots of Business If You Go After It

Business in Every District For Aggressive Paint and Varnish Dealer—Some Figures Which Show the Enormous Turnover

EVERYONE connected with the Canadian paint and varnish trade admits, without argument, that more paint and varnish could be used in Canada. That there is vast opportunity for extensive trade development in which manufacturers, jobbers, painters, retail paint sellers, and those connected directly or indirectly with the trade may share the benefit, is a natural corollary of this fact.

But with general statements of this nature, it is difficult to gain any conception of the extent to which the trade might be developed, or the amount of business that lies dormant in this possibility.

In this article we shall endeavor to point out graphically, in figures, the present situation and to estimate conservatively the possible scope and value that the paint and varnish trade might have if more aggressive selling and distributing methods were adopted and utilized by the trade in general.

At a time when reconstruction, replacement and rehabilitation are being given so much consideration, these figures may also form some measure of guidance for the part the paint and varnish trade might take in this important work.

Some Statistics

We have in Canada a population approximating 8,000,000 people in round numbers. With the average of 5 people to the family, this gives us 1,600,000 families, which figure furnishes the approximate number of dwellings in the Dominion. The 1911 census enumerated 711,000 farms, each one of which will average at least one barn, one stock-shed and other necessary buildings for the protection of stock and crops.

In this we do not take into account churches, schools, stores, warehouses, factories, railway buildings, or other public buildings necessary to our social and economic welfare. It is not our intention to go into too many ramifications, but some conception of the numerity of these may be gained from the fact that Ontario has 5,375 school districts, each with one or more schools, while stores of all kinds throughout Canada aggregate something like 52,939. The Postal census of 1915 enumerates 21,306 industrial establishments in Canada, which would indicate probably the number of buildings necessary for the carrying out of their operations. A very conservative estimate, and which will serve our purpose, would place the number of buildings of all kinds in Canada at not less than 2,500,000.

Now every structure of every description provides prospective use for paints and varnishes.

Making a quick estimate, with the above figure as a basis, we can see at a glance one possibility for the paint trade. We can estimate conservatively that each one of these buildings could use on the average $10 worth of paint. (We use manufacturers' selling values, not retail values. in all of our estimates). This would mean the possibility of selling $25,000,000 worth of paints, which is actually two and a half times greater than the total production and importation of paints and varnishes and colors for all purposes in Canada during either of the years 1910 or 1915.

During 1910, Canadian paint and varnish manufacturers produced $8,041,154 worth of paints, varnishes, colors and other finishing materials of all kinds. During 1915, there was produced $8,316,175 worth, showing practically no increase in five years. In each of these two years Canada imported around $1,500,000 worth. In order to embrace any overlooked item, and to establish round numbers for convenience, we are placing Canada's total consumption for both 1910 and 1915 at $10,000,000.

Gallonage Decreased

Taking into consideration increased prices, and the neglect that has been shown in painting throughout the country, we are pretty safe in saying that the actual gallonage produced for the decoration and protection of property has decreased rather than increased during the war.

Our figures, therefore, show that in both 1910 and 1915 only $1.25 worth of paints and varnishes were manufactured and imported for every man, woman and child in the country. The average on our estimated number of homes (not considering the other buildings enumerated) amounts to only $6.25.

But it is probable that anywhere from 60 per cent. to 80 per cent. of this amount was used by manufacturers for finishing their products. Assuming that 70 per cent. was used for this purpose, it would only leave $3,000,000 produced for the decoration and protection of property. An average of $1.88 per home or 37½c per capita.

Based on our estimate of the total number of buildings. it would mean an average annual consumption of $1.20 per structure. These figures put some meaning into the paint man's claim that the use of paint is being neglected in Canada.

(Continued on Page 62)


BENJAMIN MOORE & CO
NEW YORK & CHICAGO
Moore's
Paints
READY
MIXED
Every Can is Full of Quality and Customer Satisfaction.
Dealers selling *Moore's Ready Mixed Paints* are well aware of the unstinted satisfaction they always give the customer. The high quality and splendid covering capacity of "Moore's" are factors in the making of better paint sales, worthy of every dealer's consideration. "Moore" profits are worth while.
Write for our agency proposition. It will put you on the road to "better business."
BENJAMIN MOORE & CO., Ltd.
WEST TORONTO -- ONTARIO

Now let us see what might be done—and we shall estimate conservatively.

$12,000,000 Annually

Let us assume that each one of our 1,600,000 dwellings has average dimensions of 25 ft. x 30 ft. and seven rooms. Thirty dollars would be a very low estimate for the necessary paint and varnish to finish these specifications adequately inside and out, yet it would total $48,000,000 annually. Of course, an annual paint-up is expecting rather much, though repainting every four years is not beyond reason. On a four-year basis, then, there is an average possibility annually of $12,000,000, as compared with the actual $3,000,000 during the two years from which we have taken our figures.

Let us further assume that one barn on each of Canada's 711,000 farms is capable of using at least ten gallons of barn paint at say, $1.25 per gallon. This would mean a possible production of $8,880,000. Repainting of the barn every 8 years would distribute this amount to $1,110,000 annually. The fact of the matter is that probably 90 per cent. of Canada's barns have never been painted, which offers an immediate opportunity in the next two or three years of over $7,900,000 production of barn paint.

Room For Expansion

We might continue to calculate ad infinitum on other paint selling possibilities, but the estimates in hand should be sufficient to prove our argument, that there is abundant room for the expansion of the paint and varnish trade. With a possibility of an annual production of $12,000,000 for dwellings; $1,110,000 for barns, and $7,000,000 for manufacturing purposes, we have a total of over $20,000,000 possible annual production, or more than double the production and importation of 1910 and 1915. We believe we are within reason and our rights to say that three times the production of these years is possible.

We do not purpose to deal with how advertising, selling or distributing methods might be adopted to accomplish this objective, except to point out that by raising paints and varnishes from the level of luxuries in the minds of the people to that of a necessity for the protection and preservation of property, a great deal might be accomplished.

Failed to Realize

In many ways it would seem that the paint and varnish trade has failed to realize a proper sense of its relative merit as compared with other industries. In 1915, our per capita production for all Canadian paint and varnish manufacturers was $1.03 in all lines. Comparisons with the per capita production of Canadian manufacturers in other industries would indicate the trade does not rank as high as it ought, considering the service that paints and varnishes render in protection and conservation.

Undoubtedly the industry should occupy a higher scale than it does, considering the service that paints and varnishes can render in decoration and preservation and the extent to which they are also used for finishing other manufactured products.

We quote production figures on a per capita basis of 8,000,000 people taken from the Government Census of Industries of 1916:—

	Per Capita
Manufactured Foods of all kinds	$48.62
Textiles of all kinds	18.08
Timber, Lumber and Re-manufactured Timber Products	15.42
Iron and Steel Products	15.05
Leather Goods	5.92
Boots and Shoes	4.26
Malts and Liquors	4.00
Men's Custom and Manufactured Clothing	3.72
Tobacco	3.62
Women's Manufactured Clothing	3.26
Automobiles	3.04
Rubber Goods	1.71
Furniture	1.22
Drugs and Patent Medicines	1.18
Paints and Varnishes	1.03
Hats, Caps and Furs	.94
Soft Drinks	.35
Jewelry	.27

Considering our estimate that 70 per

(Continued on page 64)

The Brush Department

Handling Higher Grade Brushes Has Resulted in Increased Sales

Dealer Says People Are Glad to Pay a Little More When They They Know They Are Getting an Article That Will Give Every Satisfaction

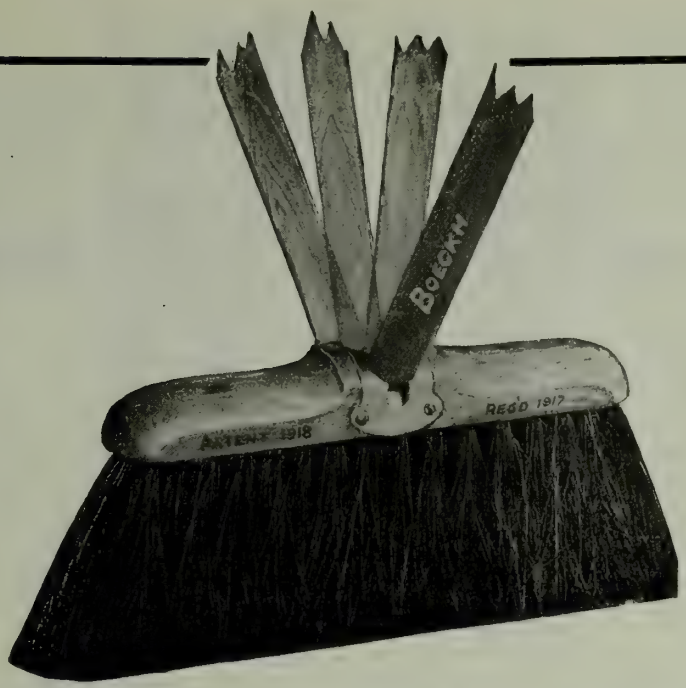
SELL more brushes by selling better brushes and by letting the people know that you handle only brushes that can be depended upon is the plan that a Western Ontario dealer is working successfully. Ever since he put his plan into effect his brush sales have been steadily increasing.

"Where I used to carry only medium priced and very cheap brushes," he stated to HARDWARE AND METAL, "I now carry only really high-grade brushes and very, very cheap brushes. I have a few really cheap brushes which I keep for those who want a brush to fix up stove pipes or some similar job where a good brush is not needed. The rest of my stock is made up of quality brushes. I have found that it pays and pays well to sell brushes that give satisfaction. People do not mind paying a few cents more for a brush if they know that they are not going to have any trouble with it. When I used to handle the medium priced brushes people would come back and tell me that the bristles came out and stuck in the paint. They did not like this. It often meant a most unsatisfactory job and was trying on their temper. The brushes I have been stocking now I can guarantee will give satisfaction. They are a quality article and when a man comes into the store to get some paint and brushes I have brushes that I am not afraid to talk about and not afraid to guarantee to the limit. I am selling more brushes than ever and there are no comebacks. I find that people tell one another also. They know if they want a good brush they can get it at my store and I have made many sales to people who have been sent in by satisfied customers."

This dealer keeps his brushes well displayed and finds that this also helps him to sell more goods. People he says very often come in to buy some other line and when they see the brushes remember that they are planning some work at home in which they will need a brush and take one home with them. He also says that he finds it pays to have a good variety. He finds that customers like to look over a stock and while they generally buy very largely on his recommendation they like to look over the brushes and ask questions about their various uses. He emphasizes the question of quality all the time and tells them frankly that he is charging them a little more but is giving them an article that will work smoothly and give all round satisfaction.

The brushes in this man's store are always clean and presentable. This is another point to which he attributes increased sales. People he says buy more readily when shown clean fresh stock. Women especially do not like to purchase brushes that show every indication of having lain around the store and been handled a great deal.

Last but not least this dealer is not afraid to include brushes in his window displays. He has found by experience that if people know you have the goods to sell and see it in your store they will very often buy. He attributes many sales of brushes to having kept the goods not only displayed but attractively displayed.



A BOECKH DISPLAY PAYS

PAINTING and house-cleaning time will soon be here. People are now ready to buy brushes to beautify and clean their homes after the winter months. Have a "Paint Up and Clean Up Week." Impress your customers with the fact that brushes of known quality are as important as good paint.

Display

BOECKH'S

Steel Grip—Rubber Set and Household Brushes



in your windows. Let your customers know that you stock these brushes.

Boeckh's Paint and Household Brushes are the product of over sixty years' experience in the brush-making art. Every brush bearing the Boeckh trade-mark is guaranteed to be absolutely dependable.

We will supply you with window cards to help make your display attractive and profitable. Write for them—they are free.

Make your windows pull brush sales, by displaying Boeckh's.



The Boeckh Company, Ltd.

TORONTO, ONTARIO

cent. of our paint and varnish production is for the finishing of other manufactured products, this would leave us a per capita production for property protection of only 31c, which is admittedly low, without resorting to comparisons of any nature.

Some Comparisons

Taken from the insurance standpoint, the paint trade has been a strong advocate of paints and varnishes as insurance against decay and deterioration. We have been told that property loss through lack of paint is greater than loss by fire, which will make it of interest to see to what extent paint insurance has been sold for this purpose. Against our production of $1.03 per capita for paint insurance, the fire insurance people have sold $4.41 per capita in annual premiums or $388.84 in new or renewed policies. Again, allowing for manufacturing uses of paint and varnishes, we find only 31c out of our $1.03 spent on property protection. Only a little over 7 per cent. spent on paint insurance for property against that for fire insurance, which covers a less aggregate loss, and which is not inevitable as with property unprotected by paint. As insurance brokers, the paint trade has a considerable distance to travel yet.

Some Big Figures

The promotion of the use of more paint and varnish would also assist to strengthen the position of the painting trade and place it on a more important level. It is not out of the way to estimate that each one of our 1,600,000 dwellings would require, on an average, $50 worth of labor for decoration and protection. If each was repainted every four years, it would provide an annual labor bill of $20,000,000, which ranks very well in comparison with the total annual wage bills of other industries during 1915. Amongst the highest of these, we find that the timber, lumber and remanufactured timber industries paid $28,900,000; iron and steel paid $27,000,000; textiles paid $27,000,000, and the combined food industries $22,000,000. There are no available figures showing what has been paid for painting labor, but it is quite safe to assume that it has not been anywhere near this figure.

In providing an opportunity for a greater amount of labor by extending the greater use of paints and varnishes, the trade has, therefore, almost unlimited room to take a prominent part in the rehabilitation of the industrial workers into a worthy peace time pursuit.

General Conditions

While these figures give a survey of the Dominion, as a whole, this general condition exists more or less intensely in every locality. It might be asked by a retail paint seller to what extent it applies to his own locality, and how he might cope with it. The following figures do not apply to any one locality, but they serve as an example of how each retailer may sum up his own district insofar as present and possible paint and varnish consumption are concerned.

Let us take, for an example, a town of 6,000 people. It is quite likely to be the buying centre of from 2,000 to 3,000 more from the rural districts. Say 9,000 altogether. On the basis of 5 to the family, this means 1,800 dwellings, and approximately 500 farms. Dwellings and barns, together with stores, factories, churches and schools, will bring the possible number of structures up to 2,500. On our estimate of 37½c per capita, as the present buying capacity, manufacturers' invoices entering the town would approximate $3,375 annually. This figure, the paint dealer can check against his own figures and what he knows of his competitor's business. His possibilities can be roughtly estimated, as has been done in former paragraphs. 500 barns at $15.00 each total $7,500. The remaining 2,000 buildings painted every four years at an average cost of $30.00 for materials, would amount to $15,000, a total of $22,500, which will be admitted, is some paint business.

Great Possibilities

The writer does not attempt to say that this reckoning would apply to every town, but if it conveys the idea that we desire to bring home regarding the greater possibility of the use of paints and varnishes we shall have achieved our purpose. Every dealer is free to wield his pencil on the problem as he sees fit—and there is plenty of scope for wielding it.

A good deal of this estimating may seen to be theoretical and Utopian. We do not believe that it is altogether so. It is an effort to put in concrete, comprehensible form a condition that the whole trade has recognized in a more or less hazy way. If this generally recognized state of affairs in the paint trade becomes astounding when summed up in cold figures, the trade has only itself to blame for its former complacency.

Apparently what is needed are more aggressive advertising and selling methods by manufacturer, retail seller, painter and jobber individually and collectively in co-operation. It is our hope that these figures will, in some light measure, serve to show a way towards this accomplishment.

MAKES EMPLOYEES STOCKHOLDERS

To encourage thrift and create greater interest on the part of its employees in the welfare of the company, the National Lead Co. of New York has purchased in the market and is offering to officers and employees, 5,600 shares of its common stock at a price of $60 a share. Payment for the stock may be made in small instalments, but in the event of subscribers paying in full, the certificates are to be retained by the company for at least three years in order to prevent speculations and to continue the relationship of stockholder on the part of the employee.

FAVOR ELIMINATION

At the annual convention of the National Association of Paint Jobbers, held in Chicago, the following resolution was unanimously adopted:

"Whereas, the War Trade Board has seen fit to remove the restrictions concerning sizes and colors of paints and varnishes, and

"Whereas, we believe it is to the interest of the entire paint and varnish trade, as well as the ultimate consumer to have certain of these rulings continued, therefore

"Be it resolved that the National Association of Paint Jobbers place itself on record as favoring the continued elimination of half-gallon and pint cans of prepared house paints, flat wall paint and barn paints; and also of half-gallon cans of clear varnish.

"Be it further resolved, that we strongly approve the continuance of the present reduced color cards in all lines."

A DISPLAY THAT PULLED

Walter H. Cottingham, president of the Sherwin-Williams Paint Co., was speaking the other day of the difficulties they had to overcome in helping the British merchants to sell goods and do more business. They finally succeeded in getting the leading retailer in a provincial city in England, who was handling their goods, to display them in their window according to a design prepared by the Sherwin-Williams expert window dresser. A few days later they received a violent protest from the merchant, who wanted the display taken out because they were bothered with too many buyers coming into the store.

BOSTON VARNISH COMPANY'S NEW VICE-PRESIDENT

At the annual meeting of the directors of the Boston Varnish Company, C. H. Tewksbury was elected second vice-president, in recognition of his nineteen years of successful efforts. The honor conferred upon Mr. Tewksbury will in no way affect his present sphere of activity, and he will continue to direct the affairs of the Chicago branch.

CLAIMS NEW FLAXSEED WILL YIELD MORE OIL

Burbank, the California naturalist, has developed a new variety of flaxseed, of which he says: "I have now to offer the most remarkable flax ever produced. The seeds of the 'Burbank' are of nearly double the size of any other, are of a beautiful, limpid white, and yield twelve per cent. more oil per pound of seed. The oil is more readily extracted and with less waste. The plants are fully as productive as the ordinary flax." It will take several years to grow enough to use commercially as the amount Burbank has to offer is very small.

An application for a winding-up order has been made for the Preston Chair Co., Ltd., Preston, Ont.



Varnish Value

TRUE varnish value consists in quality—plus. That is to say, a varnish to be 100% efficient must be the right varnish, for the right use, for the right price. Anything less than this is a handicap to the user and an unnecessary addition to the cost of any finishing operation.

During 61 years' experience we have developed Finishes for every known purpose, and our practical knowledge of the varied needs of consumers enables us to supply varnishes and their allied products exactly adapted for the uses intended.

Berry Brothers' label can always be depended upon as a safe guide to satisfactory varnish values.

Partial list of distributors of Berry Brothers' products

L. H. Gaudry & Co. - -	Quebec, Que.	Frank A. Gillis Co. - -	Halifax, N.S.
L. Levasseur Co., Ltd. -	Montreal, Que.	Marier & Tremblay - -	Quebec, Que.
Dartnell, Ltd. - - -	Montreal, Que.	Revillon, Ltd. - - -	Edmonton, Alta.
Hunter, Henderson Paint Co. -	Vancouver, B.C.	Hudson's Bay Co. - -	Calgary, Alta.
Wood, Vallance & Adams -	Calgary, Alta.	Wood, Vallance & Co., Ltd. -	Winnipeg, Man.
J. H. Ashdown Hdwe. Co. -	Calgary, Alta.	Lariviere, Inc. - - -	Montreal, Que.
Sanderson, Pearcy Co., Ltd. -	Toronto, Ont.	Moose Jaw Hdwe., Ltd. -	Moose Jaw, Sask.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties
Walkerville, Ont.

745

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, February 27.—Another advance was made this week for linseed oil. This is the only item in the regular paint list showing change, although new prices just announced for Paris green show a substantial reduction from the opening prices of 1918. These will be found elsewhere and are immediately effective.

There is plenty of turpentine in the market now, and prices are held steadily without change. Mixed paints are quiet for the present.

Three to Five Cent Oil Advance

Montreal.

LINSEED OIL.—Strength in seed markets has again served to firm the linseed oil markets, and prices are from three cents to five cents above the quotations of last week. Low base for raw is $1.52 and for boiled, $1.54½ on 1-barrel lots, with usual differentials. There is not a great deal doing, and orders are mostly for small lots.

LINSEED OIL

Raw, Imp. Gallon—	
1 to 4 bbls.	$1 52 $1 53
5 to 9 bbls.	1 52 1 52
10 to 25 bbls.	1 51 1 52
Boiled, Imp. Gallon—	
1 to 4 bbls.	1 54½ 1 57½
5 to 9 bbls.	1 54½ 1 54½
10 to 25 bbls.	1 54½ 1 53½

Turpentine Holds; Sales Slow

Montreal.

TURPENTINE.—A steady condition marks the turpentine market, and there is little new. Stocks in this market are ample at the present time, and as the season will not open for awhile yet there is little likelihood of heavy demand for two or three weeks.

Turpentine—		Imp. gal.
1 to 4 barrels	$1 00	$1 05
Small lots	1 07	1 17

(Packages extra).

More Putty Sold; Undertone Steady

Montreal.

PUTTY.—There is a steady sale for putty, seasonably speaking, and a fair quantity is going forward. In fact there has been more activity than is usual for mid-winter. The strengthening of the oil market has served to strengthen the undertone somewhat.

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases.	7 15	7 40	7 75

Pure linseed oil putty, $2 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

White Lead in Oil Not Moving Fast

Montreal.

WHITE LEAD IN OIL.—There is very little present business for this commodity. The selling, some think, will be slow until actual spring painting develops, and in the meantime prices are holding steady as follows: 5-ton lots, per 100 pounds, $15.50; 1-ton lots, $16, and smaller lots, $16.35.

Paints Are Held Without Change

Montreal.

PAINTS, ETC.—Mixed paints and specialties are rather unchanged in the matter of movement. This is fair, from a seasonable basis, and while ordering is carefully done, there is every indication that the season will be a good one. Prices are firm and the undertone steady both on paints and specialties.

Insecticides Will Be Big Sellers

Montreal.

INSECTICIDES, PARIS GREEN, ETC.—There is every indication that the coming season will be a good one for insecticides. Prices are out on Paris green and will be found in special panel elsewhere. It is of interest to note that there is quite a decline from the prices obtaining for 1918, and all bookings made to date will be filled on the basis now fixed.

TORONTO

TORONTO, Feb. 27.—Higher prices are again in evidence on linseed oil this week, advances ranging from 3 to 10c per gallon. Turpentine is holding at unchanged figures, with inquiries improving. Mixed paint orders are moving forward a little more freely and outlook is considered quite promising. White lead in oil and putty are steady.

Linseed Oil Moves Higher

Toronto.

LINSEED OIL.—Higher prices are generally in effect this week. The flaxseed market has shown considerable strength in the last couple of weeks and seems to be steady at advanced figures, with the result that linseed oil has firmed in sympathy. Supplies are considered ample, and whereas there is not a heavy movement to the trade there is a better feeling and improved demand. Range of quotations to-day follows:

Linseed Oil—	Raw	Imp. gal.
1 to 2 barrels, gal.	$1 53	$1 60
3 to 5 barrels, gal.	1 54	1 59
10 bbls. and over	1 52	1 57
	Boiled	Imp. gal.
1 to 2 barrels, gal.	$1 55½	$1 63
3 to 5 barrels, gal.	1 54½	1 62
10 barrels and over	1 52½	1 60

Turpentine Holds At Unchanged Levels

Toronto.

TURPENTINE.—There is very little doing in turpentine at primary points, and a continued tendency is shown on the part of consumers to force down the price in face of delayed shipments abroad. However, it is recognized in the trade that if factors and producers hold steady for another 30 or 60 days they will eventually unload on an advancing market. Inquiries locally are improving. Arrivals are ample and shipments under present conditions quite satisfactory.

Turpentine—	Per	Imp. Gal.
1 barrel (barrel included)	$1 04	$1 05
2 to 4 barrels (barrels included)	1 03	1 04
5 gallon lots	1 14	1 15

Mixed Paints Going Forward

Toronto.

MIXED PAINTS.—Manufacturers are shipping mixed paints in fairly good quantities and outlook is considered very good. Orders are not large, but a nice assortment is being specified for. It is thought smaller orders, the hand-to-mouth attitude of buying, will largely prevail for some time yet.

Plate Glass Up; Window Glass Firm

Toronto.

GLASS, PUTTY.—The United States manufacturers of polished plate glass have advanced their prices this week on a varying scale ranging as high as 10c



THOUSANDS of Canadian Homes are being "Painted up" to welcome the boys back.

Consider then the value of the B-H publicity, which is daily winning new converts to B-H products.

B-H agents are now carrying a full stock to meet this demand.

There's an attractive agency proposition waiting for a progressive dealer in any locality where we are not represented.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

per foot advance on cut sizes. This is equivalent to over 20 per cent. The impression prevails among the American manufacturers that there will be no European plate glass come into United States or Canada this year. There has been considerable stiffening of the window glass price and present factory discounts of 77 per cent. base are being firmly held. This is not due to any active demand for glass at the moment, but a knowledge that jobbers and retailers have practically no glass and there is a great deal of building in prospect for this year, which will absorb all of the diminished product made during the present fire.

Putty remains in an unchanged position this week. Prices are steadily maintained, though business is within rather narrow compass.

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 30	$5 55	$5 90
Do., 100 lb. irons	6 15	6 40	6 75
Do., 25 lb. irons	6 40	6 65	7 00
Do., 12½ lb. irons	6 65	6 90	7 25
Bladder, in barrels	7 05	7 30	7 65

Pure putty advance $2 per 100 lbs. over above prices.

Better Inquiry For White Lead in Oil

Toronto.

WHITE LEAD IN OIL.—There is a somewhat improved inquiry for white lead in oil, though still representing a small tonnage would indicate a better outlook. Prices have held firm and without change, the advance in the price of pig lead being a factor to strengthen the undertone of the market. Pure white lead in oil is quoted at $16 30 per hundred pounds in ton lots; at $16.65 per hundred pounds in less than ton lots. The various brands are shown in current market quotations.

THE EXTENSION OF TRADE

Continued from page 44

One of the most important phases of the extension of the Trade Commissioner Service is the fact that the British Government has offered the facilities of that service to the other Governments of the British Empire. In the majority of, if not in all cases, the offer has been accepted wholly or in part. The Canadian Government, for instance, has accepted the facilities of our service at all points, in various countries, at which it has not a Trade Commissioner of its own. The Government of India has accepted the service in its entirety. It may be said, therefore, that this is one of the first practical commercial steps being taken by the Imperial Government and by the Governments of the Dominions to link the various units of the British Empire. The resolution of General Smuts of South Africa, at the Imperial War Conference in 1917, recommended that these Governments should co-operate so as to make the Trade Commissioner Service as useful as possible to the British Empire as a whole, especially for the promotion of inter-Imperial Trade.

To Extend Trade

The work of the Trade Commissioners, as you will have noted, is primarily to increase Great Britain's share of the import trade of Canada. If, for example, Canada is buying a considerable volume of merchandise from abroad, each year, we want to see that John Bull obtains a large share of the business.

We recognize that the progress which Canadian manufacturers have made during the past few years will be exceeded by the manufacturing developments of this country during the future. This is a welcome and gratifying feature, because as each unit of the British Empire becomes stronger industrially and agriculturally, each developing its resources, so will the great British Empire grow in stability, prosperity and influence.

Incidentally, we are endeavoring to drive effective spikes into German and Austrian trade in Ontario. This will help to prevent enemy countries from entrenching themselves again in the resources of the British Empire.

To Make It Easier

We propose to try to make it easier for citizens of the British Empire to do business in their own lands than for enemy countries to do business in our Empire. In this work, and, indeed, in our work generally, we are meeting with the greatest possible sympathy and co-operation on the part of the business community and of the general public in Ontario where there is such a well defined patriotic sentiment. When the war is over, therefore, I think we may feel assured that, despite the great war burden which the Old Country has carried for four years, she will emerge, with her Overseas Dominions, still stronger, more vigorous, more aggressive, giving her competitors a good run for their money in the world's markets.

I appreciate the opportunity you have given me to explain the nature of the work of our Trade Commissioner Service.

NEW PRICES FOR 1919 ON PARIS GREEN LOWER

The manufacturers have just announced 1919 prices on Paris Green and the same are effective at once, and for the various sized packages are as follows:

In barrels about 600 lbs., 48c per lb.

Kegs, about 250 lbs., 48½c per lb.

In 50 lb. drums, 49c per lb.

In 25 lb. drums, 50c per lb.

In 1 lb. papers, packed 100 lbs. in a case, 52c per lb.

In ½ lb. papers, packed 100 lbs. in a case, 54c per lb.

Terms: 1 per cent., 15 days net 30.

These prices are f.o.b., Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John, Halifax.

The relative prices last year were as follows: 60¼c, 60¾c, 61¼c, 62¼c, 64¼c, 66¼c. There is, therefore, a substantial decline.

For points Winnipeg and West, prices are somewhat higher, according to location, and Prince Edward Island prices are one-quarter cent higher.

Must Ratify Orders Taken by Travellers

Orders taken by a traveling salesman, or "drummer," for the purchase of goods are not effective unless accepted and ratified by his principal, according to a recent decision by the Appellate Division of the New York Supreme Court for the First Department. In the case in which this decision was rendered, Senner & Caplan Company vs. Gera Mills, it appeared that the plaintiff, a New York corporation engaged in the manufacture of ladies' dresses, gave to a traveling salesman of the defendant, a New Jersey corporation manufacturing dress goods, three separate orders for quantities of serge upon a credit of seventy days. It was the defendant's custom to submit such orders to its merchandise and credit departments before accepting them, and there was no evidence that they had ever been passed upon by the latter. The plaintiff claimed, however, that the defendant had ratified the orders by the delivery of a small portion of the first order, but the defendant showed that this delivery and a subsequent one of a portion of the third order were made solely for the accommodation of the plaintiff, and upon its insistence that it must have some goods with which to carry on its business. It furthermore appeared that the defendant demanded and received payment in cash for the first delivery, upon which under the order it was to have seventy days' credit, and that on the next business day after the goods were shipped. The court, reversing judgments of two lower courts, held that the plaintiff's complaint in an action to recover damages for failure to fill the orders as given should be dismissed on the ground that it had failed to establish an acceptance of the orders by the defendant. The court held that a traveling salesman is at most a solicitor of orders, which must be accepted and ratified by his principal before they become effective; that such acceptance and ratification is not established by showing that deliveries have been made to the buyer where such deliveries have been made by way of special accommodation and not under the conditions set forth in the orders, and that in such cases no duty rests upon the seller to notify the buyer within a reasonable time that he will not accept the same. Acceptance of the orders by the concern for which the salesman acts is therefore under this decision necessary to make them ripen into contracts.

TOO LATE TO CLASSIFY

OWING TO THE SERIOUS ILLNESS OF THE proprietor, which has necessitated his removal to a Southern climate, I am offering for sale that well-known and established business in the town of Oshawa now being carried on by Glenn A. Henry & Co. This is a straight hardware business—no tinshop,—and has been conducted on practically a cash basis. It has always been a good paying business and would not be on the market were it not for Mr. Henry's failing health. Stock will run from $10,000 to $12,000. Here is a first-class proposition for someone. Wire or write, W. E. N. Sinclair, Barrister, Solicitor, etc., Oshawa, Ont.

MARTIN-SENOUR
PAINTS AND VARNISHES

MADE IN CANADA



SOLD ON MERIT

THE GREATEST SATISFACTION A MERCHANT CAN HAVE

is to know positively every time he sells an article that he has provided his customer with absolute satisfaction. The MARTIN-SENOUR DEALER AGENT is certain of this every time he sells a can of 100% PURE PAINT or any other MARTIN-SENOUR PRODUCT. He knows that he has provided his customer with 100% Efficiency and 100% Satisfaction, because 100% PURE stands for highest quality and lasting service.

It also gives the Dealer-Agent great satisfaction to know that the story of 100% PURE QUALITY and SERVICE is not only widely heralded throughout the country from Coast to Coast, but it is truthfully told in such a way and through such numerous sales helps as to make it the easiest and most profitable to sell.

Sure Paint and Truthful Advertising make for 100% Satisfaction.

If you are not now one of our Satisfied Dealer-Agents, better write for our proposition to-day.



The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
MONTREAL
WINNIPEG TORONTO HALIFAX



CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps 25% B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Canuck" Shells, Smokeless, $41 per M, net; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 12½% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augurs, add 10%
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 10% to 12½% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz	$13 25	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No 2, doz	12 50	13 20
No. 3, doz	13 50	14 20
No. 4, doz	14 50	15 25

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BARS, CLOTHES

No. 4, dozen	$ 9 00
No. 5, dozen	11 00
No. 6, dozen	13 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30%.
Standard Quality, 30, 10%.
Side Lace Leather, lb..$1.70-$1.90
Cut Lace Leather, lb... 1.90- 2.20
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb	$4 00
No. 2 x 50, lb	5 00
No. 3 x 60, lb	7 50
No. 4 x 100 lb	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, IRONING

No. 32, 5 x 12 in., doz	$11 00
No. 35, dozen	25 00
No. 36, dozen	29 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 20%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 25%.
Machine Bolts, ⅜ in. dia. and smaller, larger lengths, 15%.
Machine Bolts, 7-16 in. dia. and larger, 5%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 30%.
Square Head Blank Bolts, 5%.
Bolt Ends, 5%.
Plow Bolts, 15%.
Elevator Bolts, 10%.
Fancy Head Bolts, 10%.
Shaft Bolts ($3 list), 10%.
Step Bolts, large head ($3 list), 10%.
Whiffletree Bolts, 10%.
Nuts, square, blank, add to list $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%. Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. ...12-14c
F.O.B. Montreal, London, Toronto.

BRASS

Spring sheets, 24 gauge and heavier, base	$0 40
Rods, base ½ to 1 in., round	0 37
Tubing, seamless, base	0 48
Copper tubing, iron pipe size, base, ¾ in. up to 3 in.	0 52

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy	$14.50-$17
30-gal. Standard	14 00

BOARDS (Wash), Zinc Doz.

Pony	$2 60
Improved Globe	5 40
Neptune	5 40
Standard Globe	5 40
Original Globe	5 90
Jubilee	6 05
Newmarket King	6 05
Western King (enamel)	8 25
Beaver (brass)	7 60

F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 80 4	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list + 5%.
Triplex Spring Hinges, 20-10%.
Chicago Mortise Floor (5,000), 20, 7½ and 5%.
Chicago Relax Floor (6,000), 25-10-10-2½%.
Chicago Premier (4000), 12½%.
Chicago Ajax (3,000), 12½%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20%.
Chicago Screen Door (2000), 40-2½%.
Chicago Screen Door (3000), 16 2-3 %.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc. B.B.B. Fire

CHAIN

	Proof Coil Welded			
	Mont'l	Tor'to	Mont'l	Tor'to
3-16 in.	$22.75	$17.00	$.....	$.....
¼ in.	16.75	14.50	21.75	23.70
5-16 in.	14.15	12.50	19.00	18.35
⅜ in.	13.00	11.50	15.90	14.00
7-16 in.	12.75	11.30	15.65	13.80
½ in.	12.50	11.15	15.50	13.65
⅝ in.	12.35	10.95	15.25	13.45
¾ in.	12.25	10.70	15.10	13.20
⅞ in.	12.05	10.60	15.00	13.10
1 in.	11.90	10.50	14.85	13.00

Electric Welded

	B.B.	B.B.B.
3-16 in.	$18.00	$19.00
¼ in.	14.95	16.00
5-16 in.	12.55	13.50
⅜ in.	11.35	12.25
7-16 in.	11.10	12.00
½ in.	10.95	11.80
⅝ in.	10.70	11.55
¾ in.	10.40	11.25

Montreal and Toronto

American Proof Coil Chain	B.B.	B.B.B.
3-16 in.	$17.25	$.....
5-16 in.	14.25	17.25
⅜ in.	13.00	16.00
7-16 in.	12.75	15.45
½ in.	12.55	15.25
⅝ in.	12.25	.....

Electric Welded B.B.B.—Chain, ¼ in., $13.75; 5-16 in., $12; F.o.b. Toronto.

Cow ties, 20%; trace chains net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl. $2.80-$2.95 in car lots; $3.40-$3.50 bbl. in small lots.

Paris plaster, five-barrel lots $4.00; single barrel, $4.50. F.O.B. Toronto.

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0 $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto Hamilton, Fergus, London, St. John, N.B.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

CHOPPERS, FOOD

Universal—Dozen—No. 0, $19.25; No. 1, $23.30; No. 2, $28.35; No. 3, $36.45.

Russwin—Dozen—No. 0, $19.20; No. 1, $23.40; No. 2, $28.20; No. 3, $36.60.

F. o. b. Montreal, Toronto.

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6.85
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 60
18—6-strand, 50 ft. lengths	5 65
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER .. ... Montreal Toronto

Casting ingot, see weekly report.

Bars, ½ to 2 in.	$43 50	$43 00
Plain sheets, base, 16 oz. and heavier	42 00	46 00
Copper sheet, tinned, 14x60 in., 14 oz.	43 00	.....
Copper sheet, planished, base 16 oz. and heavier	50 00	46 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs: No. 111, $1.55; No. 121, $1.70; No. 122, $2.25; No. 127, $2.25; No. 100, $2.80 per dozen.

F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	77
No. 7, lb.	76
Nos. 8, 9, 10, 12	75

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal.	Montreal	Toronto
Ordinary, 52 sheets	$ 9 00	$ 8 00
Do., 60 sheets	9 10	8 10

	Apollo	Crown	Gorbals
18x24x52	.....	....	....
60	.....	....	....

COKE, TIN PLATES

	Peb-box
IC, 20x28 base	$20 00
IX, 20x28 base	23 00
IXX, 20x28 base	27 00
IXXX, 20x28 base	31 00

F.O.B. Toronto

Raven and Murex Grades—
IC, 20x28 base, 112 sheets..
IX, 20x28 base, 112 sheets..
IXX, 20x28 base, 56 sheets..
IXXX, 20x28 base, 56 sheets
(Nominal) f.o.b. Montreal

TERNE PLATES

I. C. 20x28, 112 sheets.... $22 00

F.O.B. Toronto.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$20 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50
Sleepmeter	1 65

F.O.B. Montreal, Toronto, London, Hamilton

CROWBARS, $10.50 per 100 lbs.

DRILLS—

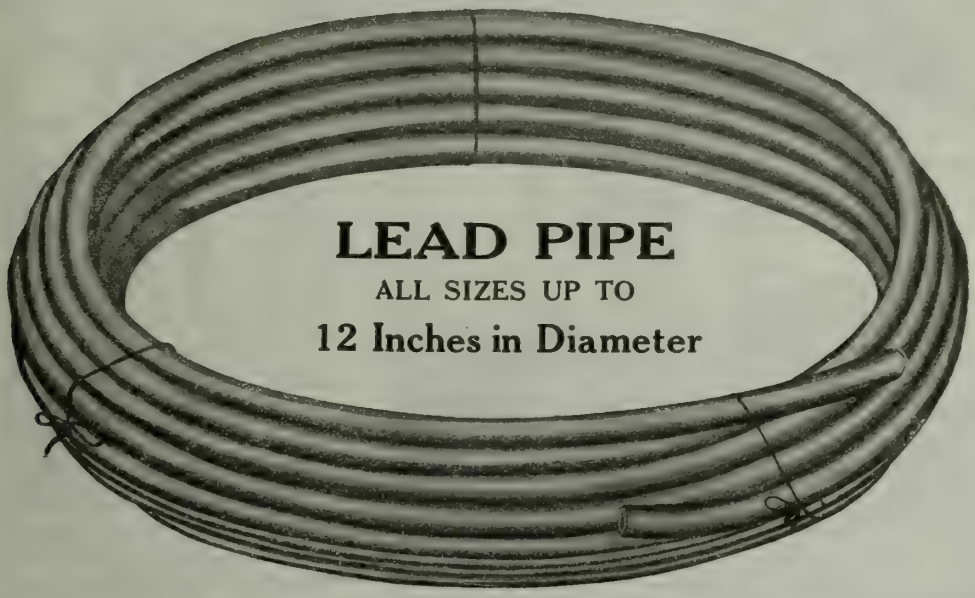
Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank.

List each.			
1/8	$0.45	19/32	$1.20
5/32	.45	⅝	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.85	⅞	2.10
7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

WE MANUFACTURE

BABBITT—SOLDER—LEAD PIPE—SHEET LEAD





HARRIS HEAVY PRESSURE IS THE MOST POPULAR

BABBITT METAL

IN THE DOMINION

WE HAVE EVERYTHING IN METALS GET OUR PRICES

THE CANADA METAL CO., LIMITED, TORONTO

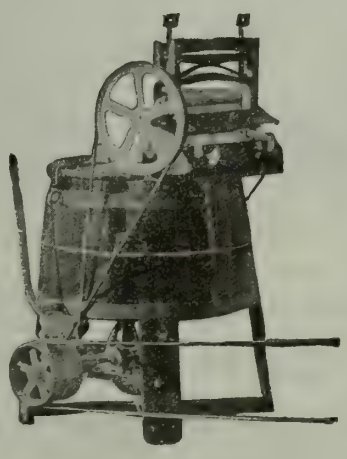
Branch Factories: HAMILTON MONTREAL WINNIPEG VANCOUVER

The "One Minute" Washer

With Gasoline Engine or Motor Attachment

The "One Minute" Washer, with the new features and attachments here illustrated, makes an ideal apparatus that will appeal to every housewife who enters your store.

No doubt there are many of your customers who possess the "One Minute" Hand Power Washer, who already know and appreciate its great washing qualities. It's your privilege to suggest to them the convenience of this new attachment.



Consists of a shafting with a double pulley and lever shaft that throws the power belt from the drive pulley to an idler. Runs Washer and Wringer separately. Any engine or other motor power unit can be used on this apparatus.

The added convenience, plus time and energy saved, is well worth the small cost of installation.

We make Hand, Electric, Gasoline and Water Power **"One Minute" Washers.** If you are not selling them, may we prove to you why it will be extremely profitable to do so? Write us about our attractive agency proposition for your district.

One Minute Manufacturing Co., Toronto Canada

Bit Stock, list per dozen

3/32	$2.70	3/8	$8.50
1/8	3.00	7/16	10.50
5/32	3.50	1/2	13.00
3/16	4.00	9/16	15.50
7/32	4.50	5/8	18.00
1/4	5.00	11/16	21.00
9/32	6.00	3/4	24.00
5/16	7.00	7/8	30.00

Bit Stock Drills ..... 37½ to 40%
Blacksmiths', ½-in. shank.. 37½%
Straight Shank 37½%
Straight Shank, wire..... 37½%
Taper Shank 37½%

DOORS,
See Screen Doors.
F.O.B. Toronto.

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares.

FILES AND RASPS
Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade.....	50
J. Barton Smith, Eagle.....	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	25-27½%
Black Diamond	25-27½%
Delta Files	20
Firth Files	50

F.O.B. Toronto, Montreal, London and Hamilton.

FITTINGS
Cast iron fittings, 12½%; Malleable bushings, 28%; cast bushings, 28%; unions, 35%; plugs, 22% off list. Net prices Class B, black, 24c lb.; Class C, 16c lb.; galvanized, Class B, 33c lb.; Class C, 24c lb.
Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	3 00
Under 40 lbs.	3 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1".	$11.25-$12.75
Russet rope shank, 1¼ in...	13 85
Black rope shank, 1 in.....	13 75
Black rope shank, 1¼ in.	12-50-13 85
Hand sewn, no shank, 1 in..	17 40
Hand sewn, no shank, 1¼ in.	18 75

Halters (Sisal)
7-16 in. gross, $24; 9-16 in., $36.
F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in.. $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt...	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under....	22 50
Napping, up to 2 lbs.....	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)
All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neckyokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.
F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.....	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Perfect, No. 1½.....	13 20-13 80
Storm King and safety hangers, doz	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP
Heavy, Net Prices.

	Strap Doz. pairs.	Tee
4-inch	$2 70	$2 30
5-inch	3 33	2 88
6-inch	3 60	3 24
8-inch	4 86	3 69
10-inch	8 64	6 57
12-inch	10 71	10 44
14-inch	12 24	10 62

Light, Net Prices, figured at discount 10%.

3-inch, doz. pairs..	$0 90	$0 90
4-inch	1 08	0 99
5-inch	1 26	1 17
6-inch	1 53	1 35
8-inch	2 25	1 60
10-inch	....	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6-in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.
Discount, 25%.
F.o.b. Toronto, London, Hamilton, and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50
HOES, Grub	$10 50 11 00

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz...	$4 15	$5 00-$5 50
No. 3, per doz...	4 25	5 50- 6 40
No. 4, per doz...	4 35	6 00- 7 40
Little Giant	6 00	....
Barden Patent ..	6 00	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller Less 20c
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron ..	1-8	7 75	8 00
Heav yiron ...	6-8	7 75	....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Fetherweight "XL" steel ..	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight(front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS
Nos. 0, 1, 2, and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft...	$17 50
Corrugated, ⅝ in., 100 ft...	20 50
Corrugated, ¾ in.	$23 50
Corrugated, 1 in., 100 ft. ...	35 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS
Coppered wire, 3 in., $1.10 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL
See weekly report.

IRON, TINNED
Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots..	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished per set	$1 95
Mrs. Potts, No. 50, nickel-plated, set	2 10
Mrs. Potts, handles, japanned, doz.	1 65
Sad irons, common, plain, 3, 4, and 5 lbs.....	9 20
Sad irons, plain, 6 lbs. un....	7 00
Sad irons, common, plated..	5 50
Princess Electric, each, $4 00	4 10
Canadian Beauty Electric Irons—	
Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each....	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

Step Ladders	Per ft.
Perfect, 6 to 10 ft. only....	$0 31
Hercules, 4 to 10 ft.....	0 33
Hercules, 12 to 14 ft.....	0 28
Faultless, 4 to 10 ft. only...	0 29
Ontario, 4 to 10 ft. only....	0 26
Shelf Lock, 4 to 8 ft. only....	21

Single and Fruit Picking

10 ft. to 16 ft.	20c ft.
18 ft. to 20 ft.....	23c ft.
Chair ladders, each.....	2 00

F.o.b. Toronto, Hamilton, London.

Extension Ladders	Per ft.
Up to 32 ft.	0 20-0 23
34 to 40 ft.	0 22-0 26

F.O.B. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain ...'....	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (round reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short .....$0 95-$1 10	
Cold blast	1 00- 1 10

3 doz. cases, 95c doz.z; 6 dozz. cases, 30c doz.

Cold blast, genuine ruby $4.75
F.o.b. Toronto, London, Hamilton, and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2....$1 90-$2 00	
Steel Thumb, No. 3....	2 50- 2 70
Steel Thumb, No. 4.....	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING) List Each

Canadian $10 00	
Dowswell	10 00
Noiseless	15 50
Hamilton	12 00
Ottawa	10 50
Peerless	10 50
Snowball	15 00
Momentum	16 50
New Century, style A.....	16 50
New Century, style B.....	18 00
Playtime, engine drive.....	22 00
Ideal Power	28 00
Seafoam, electric ... .107 00	
Seafoam, engine drive	49 00
New Idea, electric	134 00
Sunshine	9 50
Popular, No. 1	10 50
Popular No. 2	10 00
Economic	12 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand....	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	50 50
Do., do., electric	108 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Perfection, engine drive....	55 50
Perfection, engine drive...	15 50
Gem	16 50
Winner, plain	18 50
Connor Improved	10 00
Jubilee	9 50
Canada First	19 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.
Tinsmiths, 2¼ x 5½ in..$1.00-$1.75
Carpenters', No. 3 ..... 5.80
F.o.b. Montreal, Toronto, Hamilton

MATTOCKS

Cutter, doz. $12 50	$13 25
Pick, doz. 12 50	13 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$29 40
No. 8, dozen	33 60
Universal—	
No. 4, doz. $38 10	39 80
No. 8, doz. 46 40	48 60

MOPS

O-Cedar, doz. net $12 00	
Sprustex, No. 2, doz...$8 00	8 40
S.W. Mops, complete, doz. 5 25	5 40
Mop Sticks, doz., No. 8....	2 00
Cast Head Mop, doz.	2 00
Crescent, doz., No. 10.. 2 50	3 35
Crank wringing, doz.	6 90

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London Hamilton.

NAILS
List adopted July 10, 1912.
Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.95 base.
Freight equalized on above points.
F.o.b. Montreal, Gananoque, Collingwod and Owen Sound, $5.90 base.
Freight equalized on above points Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $5.10.
Sault Ste. Marie, Port Arthur, Fort William, $5.05 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.
Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.
Cut Nails—Montreal, $5.35 base; Toronto, $5.35 base; London, $5.35; Hamilton, $5.35; no equalization of freights.
Roofing Nails—American, large head, keg, $10; 25 lb. boxes, per 100 lbs., $10.50.
F.o.b. Montreal, Toronto, Hamilton.

NAILS (HORSE)
C Brand

Size Capewell—	Per 100 lbs.
No. 5	$23 00
No. 6	22 00
No. 7	21 00
No. 8	20 00
Nos. 9 to 12	19 00

Discount, 10%.

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
4	1¾"	10 00
3	1⅞"	$20 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY
List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.			
12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		
1½ inch mesh and 19 ga. wire.			
12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		
1 inch mesh and 20 ga. wire.			
12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00
¾ inch mesh and 20 ga. wire.			
24 inch	10 50	36 inch	$15 00
30 inch	12 75		

The Success of Research and Study

Ramsay's Agate Floor Varnish

It Is Better



BUY W·S·S WAR-SAVINGS STAMPS

Than The Best

Suggest to your Customers to brighten up their floors before the Spring rush

ORDER NOW

MANUFACTURED EXCLUSIVELY BY

A. RAMSAY & SON COMPANY

Makers of Paints and Varnishes for 77 years

TORONTO MONTREAL VANCOUVER

Revillon Wholesale Ltd., Distributors Edmonton District

½ inch mesh and 22 ga. wire.
24 inch...$16 50 36 inch...$24 00
30 inch... 20 10
Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.
Toronto, London, Montreal, Canadian netting 15% off list.
American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

OAKUM

Best (American)	$21 00-$22 00
U.S. Navy (unspun)	
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	
U.S. Navy (spun)	21 50
Plumbers (spun)	$19 00- 19 50

F.o.b. Montreal, Toronto

OILS	Montreal	Toronto
Royalite, gal.	0 20½	0 19½
Palacine, gal.	0 23½	0 22½
Gasoline, net, gal.	0 34	0 33
	List	Gallon
Black oil (Summer)	0 19½	0 18½
Black oil (Winter)	0 20½	0 19½
Imperial Kerosene Tractor	0 55	
Capital cylinder	0 62	0 61
Machine oil, regular grades	33½-42½	32½-41½
Standard gas engine oil	0 40½	0 39½
Paraffine	0 29	0 28

List, less 15% on above.

Polarine Oil, list	0 90
Polarine Oil, heavy, list	0 90
Gargoyle Mobiloil, list	1 33

List, less 25% on above.

Fuel oil, bbls. net	0 08½
Fuel oil, tank cars, net	0 07 7-10

OLD MATERIALS
See weekly report.

PACKING	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER	Per 400-ft. roll
Dry Fibre, No. 1 roll	$1 10-$1 20
Dry Fibre, No. 2 roll	0 62- 0 65
Anchor Brand	1 20
Rosin Sized Sheeting, red	1 05
Do., blue	1 10
Tarred Fibre, No. 1 roll	1 25- 1 30
Tarred Fibre, No. 2 roll	0 77- 0 83
Surprise Fibre	0 67- 0 71
Tarred felt, per cwt.	4 10
Cyclone (dry)	1 20
Cyclone (tarred)	1 30
Joliet (dry fibre)	0 65
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeting (per 100 lbs.)	13½ 0 15
Carpet Felt, 16 oz., per 10 lbs.	$5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—	
5 to 6 lbs., doz.	$12 00
6 to 7 lbs., doz.	12 75
7 to 8 lbs., doz.	13 50
Rock—	
7 to 8 lbs., doz.	12 50

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in.	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE
Price List No. 38.
Standard Buttweld
Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 00	$ 8 00	$.....	$.....
¼ in.,	4 68	6 81	5 28	7 41
⅜ in.,	4 68	6 81	5 28	7 41
½ in.,	6 21	7 78	7 06	8 63
¾ in.,	7 82	9 95	8 97	11 10
1 in.,	11 56	14 71	13 26	16 41
1¼ in.,	15 64	19 90	17 94	22 20
1½ in.,	18 70	23 76	21 45	26 54
2 in.,	25 16	32 01	28 86	35 20
2½ in.,	40 37	51 19	.....	.....
3 in.,	52 79	66 94	.....	.....
3½ in.,	67 16	84 18	.....	.....
4 in.,	79 57	99 74	.....	.....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in.	$28 86	$35 34	$32 56	$39 03
2½ in.	42 12	52 36	47 97	58 21
3 in.	55 08	68 47	62 73	76 12
3½ in.	69 00	86 94	78 20	96 14
4 in.	81 75	193 00	92 65	113 90
4½ in.	93 00	118 00	112 00	137 00
5 in.	108 00	137 00	130 00	159 00
6 in.	140 00	178 00	169 00	206 00
7 in.	283 00	292 00	219 00	268 00
8 L in.	193 00	244 00	230 00	281 00
8 in.	222 00	281 00	265 00	324 00
9 in.	266 00	336 00	.....	.....
10L in.	246 00	312 00	294 00	360 00
10 in.	317 00	402 00	379 00	464 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES
4" and under, 45%.
4½" and larger, 40%.
4" and under, running thread 25%.
Standard couplings, 4" and under, 35%.
4½" and larger, 15%.
Terms 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list		$8 00
3 in., in 10-ft. lengths, list		9 70
4 in., in 10-ft. lengths, list		12 80
5 in., in 10-ft. lengths, list		17 50
6 in., in 10-ft. lengths, list		21 30

Net list.
F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD
See weekly report

PIPE (SOIL)

Medium and extra heavy pipe, 2 to 6 inch	15%
Medium and extra heavy fittings, 2 to 6 inch	25%
8 inch pipe and fittings	Net list

F.O.B. Toronto, Montreal

PIPE (STOVE)
See prices under Wares, etc.

PITCH

Pine, black, per bbl.	8 50
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz bottles, doz., list	3 00
12-oz. bottles, doz., list	6 00
1-qt. can, doz., list	15 00
½-gal. cans, doz., list	24 00
1-gal. cans, doz., list	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS
Iron rivets, blacked and tinned, 35 and 5%; Iron Burrs, 35 and 5%.
Copper rivets, usual proportion of burrs, add 15%; burrs, add 40%.
Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.
F.o.b. Montreal, Toronto, London.

ROOFING Per square

Samson, 1-ply, roll	$2 30
Samson, 2-ply, roll	2 75
Samson, 3-ply, roll	3 30
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
R. S. Special, 3 ply	2 25
Amazon, 1-ply	2 05
Amazon, 2-ply	2 35
Amazon, 3-ply	2 65
Everlastic, 1-ply	1 80
Everlastic, 2-ply	2 10
Everlastic, 3-ply	2 40
Good Luck, 1-ply	1 80
Good Luck, 2-ply	2 10
Good Luck, 3-ply	2 40
McCombe Sp., 1-ply	1 75
McCombe Sp., 2-ply	2 00
McCombe Sp., 3-ply	2 25
Black Cat, 1-ply	2 05
Black Cat, 2-ply	2 35
Black Cat, 3-ply	2 65
Black Diamond Ready Roofing, 2 ply	1 12
Black Diamond Ready Roofing, 3 ply	1 38
Liquid roofing cement, per gal. in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 50
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto, London, Montreal.

ROPE	Lb.
Pure Manila basis	37½
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	54
Halyards	47
Hemp, deep sea line basis	47
Hemp, tarred ratline basis	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42
Italian rope basis	On application
Cotton, ⅛ in.	0 81¾
5-32 in.	0 80¾
3-16 in.	75 77½
¼-in. and up	74 76¼

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

RULES, BOXWOOD (LUFKIN)—
651B (68), $2.10 dozen; 751 (61), $2.70; 851 (51), $3.25; 771 (84), $6.35; 781 (62), $7.80; 861A (53½), $7.85; 852 (73), $5.10; 752B (7), $6; 386 (32), $6.90; 3851 (66½), $5.85; 465 (69), $1.80; 171 (36), $4.60.
F.o.b. Montreal, Toronto, London.

TAPES, MEASURING (LUFKIN)—

	Each
263. 50 ft. Challenge Steel	$3.95
103. 50 ft. Reliable Jr. Steel	4.05
243. 50 ft. Rival Steel	3.50
1243. 50 ft. Rival Jr. Steel	3.50
603. 50 ft. Metallic	3.00
604. 66 ft.	3.30
403. 50 ft. Linen	2.15
	Dozen
713. 50 ft. Ass Skin	5.40
714. 66 ft. Ass Skin	6.50
143. 3 ft. Steel Pocket	7.10
145. 5 ft. Steel Pocket	9.65
175. 5 ft. Linnine Pocket	6.55
165. 5 ft. Cotton Pocket	1.60

F.o.b. Montreal, Toronto, London.

SANDPAPER
B. & A. sandpaper, 12½% off list.
Star Sandpaper, 12½% off list.
B. & A. emery cloth, 30% on list.
F.o.b. Toronto, Montreal.

SCALES	Scale List	Stamping extra
Champion—		
4 lb.	$ 5 50	$0 20
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 5%; Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES	Doz.
Cast Steel	$15 00
Golden Clipper	16 00
Little Giant	17 00
Bush	15 50

F.o.b. Toronto, London.

SCREEN DOORS
Kasement, No. 1, 2 ft. 8 in., $28.80; 2 ft. 10 in., $30.00; 3 ft., $31.20; Nos. 2, 8 and 4, 2 ft. 8 in., $31.20; 2 ft. 10 in., $32.40; 3 ft., $34.20 dozen.

SNATHS	Doz.
00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS
Discounts off Standard List adopted Aug. 1, 1908.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	20
Hexagon cap	20

Wooden Bench Screws

Dozen	$7 00

SHEETS, BLACK
See Montreal and Toronto report

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
Premier Galvanized

10¾ oz.	$8 50
U.S. 28	8 10
U.S. 26	7 80
22 and 24	7 65
18 and 20	7 50
16	7 35
14	7 20

F.o.b. Hamilton and Toronto
Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75, 26-gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand.	Montreal	Toronto
14 gauge		
16 gauge		
18-20 gauge		
22-24 gauge		
26 gauge		
28 gauge		
10¾ ozs.		

Add 25c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16			
18-20			
22-24			
26			
28			

Less 25c in case lots.

SHINGLES	Per sq.
Standard galvanized	$10 00
Standard painted	8 00

Discount 7½%.

SIDING METAL

Standard galvanized	$8 50
Standard painted	6 50

Discount, 7½%

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

SOLDERING COPPERS
Base, 3 to 8 lbs., 54½c., F.o.b. Toronto and Hamilton.

SOLDER, BAR
See Weekly Report.

STAPLES
See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	18 75
Perfection No. 33, 3-burner	24 25
Perfection No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Discount 25% off list.
Freight allowed on shipments of 12 stoves.

McClary Glass Front Oven No. 70, each, net	4 25
Detroit Glass Front Oven No. 85, each, net	4 50

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters.	List
No. 525, each	7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list.
Freight allowed on shipments of 24 heaters.

Prices Guaranteed until July 1st

On C·C·M· BICYCLES

"MASSEY," "CLEVELAND," "RED BIRD," "COLUMBIA," "PERFECT"

Owing to the high cost of both materials and labor, it is doubtful if there will be any appreciable decline in bicycle prices even by summer.

The loss of even one sale through lack of stock would offset any probable reduction in the cost of a good many bicycles.

And with transportation so slow, it is well to order as far in advance as possible.

CANADA CYCLE & MOTOR CO.
LIMITED

Montreal Toronto WESTON Winnipeg Vancouver

Alex. McArthur & Co., Ltd.

TRADE MARK

82 McGill Street Montreal, Canada

BLACK DIAMOND

TARRED FELTS

and SHEATHINGS

Made at our own Paper Mills.

SAVE COAL
BY USING
BUILDING PAPER

Announcing Our New

Automobile Accessories

and

Sporting Goods CATALOG

Featuring many new lines. Practical —Live—Profitable, and of vital interest to the dealer.

Full of Information and Selling Helps.

If for any reason your copy does not reach you, do not fail to write us, in order that we may forward you another by return mail.

Miller-Morse Hardware Co.
Winnipeg Limited

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	25 and 25	25 and 25	25 and 25
Draining Tools	25 and 25	25 and 25	....
Hollow Back Scoops	25 and 25	....	25 and 25
Sand Shovels	25 and 25	....	25 and 25
Hollow Back Shovels	25 and 25	....	25 and 25
Hollow Back Coal Shovels	25 and 25	....	25 and 25
Riveted Back Scoops	25 and 25	25 and 25	25 and 25
Miners' Spring Point Shovels	25 and 25	....	....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	....
Hollow Back Scoops, No. 2, black	34.50	....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	....	30.00
Sand Shovels, No. 2, black	27.50	....	24.00
Hollow Back Shovels, No. 2, black	27.50	....	24.00
Riveted Back Scoops, No. 2 black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	....	....

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

	Bissell's Doz.
American Queen, Nickeled Fittings, Cyco Ball Bearing	$48 00
Club, Jap. Cyco Bearing	102 00
Champion, Nickeled Fittings	40 00
Champion, Japan'd Fittings	34 00
Grand, Nic., Cyco B.B.	61 00
Grand, Jap., Cyco B.B.	55 00
Grand Rapids, Nic., Cyco B.B.	45 00
Grand Rapids, Jp., Cyco B.B.	39 00
Parlor Queen, Nic., Cyco, B.B.	51 00
Princess, Nic., Cyco B.B.	46 00
Standard, Nickeled Fittings	42 00
Standard, Jap'd. Fittings	36 00
Universal, Nic., Cyco Bearing	43 00
Universal, Jap., Cyco Bearing	37 00

SWEEPERS, VACUUM

	Bissell's Doz.
Grand Rapids, Nic.	$98 00
Household, Jap.	88 00
Superba, Nic.	114 00

F.o.b. factory Niagara Falls, Ont.,

Prices guaranteed by manufacturers against their own decline to June 30, 1919. Also stocked by jobbers.

SWEEPERS (ELECTRIC)

Steel frame	36 40
Aluminum frame	43 90
Attachments, set	8 25

F.o.b Toronto, Hamilton, London.

TACKS

	Discount
Wire Tacks	60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 10%
Shoe findings list adopted July 5, 1917—Net list. List of Capped Goods adopted Jan. 1, 1916	60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOASTERS, ELECTRIC

Canadian Beauty	$4 50
Upright, with rack	$6 40

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount.

f.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft.		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10		Net List

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME)

	Doz. with chain
Victor, No. 1	$2 20
Jump, No. 1	2 95
Hawley & Norton, No. 1	3 45
Newhouse, No. 1	5 00

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER)

	Per lb.
500 ft.	$0 22
550 ft.	0 23¾
600 ft.	0 25
650 ft.	0 26½

In 5-ton lots 1¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb. 75-77-80¾

4-ply, wrapping, lb. 79-81¼-85

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.o.b. Newmarket

VALVES

	%
Ground work	40
Compression work, standard	45
High grade	41
Cushion work	40
Fuller work, standard	43
High grade	36
Basin cocks, No. 0 Standard	38
High grade	38
Bath cocks	48
Flatway stop and waste cocks, standard	47
High grade	45
Roundway stop and waste cocks, standard	45
High grade	45
Brass steam cocks, standard.	10% advance on list
Radiator valves, standard	10
D., removable seat	Net list
Patent quick opening valves.	30
Globe, angle and check valves, standard	Net
Do., Jenkins Disc, 5% advance	on list

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 40-10%.

Colonial, 27½%.

Imperial Ware, 27½%.

Pearl, 27½%.

Premier, net list.

Canada Ware, net list.

Diamond, net list. White Ware, 45%

Japanned Ware, list plus 30%.

Japanned Ware, White, list, plus 40%.

Plain and Jap Sprinklers, list plus 30%.

Barb $6.75

Stamped Ware, plain, 45%.

Stamped Ware, retinned, 40%.

Copper Bottoms, list, plus 10%.

Tinners' Trimmings, plain, 45%.

Tinners' Trimmings, retinned, 40%.

Tinners' Trimmings, general, list plus 20%.

Factory Milk Cans, list plus 50%.

Milk Can Trimmings, list, plus 60%.

Cream Cans, list ,plus 25%.

Railroad Cans, list, plus 20%.

Pieced Tinware, C.B., list, plus 70%.

Sheet Iron Ware, list, plus 20%.

Pieced Ware, ordinary, list, plus 50%. Fry Pans, 40%.

Spiders, steel, net list; cast iron, 10%.

Fire Shovels, Japanned, list, plus 20%.

Steel Sinks, painted, list plus 25%.

Steel Sinks, galvanized, list, plus 25%.

Light Galv. Pails and Tubs, list plus 30%.

Heavy Galv. Pails and Tubs, list, plus 20%.

Garbage Pails, list, plus 20%.

Jap. Coal Hods, list, plus 40%.

Galv. Coal Hods, list, plus 50%.

Paper Lined Boards, 30 and 10%.

Wood Lined Boards, 30%.

Stove Pipe, patent, per 100, 6 in., $22.28; 7 in., $23.87.

Common, made-up, per 100, 5 and 6 in., $24.67; 7 in., $26.07.

Polished, made-up, per 100, 5 and 6 in., ...; 7 in., ...

Stove Pipe Thimbles, 45%.

Copper Boilers, list, plus 10%.

Copper Tea Kettles, list, plus 10%.

Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.

Copper Tea and Coffee Pots, list, plus 10%.

Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

Nickel-plated Ware, 50%.

F.o.b. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS

Round plain. Sizes given are size of hole. In boxes of 50 lbs., list prices, per 100 lbs.—¼-in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.20; ⅞ in., $18.20; 15-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 33 1-3 per cent. Net extras, 26 to 49 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb. per 100 lbs.	$5.50-$5.85	$5.50	$5.35
Section, ½ lb. per 100 lbs.	$5.50-$5.85	$5.50	$5.50
Solid, 3 to 30 lbs., per cwt.	4.25	4.25	3.75

WHEELBARROWS

Navvy, steel wheel, doz.	$58 20
Garden, steel wheel, doz.	68 40
Light garden, doz.	55 80

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire Per 100 lbs.

No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	9 00
No. 19	9 50

Hay Wire in Coils

No. 13	6 85
No. 14	7 00
No. 15	7 20
No. 16	7 45

Smooth Steel Wire.

Nos. 0-9 gauge, base 5 75

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra: No. 11, 12c: No. 12, 30c: No. 13, 30c: No. 14, 40c: No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

List of extras in 100-lb. lots, net

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

Oiled and Annealed Wire

No. 10	$5 92
No. 11	5 92
No. 12	6 05

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire

No. 9 pl. galv.	5 40- 5 75
No. 12 pl. galv.	5 55- 5 95
No. 13 pl. galv.	5 65- 6 05
No. 9 coil sp.	5 45- 5 85
No. 12 coil sp.	5 60- 6 00

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright	$5 75
Fence staples, galvanized	6 50

In 25-lb. boxes add 50c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00

Less discount of 12½%.

Bright poultry netting staples $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire	10%
Brass wire, 3 to 24 gauge, add	40%
25 to 36 gauge, add	25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls	$3 25
In 50-ft rolls	3 30
Galvanized, per 100 sq. ft. in 100 ft. rolls	4 75 5 50
Bronze, sq. ft.	0 14

F.o.b. Toronto, Hamilton, London

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 80
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 40
Eclipse	97 70

Discount off above list, 30% and 5%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal Toronto, Kingston, Hamilton, London, St. Mary's.

For zinc products and zinc sheets See weekly report.

WRENCHES

Trimo—	Doz. net		Doz. net
8 in.	$15 60	18 in.	$35 00
10 in.	17 40	24 in.	50 60
14 in.	24 45		

Coes—	Doz. net		Doz. net
6 in.	$14 50	15 in.	$35 00
8 in.	17 50	18 in.	46 60
10 in.	20 40	21 in.	56 80
12 in.	26 20		

Stillson—	Each	Doz. net
6 in.	$1 20	$14 00
8in.	1 35	15 60
10 in.	1 50	17 40
14 in.	2 10	24 45
18 in.	3 00	35 00
24 in.	4 35	50 60
36 in.	....	94 20
48 in.	....	139 20

Lowe Brothers Paints

A Good Construction Year Is Always A Good Paint Year

1919 promises to be the biggest construction year since 1911.

The return of our boys and the necessity of providing them with plenty of work has spurred the Canadian people and Government into a program of general construction that will keep every man in the country busy for several years to come. This program has already started and will be well under way by spring. Here are a few of the works planned:—

HOUSE BUILDING—The Government is helping to finance the biggest house building contract in the history of the country.

GOVERNMENT BUILDINGS, POST OFFICES, ETC.—New ones to be built, old ones to be overhauled.

HARBOR AND CANAL WORKS—Big appropriations already made.

RAILWAY RECONSTRUCTION—An immense appropriation has been voted for the enlargement and improvement of the Government railways.

HIGHWAY AND ROAD MAKING—This year a number of great motor highways will be started, old ones rebuilt.

THE REPAINTING OF PRIVATE HOMES—In anticipation of the return of the boys from France.

With this program in sight—are you downhearted?

LOWE BROTHERS, LIMITED - Toronto, Ont.

Dayton, New York, Boston, Chicago, Kansas City, Minneapolis, Atlanta.

MEAKINS

Brushes

FOR EVERY USE



With a complete stock of **Meakins' Brushes** you will always be in a position to meet any demands your customers may make upon you.

We offer you a wide range of **High Quality Brushes** that represent good values.

Every **Meakins' Brush** is Rubberset. The Bristles **"cannot loosen"** to try the temper of the user. An excellent selling feature.

Our Brushes render unusual customers' satisfaction. A factor appreciated by every Dealer. There are good profits in them, too.



Write for a complete catalogue. Order through your jobber.

Meakins & Sons Limited, Hamilton, Ont.

Warehouses: Winnipeg, London, Toronto, Montreal, Vancouver. Pilkington Bros., Calgary, Alta.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8.90 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID

Bronzing liquid, No. 1.$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE	Montreal	Toronto
Per lb.	13-14	15-16

COLORS (DRY)	Per lb
Raw Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Raw Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Imp. green, 100 lb. kegs	0 25
Chrome green, pure	0 35
Chrome yellow	17-31
Brunswick green, 100 lb. k..	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100 lb. k..	0 06
Venetian red, best bright	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry	0 15
Golden ochre, 100 lb. kegs	0 06½
White ochre, 100 lb. kegs	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	3½-5
French ochre, barrels	0 06
Spruce ochre, 100-lb. kegs	7-8c
Canadian red oxide, bbls	2 -2¼
Super magnetic red	2¼-2½c
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE (1 lb. tins—)	
Venetian red	0 21
Indian red	0 35
Chrome yellow, pure	0 53
Golden ochre, pure	30-32
French spruce ochre, pure	25-28
Greens, pure	28-35
Siennas	0 32
Umbers	0 32
Ultramarine blue	0 52
Prussian blue	1 50
Chinese blue	1 50
Drop black	0 30
Ivory black	0 31
Signwriters' black, pure	0 40
Lampblack	0 40
Marine black, 5 lb. irons	0 20

F.o.b. Montreal, Toronto.

ENAMELS (white)	Gal.
Duralite	$6 50
Albagloss	3 50

GLUE	Per lb.
Brantford All Round Glue—	
Case No. 7—50 1-lb. pkgs.	$25 00
Case No. 8—100 ½-lb. pkgs.	28 00
Case No. 9—200 ¼-lb. pkgs.	35 00
Discount.	
French medal (prices withdrawn)	
English common sheet	32-34
English prima	35-38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	28-30
Ground glue, No. 2, 112-lb. bags	22-24
Do., No. 2, less than bags	24

GLASS (Per 100 ft.)	Single Thick	Double Thick
Under 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	85 35
106 to 110	....	73 10

Discount box glass, 20 to 25%.

Sheet glass, 5 to 10%. Cash 2%. F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE	
Plates up to 1 foot, each	$0 80
Plates from 1 to 2 feet, each	0 90
" 2 to 3 "	0 95
" 3 to 4 "	1 15
" 4 to 5 "	1 35
" 5 to 7 "	1 50
" 7 to 10 "	1 70
" 10 to 12 "	1 75
" 12 to 15 "	1 85
" 15 to 25 "	1 95
" 25 to 50 "	2 15
" 50 to 75 "	2 20
" 75 to 90 "	2 25
" 90 to 100 "	2 30
" 100 to 120 "	2 60
" 120 to 140 "	2 90
Plates 101 to 110 wide containing not over 100 ft. each	3 00
Plates 111 to 120 wide containing not over 100 ft., each	3 40
Plates 101 to 110 wide containing over 100 ft., each	3 40
Plates 111 to 120 wide containing over 100 ft., each	3 75

Trade Discount, 25%.
City deliveries, 33 1/3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS

Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 20c advance per 100 lbs. F.o.b. London and Windsor, 40c per 10 0lbs. F.o.b. Toronto and Hamilton, 30c per 100 lbs. F.o.b. Fort William and Port Arthur, ... per 100 lbs.

Maritime differential 35c per 100 lbs over Montreal.

	Montreal	Toronto
Anchor, Pure	$16 00	$16 30
Crown Diamond	16 00	16 30
Crown, Pure	16 00	16 30
Green Seal	16 00	16 30
Ramsay's Pure	16 00	16 30
Moore's Pure	16 00	16 30
Tiger, Pure	16 00	16 30
O.P.W. Dec. Pure	16 00	16 30
Red Seal	16 00	16 30
Decorators' Pure	16 00	16 30
O.P.W. English	16 20	16 50
Elephant Genuine	16 50	16 80

B.B. Genuine Lead, less than tons, $17.45, Toronto; $16.90, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$14 00	$14 50
Genuine, 100-pound kegs, per cwt.	14 75	15 50
Less quantity	16 00	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE

	Per pound Dry	Paste
Barrels, 600 lbs.	$....	$0 21
200s	0 32½	....
100s	0 33	0 22
50s	0 33	0 23
25s	0 34½	0 23
10s	0 35	....
5s	0 36	0 25
2s	....	0 26½
1s	0 39½	0 29
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton and London.

MURESCO

Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $9.00.
F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon, 1 gallon can basis

Elephant, white	$4 20
Elephant, colors	3 80
B.H. English, white	4 30
B.H. English, colors	4 05
B.H. Floor	3 50
B.H. Porch Floor	4 05
Minerva, white	4 15
Minerva, colors	3 90
Crown Diamond, white	4 05
Crown Diamond, colors	3 80
Crown Diamond, floor	3 50
B.H. Fresconette, white	3 35
B.H. Fresconette, colors	3 25
Moore's House Colors, white	4 05
Moore's House Colors, colors	3 90
Moore's Egyptian Paint, all colors	3 25
Moore's Floor Paint	3 50
Moore's Sani-Flat	3 00
Moore's Mooramel	6 50
Jamieson's Crown Anchor	3 55
C.P.C. Pure, white	4 30
C.P.C. Pure, colors	4 05
O.P.W. Canada Brand, white	4 05
O.P.W. Canada Brand, colors	3 75
O.P.W. Canada Brand, floor	3 50
O.P.W. Flat Wall, white	3 35
O.P.W. Flat Wall, colors	3 25
Ramsay's Pure, white	4 15
Ramsay's Pure, colors	3 85
Martin-Senour, 100%, white	4 30
Martin-Senour, 100%, colors	4 05
Martin-Senour, Porch Paint	4 05
Martin-Senour, Neutone, white	3 35
Martin-Senour, Neutone, colors	3 25
Senour's Floor Paint	3 50
Sherwin-Williams, white	4 30
Sherwin-Williams, colors	4 05
Sherwin-Williams Floor	3 50
Flat Tone, white	3 35
Flat Tone, colors	3 25
Lowe Bros., H.S., white	4 30
Lowe Bros. H.S., colors	4 05
Lowe Bros. Hard Drying Floor	3 50
Mellotone, white	3 50
Mellotone, colors	3 35
Sanitone, white	3 35
Maple Leaf, white	4 30
Maple Leaf, colors	4 05
Maple Leaf, floor	3 50
Pearcy's Prepared, colors	3 50
Pearcy's Prepared, white	3 75

F.o.b. Montreal, Toronto.

PARIS GREEN	C.P. Berger's and Munro's Per lb.
In barrels, about 600 lbs.	0 60¼ 0 61
In arsenic wegs, 250	
In 50 lb. and 100 lb. drums	0 61¼ 0 62
In 25 lb. drums	0 62¼ 0 63
In 1 lb. packets, 100 lbs. in case	0 64¼ 0 65
In ½ lb. packets, 100 lbs. in case	0 66¼ 0 67
In 1 lb. tins, 100 lbs. in case	0 66¼ 0 67

Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PUTTY	Montreal Standard	Toronto Less than tons
Bulk, in casks	$5 60	$5 90
Bulk, 100-lb. drums	6 45	6 75
Bulk, 25-lb. drums	6 70	7 00
Bulk, 12½-lb. irons	6 95	7 25
Bladder, in bbls.	7 35	7 65

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2 cwt. advance.
Ottawa prices are 20c, Hamilton 30c London and Windsor 40c per 100 lbs over Montreal quotations.

ROSIN	
Barrels, 100 lbs.	$8 00
Less, per lb.	0 10

SHELLAC

Pure White, gal. 5 15
Pure Orange, gal. 4 75
Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$3 30
B.H. Vanisher	3 00
Cumoff	3 30
Takof	3 25
O.P.W. Presto	2 75
Lingerwett	2 80-3 25
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins	$1.32-$1.44
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz.	1 40
Depend-on, list	3 50
B.H. Maritime Spar, list	7 00
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.	
Elastilite	3 50
Granitine Floor Finish	3 50
Hydrox Spar	3 65
Sun Varnish	2 60
Sun Spar	4 63
Sun Waterproof Floor	3 40
Jasperite Interior and Exterior	3 00
Jasperite Pale Hard Oil	2 25
Jasperite Indestructo Floor Varnish	3 00
Jamieson's Copaline	3 00
M-S Marble-Ite Floor	3 20
M-S Wood-Var	3 20
M-S Double Spar	4 87
M-S Finest Interior	3 86
Elastic Interior	2 64
Mar-not	3 40
Quick Action House	2 47
Rexspar	4 62
Sear-Not	3 34
Kyanize Spar	4 95
Kyanize Cabinet Rubbing	3 85
Kyanize Interior	3 85
Luxeberry light	3 50
Luxeberry granite	3 52
Luxeberry spar	4 95
Ramsay's Universal	2 92
Crown Diamond Floor	2 60

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 07
Coralite, 5-lb. pkgs., colors	0 07½
B.H. Frescota, 5-lb. pkge., white	7 80
B.H. Frescota, 5-lb. pkge., colors	8 40

F.o.b. Montreal, Toronto.

WASTE	
Cream, Polishing	$0 21½

WHITE	
XXX	0 20
XX	0 19
X	0 17½
XC	0 16
Japanese	0 15
XXX Extra	0 19½
XX	0 18¼
XLCR	0 17
X Empire	0 15½
X Press	0 14

COLORED	
No. 5	15
No. 1	14
No. 7	13
No. 1A	11½
No. 1B	10½
Fancy	16½
Lion	15
Standard	13½
Popular	12
Keen	10½

Above lines subject to trade discount for quantity.

WAX	Per lb
WAX	Per lb.
C. & B. Floor Wax	$0 40
B.H. Wax	0 40
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 45
Old English	0 58 0 62
Johnsons	0 57 0 62
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Edwards, lb.	0 40
Ramsay's	0 45
S. & W.	0 54
Crown Diamond	0 45

F.o.b. Montreal and Toronto.

WHITING	
Plain, in bbls	$2 50

F.o.b. Montreal, Toronto, London.

Gilders, bolted, in bbls.	$3 00
WOOD ALCOHOL . per gal.	
In five gallons	$1.80-$1.90
In barrels	1.70

$4 extra for barrels
F.o.b. Montreal, Toronto, London.

From Apprentice to Contractor

Many a young painter has made a name for himself by using the best varnish only. His work has been given **lasting** beauty and his customers **lasting** satisfaction by use of

DOUGALL VARNISH

"the varnish that lasts longest"

The beautiful finish it imparts and its **longest-lasting** qualities build faith among a painter's clients. People are glad to trust him with big jobs—the kind that produce profit as well as reputations.

Lengthen your own list of customers with these Dougall Products:

DOUGALL TRANSPARENT INTERIOR
DOUGALL TRANSPARENT SPAR
DOUGALL TRANSPARENT FLOOR
DOUGALL NOGLOSS INTERIOR
DOUGALL SEMI-GLOSS INTERIOR
DOUGALL UNIVERNISH
DOUGALL WHITE ENAMEL
DOUGALL ENAMEL UNDERCOATING

Satisfactory new trade price and discounts. Write for information about Dougall-co-operation.

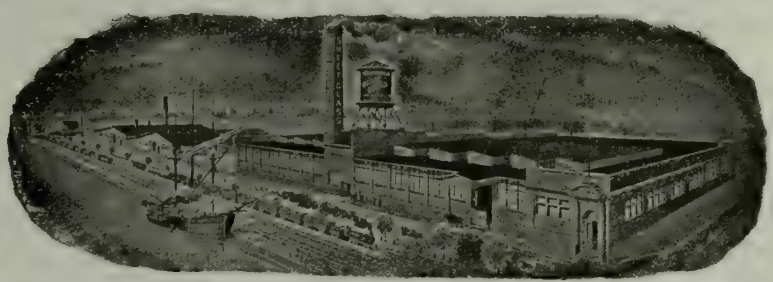
The Dougall Varnish Co., Limited

Montreal - Canada

Associated with Murphy Varnish Co., U.S.A.

QUALITY DOUGALL VARNISHES FIRST

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY **TORONTO**

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize GOLD MEDAL Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regale Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 26c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Rouble Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	6 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin 10%

Gilmour 45%

BARS, CROW. $11.25 per 100 lbs.

BAR IRON

Bar Iron—$5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 15-2½%.

Agricultural or No. 1 leather belting, 30-10-7½% off list.

Standard, 27-10% off list. Extra 27%.

"The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.60 per lb.; cut, $1.80 per lb.; rawhide, sides, $1.55; cut, $1.75.

Blue Stone (Vitriol), 11¾c.

BOLTS

Carriage, ⅜ and smaller, up to 6 incr, 20%; over 6 inch, 10%; 7-16 inch and larger, net list, machine, ⅜ and under, up to 6 inch, 25%; over 6 inch, 15%; 7-16 and over, 5%; machine set screws, 20%; plough bolts, 10%; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	49
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $19.20; ¼, $16.25; 5-16 in., $13.75; ⅜, $12.75; 7-16, $12.35; ½, $12.25; 9-16, $12.25; ⅝, $12.00; ¾, $11.65; 1 in., $11.40; Logging, 5-16 in., $15.55; ⅜, $14.55; ½, $14.05; tie-out, 47½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 35
Lookout	1 75
Sleepmeter	1 85

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 76 lb.

DRILLS

Bit stock, 37½%; Blacksmith, ½ in. round shank, 25%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.10; 10 in., $6.80; 12 in., $8.00.

Conductor pipe, 2 in., per 100 ft., $7.15; 3 in., $8.65; 4 in., $11.40.

ENAMELWARE

See Wares.

FILES

Globe ..... Discount 40-5%

Nicholson Gen. ..... Discount 30%

FITTINGS—Malleable.

Class A	60%
Class B and C, off new list	60-10%
Bushings	10%
Unions	25%
Nipples 4" and under	40%

FORMALDEHYDE

400-lb. bbls., 32c lb.; 200-lb. bbls., 33c lb.; 100-lb. bbls., 34c lb.; 10-lb. jugs, $3.75 each; 5-lb. jugs, $2.00 each; 2-lb. jugs, 85c each.

GALVANIZED WARE

See Wares

GLASS, WINDOW

	Single	Double
Up to 25 in.	$15 50	19 50
26 to 40	16 50	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	21 50	27 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 05
Cold Blast, regular	1 05

GRINDSTONES

Per 100 lbs., $3.50.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 15% off.

Corrugated Strap Hinges — 4, $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherweight, $9.95.

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$10 00
28 Am. or 26 Eng.	9 60
26 Am. or 26 Eng.	9 30
24	9 15
22	9 15
18 and 20	9 00
16	8 85

IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$2 00
Mrs. Pott's No. 50, set	2 15

Mrs. Pott's common and iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

15% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$12 00
No. 25. Dash-board	12 50
Short Globe, doz.	13 00

LEAD PIPE, $12.40.

LEAD WASTE, $13.40.

LATCHES—THUMB, STEEL

	Doz.
2	$1 90
3	2 50
4	4 75
Barn Door	
5	2 95
8	3 20
9	5 50

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	
New Century B	
New Idea	
Snowball	

Prices on application.

MATTOCKS

Pick, $13.85; cutter, $13.85.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$8 50	$9 00
Empress	11 00	11 50
Daisy	6 60	
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $5.35 base; Winnipeg, $5.85 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	$6 30
30 in.	7 65
36 in.	9 00
2 in. mesh x 24 in.	3 05
30 in.	3 60
36 in.	4 20
48 in.	5 60
60 in.	6 95
72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.75; 36 in., $6.10; 48 in., $7.25; 60 in., $8.50; 72 in., $9.75.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c. Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 55c.

PAINTS

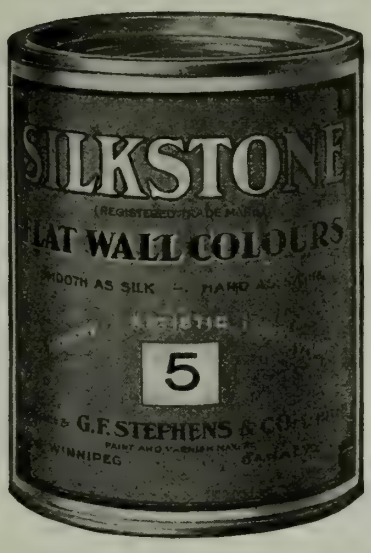
Stephens' Out White, $4.45; Stephens' House, $4.20; Stephens' Floor, $3.40; Silkstone, $3.40; Stephens' Barn Paint, $1.85.

POLISH

O'Cedar —

	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	$2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page)



"Economy" Arguments

Sell Silkstone!

TELL your customers *the facts*---that Silkstone Flat Wall Colours have, by a long way, the advantage over wallpapers in neatness of appearance, cleanliness, durability and price.

It will mean satisfied sales for you,
and that means *business growth.*

Write for our paying paint proposition.

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg - and - Calgary

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 ft.	Black	Galv.
¼ inch	$ 5 40	$ 7 74
⅜ inch	5 50	7 88
½ inch	7 38	9 10
¾ inch	9 32	11 60
1 inch	13 77	17 20
1¼ inch	18 63	23 22
1½ inch	22 28	27 77
2 inch	30 00	37 40
2½ inch	48 10	59 80
3 inch	63 87	78 20
3½ inch	81 80	.....
4 inch	96 90	.....
4½ inch	113 00	.....
5 inch	131 40	.....
6 inch	171 00	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $9.25; full polished, ...; 18 x 24, half polished, $9.25; full polished, ... 20 x 28, half polished, $9.50; full polished, ...

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 15%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 28¼c base; pure Manila, 35c base; British Manila, 32¼c base; lath yarn, 28¼c base; African hemp, 32¼c base; cotton rope, ¼ and over, 71c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90

B. & A.—

00, 0	$0 37	$6 75
½	0 40	7 15
1	0 45	8 10
1½	0 52	9 45
2	0 60	10 90
2½	0 70	12 50
3	0 80	14 30

SASH BALANCES (Caldwell). 10% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 25%. Set Screws, 20%.

SCYTHES—

	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—

No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—

	Doz.
Grand Rapids, Nic.	$101 00
Household, Jap.	91 00
Superba, Nic.	117 00

F.o.b. Jobbers' Warehouse, Winnipeg. Prices guaranteed by manufacturers against their own decline to June 30, 1919.

STEEL SHEETS, BLACK

10 gauge	$7 65
12 gauge	7 65
14 gauge	7 70
16 gauge	7 75
18-20 gauge	8 30
22-24 gauge	8 35
26 gauge	8 40
28 gauge	8 50

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., $15.05 per doz.; D.H. Rd. Pt., $15.05 per doz.; L.H. Sqr. Pt., $15.05; L.H. Rd. Pt., $15.05; Bulldog & Jones, D.H., Rd. Pt., $16.30; D.H. Sqr. Pt., $16.30; L.H. Rd. Pt., $16.30; L.H., Sqr. Pt., $16.30; L.H., Rd. Pt., $16.30; Black Cat and Crescent Scoops—No. 4, $19.00 doz.; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50; Moose & Jones Scoops, No. 4, $19.90; No. 6, $20.90; No. 8, $21.40.

SOLDER. Per pound, 40 to 41.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $6.05 at Fort William, $6.45 Winnipeg; galvanized staples, $6.85 Fort William, $7.25 Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes $5.50 base. Band steel, $5.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

15% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 10%.

TIN AND TERNE PLATE—

20 x 28 I.C. box	$23 50
20 x 28 I.X. box	27 00
20 x 33 I.C. box	28 50
20 x 33 I.X. box	32 50
Terne plates	24 00

TRAPS, GAME—

Doz.	Victor	H.& N.	Jump
No. 0	$1 95	$....	$....
No. 1	2 30	3 60	3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 75	10 00	....

TUBS—

	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 60	15 95

TURPENTINE

See weekly report.

TWINE (WRAPPING)

Lb.	
Cotton, 3-ply, cones	$0 72
Cotton, 3-ply, balls	0 76
Cotton, 4-ply, cones	0 75
Cotton, 4-ply, balls	0 79

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40% discount.

Colonial, Imperial, Pearl, 0% discount.

Premier, Canada, Diamond, plus 12½%.

Whiteware, 40% discount.

Japanned Ware, list, plus 40%.

Japanned Ware, white, list, plus 50%.

Japanned Sprinklers, list, plus 40%.

Stamped Ware, plain, 40% discount.

Stamped Ware, ret'd, 33 1/3% discount.

Pieced Tinware, ordinary, list, plus 65%.

Pieced Tinware, copper bottoms, list, plus 85%.

Sheet Iron Ware, list, plus 30%.

Light Galv'd Pails and Tubs, list, plus 40%.

Heavy Galv'd Pails and Tubs, plus 30%.

Jap. Coal Hods, list, plus 50%.

Galv'd Coal Hods, list, plus 60%.

WASHERS—

Iron, small lots, 33% off list plus $1.50; full boxes, iron, 33 1/3% off list plus $1.00.

WHITE LEAD—

Decorators' pure, ton lots, $16.90; less than ton lots, $17.25.

WIRE, BARB—

Lyman, 4-point, $5.05 Winnipeg; Glidden Cattle, 2-pt., $5.10 Winnipeg; Baker, 2-pt., $4.80 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; plain galvanized; Winnipeg, No. 9, $6.00; No. 12, $6.15; coil spring, Winnipeg, No. 9, $6.05; No. 12, $6.20.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN—

Bale ties, 14 gauge, single loop $7.65 Winnipeg; $7.25 Ft. William. Brass snare wire, per lb., 80c.

WIRE, ANNEALED—

No. 9, $6.75; 10, $6.80; 12, $6.95; 14, $7.15; 15, $7.25; 16, $7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 6 70
8 in.	8 00
10 in.	9 40
12 in.	12 00
15 in.	16 80

Perfect Handle—	
6 in.	15 00
8 in.	18 00
10 in.	21 00
12 in.	27 00
15 in.	36 00
18 in.	48 00

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$ 1 05
8 in.	1 20
10 in.	1 30
14 in.	1 85
18 in.	2 60
24 in.	3 80
36 in.	7 05

Trimo—	
10 in.	$1 50
14 in.	2 10
18 in.	3 00
24 in.	4 35

	Dozen	
Always Ready—	Black	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS—

Eze, $62.55 per doz.; Reliance, $73.70 per doz.; Emperor, $105.90.

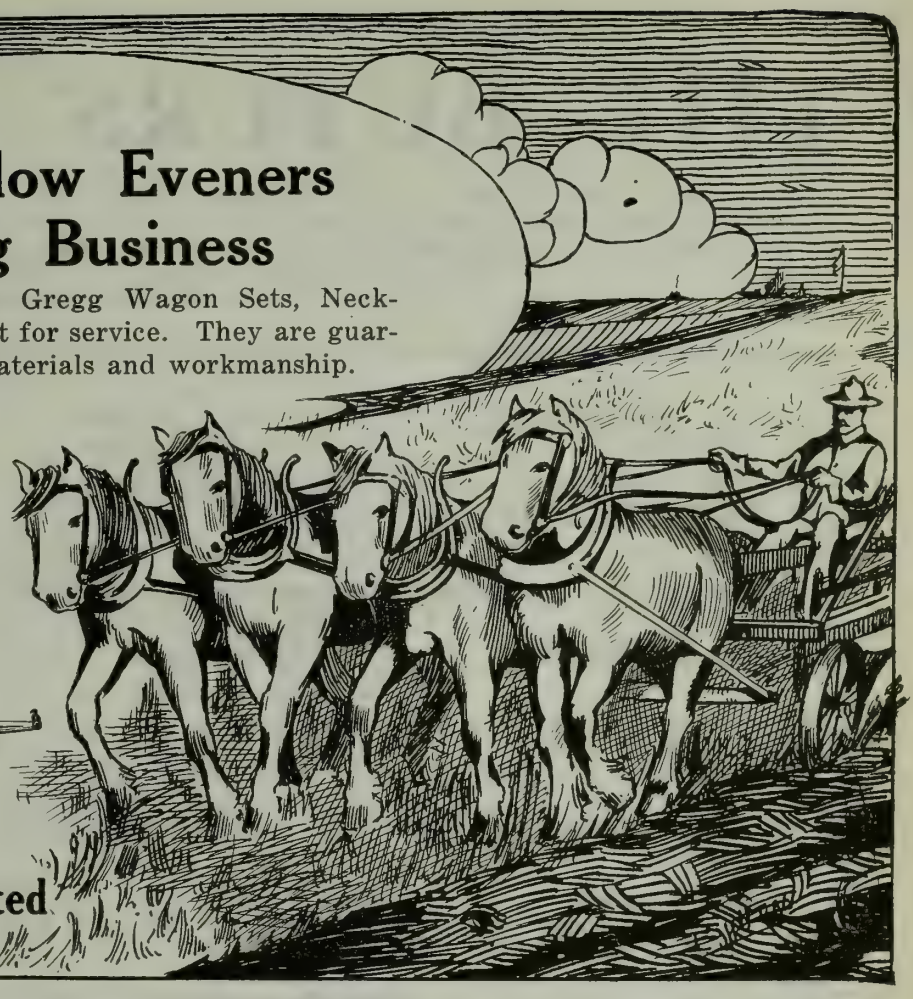
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Gutta Percha & Rubber Ltd., Toronto.
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The Lockwood-Ash Motor Co., Jackson, Mich.
Metal Specialties Mfg. Co., Chicago, Ill.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
Will B. Lane, Chicago, Ill.
Perfection Sanitary Brush Co., Toronto.
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The Sterns Tire & Tube Co. of Canada, Ltd.
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Stratford Mfg. Co., Ltd., Stratford, Ont.
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Batteries, Dry
Canadian National Carbon Co., Toronto.
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Dominion Battery Co., Ltd., Toronto, Ont.
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The Canadian National Carbon Co., Ltd., Toronto.
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Canada Metal Co., Toronto.

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Kinzinger, Bruce & Co., Ltd., Niagara Falls.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

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Bolts, Eye
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Goodell-Pratt Co., Greenfield, Mass.
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The Steel Co. of Canada, Ltd., Hamilton, Ont.

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Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal, Que.

Butchers' Tools
Haddow Brokerage Co., Montreal, Que.

Butter Tubs (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain Conn.



Business Brightens When Jamieson's Arrives!

Sales are made easier when you give your customer, client and friends what is Best for his needs.

Get our line on your shelves quickly. They'll need our paint to-morrow.

There will be more paint sold in your locality if you stock "Jamieson's."

A post card will bring a paint and varnish proposition—profitable to you.

R. C. Jamieson & Co., Limited

Calgary Montreal Vancouver

Owning and Operating P. D. Dods & Co., Limited

THE BUYERS' GUIDE

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Perfection Sanitary Brush Co., Toronto.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brooms
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

Buckles, Harness and Trunks
McKinnon Industries, Ltd., St. Catharines, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
R. Johnson, Slapham & Morris, Ltd., Manchester, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
Peterboro Lock Mfg. Co., Ltd., Peterboro, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Canoes and Boats
Canadian Canoe Co., Peterborough, Ont.
Peterborough Canoe Co., Peterborough, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Beds
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
Cannon Oiler Co., Naithsburg, Ill.

Caps for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co. Windsor.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpenters' Tools
Haddow Brokerage Co., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Casseroles
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cement, Rubber

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Folding
J. E. Beauchamp & Co., Montreal, Que.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
McKinnon Industries, Ltd., St. Catharines, Ont.

Choppers, Ice
The Haddow Brokerage Co., Montreal, Que.
L. & I. J. White Co., Buffalo, N.Y.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Vel-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont
Williams & Co., J. H., Brooklyn, N.Y.

Clippers
Chicago Flexible Shaft Co., Chicago, Ill

Closets
Wakyte Mfg. Co., Ltd., Winnipeg, Man.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clothes Dryers
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Lines
Coleman Fare Box Co., Toronto.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Clothes Wringers
Stratford Mfg. Co., Ltd., Stratford, Ont.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Chatham
Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Winnipeg Ceiling & Roofing Co., Winnipeg

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Coopers' Tools
Haddow Brokerage Co., Montreal, Que.

Coping Saws
Thos. Birkett & Son Co., Ltd., Ottawa.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Cooking Ware
Corning Glass Works, Corning, N.Y.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Crocks, Butter
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Crucibles
Canadian Asbestos Co., Montreal, Que.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers' Sons & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.).

Curry Combs
The Burrow, Stewart & Milne, Ltd., Hamilton, Ont.

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville.

Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Diaphragms Rubber

Dies, Stocks, Etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. Co. of Canada, Galt.

Disinfectants
J. E. Beauchamp & Co., Montreal, Que.

Display Racks and Stands
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

Doors
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.

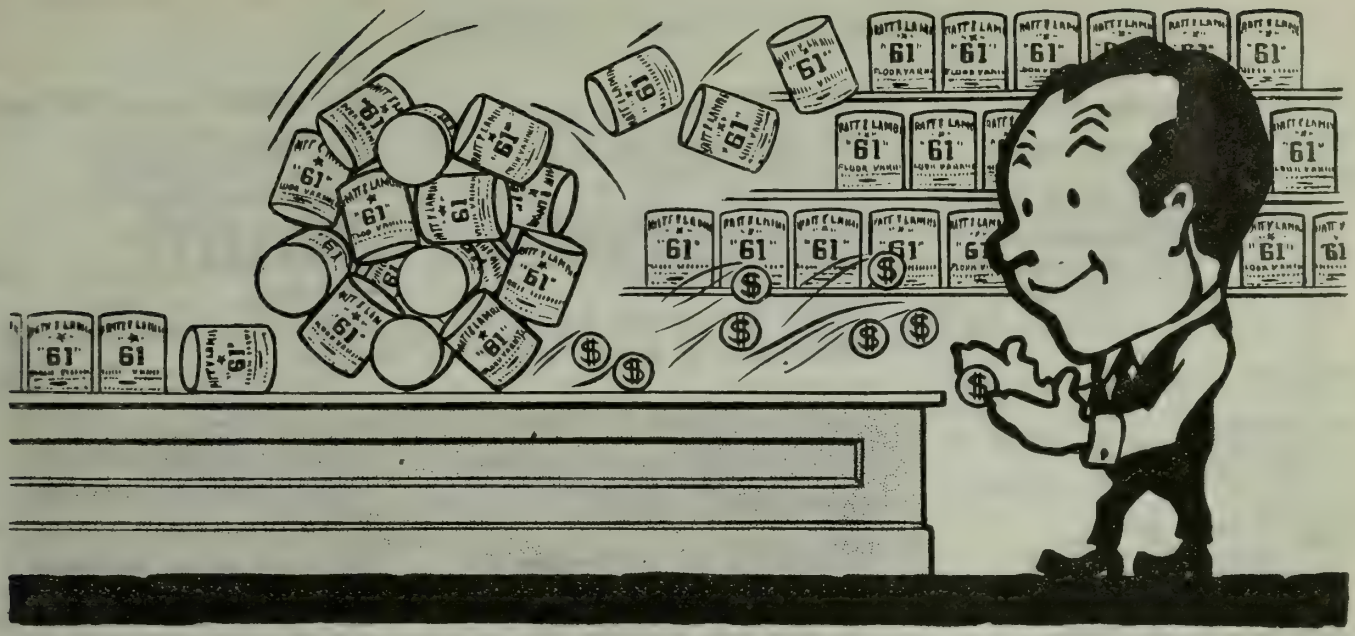
Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons, Birmingham, Eng.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

Doubletrees
McKinnon Industries, Ltd., St. Catharines, Ont
West-Woods, Ltd., Winnipeg, Man.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.



It's Like a Rolling Snowball!

REMEMBER the big snowballs you used to make when you were a boy — how they grew bigger and bigger at every turn?

Well, that's just the way with "61" Floor Varnish in Colors. It "turns over" quickly and P&L dealers are increasing their sales at every turn!

It's that 70-year-old Pratt & Lambert reputation for quality backed up by powerful nation-wide advertising that keeps that ball rolling and kicking up cash in its wake.

Are you in on this? Have you stocked "61" in Colors?

If you're not one of these dealers, let us show you how to get your share of this steady business! Write for particulars of Introductory Assortment.

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VARNISH MAKERS 70 YEARS
24 COURTWRIGHT ST., BRIDGEBURG, ONT.
FACTORIES
BRIDGEBURG, ONTARIO
NEW YORK BUFFALO CHICAGO
LONDON PARIS SYDNEY

"61" FLOOR VARNISH

for Floors, Furniture and all Woodwork

Now made in Eight Colors

THE BUYERS' GUIDE

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drop Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hessco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Usona Mfg. Co., Toledo, Ohio.

Electric Supplies
W. H. Banfield & Sons, Ltd., Toronto.
The Hessco Electric Mfg. Co., Toronto, Ont.

Emery
Dominion Glue & Emery Co., Montreal, Que.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass.
British America Paint Co., Ltd., Victoria, B.C.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
DesRochers, Ltd., Montreal, P.Q.

Eveners for 2, 3, 4, 6 and 8 Horses
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Excelsior
Rankin & Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Garaneque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
H. W. Johns-Manville Co., New York.
Northern Electric Co., Montreal.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng.

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Canada Foundries & Forgings, Brockville.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

Fenders for Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Appliances and Liquids
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson Iver Arms & Cycle Works, Fitchburg Mass.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.
DesRochers, Ltd., Montreal, P.Q.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Department Supplies
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures
Stover Mfg. & Engine Co., Freeport, Ill.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Scythes & Co., Ltd., Toronto, Ont.
Finnie & Murray, Ltd., Winnipeg, Man.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Specialties
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont.

Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.

Forgings, Drop
McKinnon Industries, Ltd., St. Catharines, Ont.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Furnaces
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Fdry. & Machine Co., Ltd., Moncton, N.B.
Saunders & Co., Montreal, Que.

Fruit Jars
Dominion Glass Co., Ltd., Montreal
Walter Woods & Co., Hamilton.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.

Fuses, Electric
The Hessco Electric Mfg. Co., Toronto.

Fuses, Electric, Refillable
The Clemens Electrical Corporation, Hamilton.

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Flanges for Wheels
McKinnon Industries, Ltd., St. Catharines, Ont.

Flag Holders
J. E. Beauchamp & Co., Montreal.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanizers
McKinnon Industries, Ltd., St. Catharines, Ont.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Winnipeg Ceiling & Roofing Co., Winnipeg

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garden Seeders and Hoes
The Bateman-Wilkinson Co., Ltd., Toronto.

Garden Seats
J. E. Beauchamp & Co., Montreal.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Garages
Pedlar People, Ltd., Oshawa, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Iron Cornices
Pedlar People Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Prices on
Munro's Pure Paris Green
for Eastern Canada

Barrels, about 600 lbs.	48	cents per pound
Kegs, about 250 lbs.	48½	" " "
100 and 50-lb. Drums	49	" " "
25-lb. Drums	50	" " "
1-lb. paper cartons	52	" " "
(Packed 100 lbs. per case)		
½-lb. paper cartons	54	" " "
(Packed 100 lbs. per case)		

These prices are F.O.B. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John, and Halifax.

Terms—1% 15 days or 30 days net.

The Most Popular Poison
—and the Most Effective

Pure Paris Green is the oldest and the most generally used of all spray poisons. Paris Green is the most effective agency for killing potato bugs and, consequently, is the easiest to sell.

You do not need to explain or to argue when selling Paris Green. When the potato bugs arrive the farmer and the gardener do not want to experiment with any of the new "bug powders" that come and go on the market—they want Paris Green, because they know Paris Green will kill potato bugs.

Paris Green is the most economical spray poison to use — not in first cost, but in results—in the killing of bugs—and hence the preserving of the potato crop.

Munro's Pure Paris Green is a superior product. It is a rich green, fine, light and fluffy, strictly pure, conforming to Government standard, and comes well and strongly packed.

Book now for your season's requirements.
Order from your nearest jobber or direct.

McARTHUR, IRWIN, LIMITED

Established 1842 MONTREAL

THE BUYERS' GUIDE

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
J. H. Williams & Co., Brooklyn, N.Y.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glasses, High Pressure
The Strong Machinery & Supply Co., New York, N.Y.

Gauges, Water (Standard Extra Heavy Automatic
The Penberthy Injector Co., Ltd., Windsor, Ont.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
The Johnston Brokerage Co., Pittsburgh, Pa.
A. Ramsay, Son & Co., Montreal.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.

Glue Pots, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Glue, Sheet and Ground
Canada Glue Co., Brantford, Ont.
DesRochers Ltd., Montreal, Que.
Dominion Glue & Emery Co., Montreal, Que.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves
American Pad & Textile Co., Ltd., Chatham, Ont.
Hamilton-Carhartt Co., Toronto.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Poison
Kill-em-Quick Co., Regina, Sask.
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

Granaries, Portable, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg.

Graphites
Canadian Asbestos Co., Montreal, Que.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Guns
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd., Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.

Hames, Steel and Iron
McKinnon Industries, Ltd., St. Catharines, Ont.

Hammocks
Galt Robe Co., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles, Canthooks and Peevies
West-Woods, Ltd., Winnipeg, Man.

Handles, Chest and Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hangers, Door
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Hangers, Barn Door
Allith Mfg. Co., Ltd., Hamilton, Ont.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Can.
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling Ill.
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Harness
Samuel Trees & Co., Toronto.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
Belleville Hardware Mfg. Co., Belleville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Coleman Fare Box Co., Toronto.
Lyons & Marks, Toronto.
Lewis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling Ill.
North American Hardware Co., Ltd., Montreal Que.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
McKinnon Industries, Ltd., St. Catharines, Ont.

Hatchets
Canada Foundries & Forgings, Ltd., Brockville
Haddow Brokerage Co., Montreal, Que.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Electric
Chicago Flexible Shaft Co., Chicago, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Stover Mfg. & Engine Co., Freeport, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont
National Mfg. Co., Sterling, Ill.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., Ltd., St. Marys, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Plewes Ltd., Winnipeg, Man.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hooks for Logging Chains
McKinnon Industries, Ltd., St. Catharines, Ont.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hubs for Ford Cars
McKinnon Industries, Ltd., St. Catharines, Ont.

Hub Caps
McKinnon Industries, Ltd., St. Catharines, Ont.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Ingersoll Watches
R. H. Ingersoll & Bro., Montreal, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto
The Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Insecticides
The McDougall Bros., Ltd., Manchester, Eng.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Ironing Boards and Tables
J. E. Beauchamp & Co., Montreal.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Iron, Corrugated
Canada Metal Co., Toronto.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago
The Royal Self-Heating Iron Co., Big Prairie, O

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Jardinieres
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Jugs
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Kalsomine
British America Paint Co., Ltd., Victoria, B.C.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

The Trade Mark behind the "Hardware House of Quality."

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada.

Ashdowns have grown to be the largest Wholesale Hardware Dealers in Canada. There must be a reason.

Early in the history of the West we realized that the Hardware Dealer of the Western provinces had problems to contend with not met with elsewhere.

His problems have been ours, too. We know his needs, and with our warehouses situated in **Winnipeg, Saskatoon and Calgary** as to be handy to any Western dealer, we are in a position to-day to render him a very valuable service.

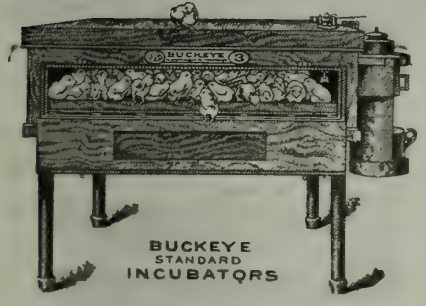
Courteous treatment, quick service and quality in the lines we sell has ever been our aim.

The fact that we are sole distributors for some of the most famous Hardware lines bespeaks something of the confidence manufacturers are putting in us.

Here is one of them—

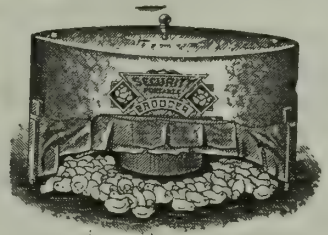
Buckeye Incubators and Brooders

Buckeye Incubators are unquestionably the most successful hatching devices that have ever been placed on the market. Each and every machine is sold under an **absolute guarantee** to hatch more chicks than any other incubator manufactured.

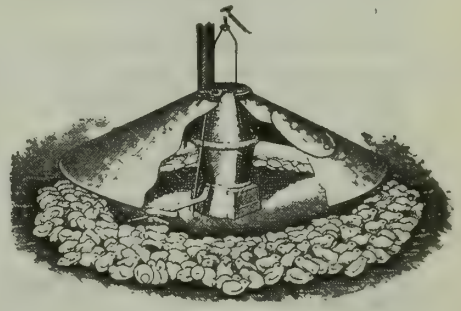


Buckeye Incubators made in seven capacities. 65, 120, 175, 200, 250, 350 and 600 eggs.

The Buckeye Incubators and Brooders need no introduction to the trade. They are unquestionably the most dependable and most widely advertised lines on the market. We consider ourselves most fortunate in securing these machines for our trade.



The Buckeye Oil Burning Brooders are simple in construction and the most inexperienced person can operate them with absolutely satisfactory results.



The Buckeye Coal Burning Brooder grows three chicks where one grew before and saves one-half the expense and nine-tenths of the trouble.

There is nothing to know about incubators in order to sell them. We furnish complete operating instructions with each incubator, and guarantee results.

SEND US AN ORDER NOW FOR A SAMPLE TO PUT ON YOUR FLOOR TO ENABLE YOU TO INTRODUCE THE LINE TO YOUR CUSTOMERS FOR THIS SPRING'S BUSINESS.

The J. H. Ashdown Hardware Co., Limited

Calgary Winnipeg Saskatoon

THE BUYERS' GUIDE

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extention, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.
Otterville Mfg. Co., Ltd., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.

Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automhobile
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.
North American Hardware Co., Ltd., Montreal

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.
North American Hardware Co., Ltd., Montreal, Q.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.
North American Hardware Co., Ltd., Montreal.
Powerlight Co., Winnipeg, Man.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont
Schultz Mfg. Co., Hamilton, Can.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Lawn Swings
J. E. Beauchamp & Co., Montreal.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Taylor-Forbes Co., Guelph, Ont.

Lawn Sprinklers
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

Leather Belting and Soles
Plewes Ltd., Winnipeg, Man.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Leather Dashes and Fenders
McKinnon Industries, Ltd., St. Catharines, Ont.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lighting Systems, Store
Benjamin Electric Co., Toronto.

Lighting Fixtures, Store
Benjamin Electric Co., Toronto.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Canada Linseed Oil Co., Ltd., Montreal and Toronto.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
Peterboro Lock Mfg. Co., Peterboro, Ont.

Logging Chain Hooks
McKinnon Industries, Ltd., St. Catharines, Ont.

Lugs for Silos
McKinnon Industries, Ltd., St. Catharines, Ont.

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machinists' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

Malleable Iron Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Malleable for Carriages
McKinnon Industries, Ltd., St. Catharines, Ont.

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Marine Supplies
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

Metallic, Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Menders, Utensils
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
North American Hardware Co., Ltd., Montreal.
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters
Pratt & Whitney Co. of Canada, Ltd., Dundas

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Toronto Plate Glass Importing Co., Toronto

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Neckyokes
McKinnon Industries, Ltd., St. Catharines, Ont.
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Oarlocks
McKinnon Industries, Ltd., St. Catharines, Ont.

Nipples
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Nipples for Radiators
McKinnon Industries, Ltd., St. Catharines, Ont.

Newsrint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Oakum
Canadian Asbestos Co., Toronto, Ont.
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

Oil, Coal
Imperial Oil Co., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal
The Gilbert & Barker Mfg. Co., Springfield, Mass.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

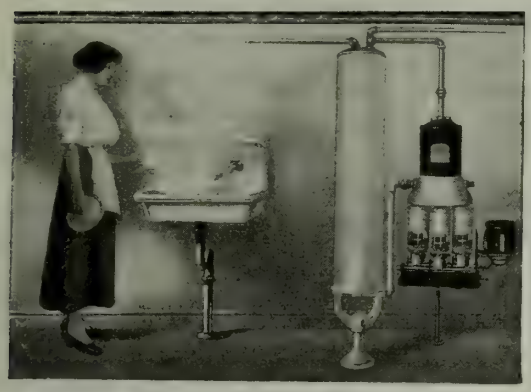
Oil Stains
British America Paint Co., Ltd., Victoria, B.C.

Oil Storage and Distributing Systems
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Orange Derinders
J. E. Beauchamp & Co., Montreal.

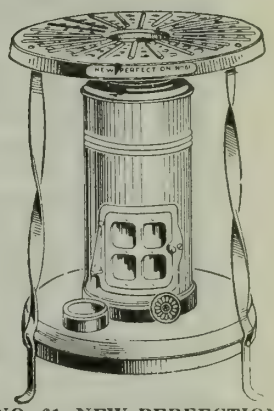
Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
McGregor, Banwell Fence Co., Ltd., Walkerville.



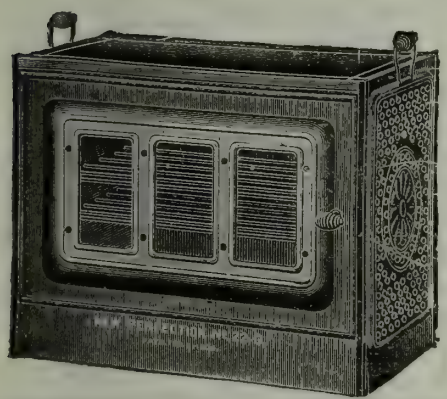
THE NEW PERFECTION KEROSENE WATER HEATER is solving the hot water problem for many a rural home.

The "New Perfection" Cook Stoves and Heaters

ALL YEAR 'ROUND SELLERS IN RURAL CANADA -- STOCK THEM THIS SPRING



NO. 61. NEW PERFECTION STOVE. It has the regular New Perfection burner. Oil reservoir surrounds the burner. Glass indicator to see oil level.

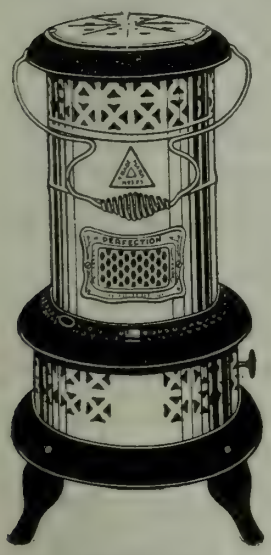


PERFECTION ONE AND TWO-BURNER OVEN. Made with glass swing door, and blue enamel door frame.

With the housecleaning season in sight the demand should start for this line of stoves and heaters in rural and suburban districts.

The New Perfection stoves and heaters are rapidly becoming all-year-round sellers. There's no reason why they should not be used in the rural home the same as gas is used in the cities—every day of the year.

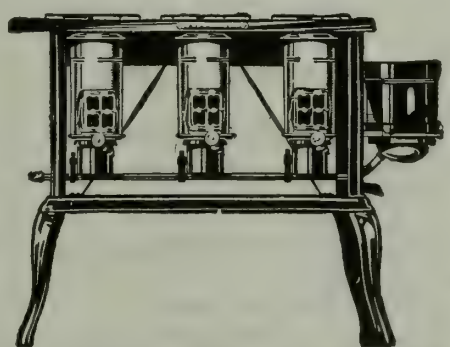
Order your spring and summer stock the next time the "Rice Lewis" representative calls, or write to us direct.



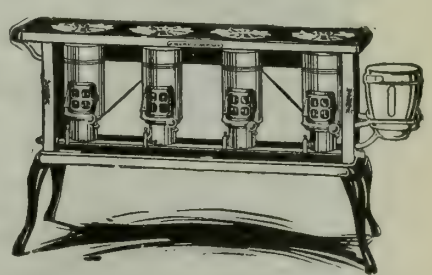
1918 PERFECTION OIL HEATER in four sizes and styles. We carry in stock Nos. 520, 525, 530, and the blue enamelled line, No. 630. We also carry a stock of wicks.

Rice Lewis & Son, Limited

Victoria Street, TORONTO



NO. 33. NEW PERFECTION COOK STOVES, with or without cabinet. One of the most popular stoves in the Perfection line, for medium size family. We also carry No. 32 Perfection Cook Stove which is the two-burner type.



NO. 34. NEW PERFECTION COOK STOVE. This is the four-burner type, especially designed for large family.

We carry wicks of the New Perfection Cook Stoves in stock at all times.

We also carry No. 32 Perfection Cook Stove, which is the two burner type

THE BUYERS' GUIDE

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor Ont.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.
British America Paint Co., Ltd., Victoria, B.C.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., St. John, N.B.

Paint, Copper
British America Paint Co., Ltd., Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paint Oil Storage and Handling Systems
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal

Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Paper, Wrapping
Walter Woods & Co., Hamilton.

Packing Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Patches
W. C. Wood Co., Minneapolis, Minn.

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.

Percolators, Coffee
Canadian General Eletric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pick Handles
J. H. Gill Mfg. Co., St. Thomas, Ont.

Pidgeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Piston Rings
The Ever Tight Piston Ring Co., St. Louis, Mo.

Piston Rod Packing
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestos Co., Montreal, Que.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Ivet Johnson's Arms & Cycle Works, Fitchburg Mass.

Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.

Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal

Pipe, Galvanized, Conducter
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conducter
Canada Metal Co., Toronto

Planters, Corn
Otterville Mfg. Co., Otterville, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Barcalo Mfg. Co., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Plumbers' Tools
Barcalo Mfg. Co., Buffalo, N.Y.
J. H. Williams & Co., Brooklyn, N.Y.

Planes
Caverhill, Learmont & Co., Montreal
Stanley Rule & Level Co., New Britain, Conn.

Polishes, Auto and Furniture
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal
Pedlar People Ltd. Oshawa
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pony Kars
J. E. Beauchamp & Co., Montreal, Que.

Post Hole Diggers
Otterville Mfg. Co., Otterville, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.

Powder, Gun
Hercules Powder Co., Delaware.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Pumps, Hand and Power for Paints, Oils, Oil and Gasoline
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Pumps, Curb, for Oil and Gasoline
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
Canada Foundries & Forgings, Brockville
Stover Mfg. & Engine Co., Freeport, Ill.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
Rapid Radiators, Limited, Toronto, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal

Radiolite Watches
R. H. Ingersoll & Bro., Montreal, Que.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto
The Toronto Lock Mfg. Co., Toronto, Ont.

Rakes
Coleman Fare Box Co., Toronto.
Ward & Payne, Sheffield, Eng.

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Sheffield, Eng.

Reamers
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester Mass.

Rivets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Parmenter Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Roofing Cement and Paint
The Alpine Chemical Co., Ltd., Toronto.

Roofing, Ready
Bird & Son, Hamilton, Can.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.

Rope Grips
Coleman Fare Box Co., Toronto.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., North Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Fred Smith, Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Rules
Jas. Chesterman & Co., Sheffield, Eng
L. S. Starrett Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Spring Joint
The Lufkin Rule Co. of Canada, Ltd., Windsor Ont.

Rules, Board and Log
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Sanitary Tissue Towels
E. B. Eddy & Co., Hull, Que.

Saddlery Hardware
McKinnon Industries, Ltd., St. Catharines.

Saws, Crosscut and Band
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Sawset
Taylor-Forbes Co., Limited, Guelph, Ont

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Fry's (London), Limited, London, Eng
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Victor Saw Works, Hamilton, Ont.

Scales
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canadian Fairbanks-Morse Co., Ltd., Montreal
Renfrew Machinery Co., Ltd., Renfrew, Ont.

Scales, Machinists'
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

"Would you step on a cockroach—or would you refrain from staining the floor?"—*Roosevelt*

THE "ethics" of business call for courtesy between competitors—and the "ethics" of advertising also demand "truth in advertising." After observing the former, we find it absolutely necessary to "step on" some of the false claims and untrue propaganda of several separator manufacturers in an attempt to preserve a semblance of "truth" in their advertising.

We owe it to the dairy people of this country to present the real facts regarding cream separators. Propaganda based on the falsest of claims has been spread in an attempt to mislead American farmers. In presenting these facts, we stand ready to prove every assertion; they are based on actual records of dairy history.

Official records show that the first cream separator was invented by the French, and that patent No. 105,716 was granted to the company of Fives-Lille, of France, November 19, 1874, for a "system of continuous centrifugal separation." A little later the Danes developed the cream separator and were the first to introduce cream separators into America. Four years later, in 1878, a Swedish concern took advantage of the French invention and built a cream separator.

Looking for American business, this concern contracted with Mr. P. M. Sharples, an inventive genius of West Chester, Pa., to manufacture, install, and repair their machines in America. The first machines were decidedly impractical and unfitted for efficient use in American dairies and creameries.

Mr. Sharples attempted for a few years to make of this foreign machine a satisfactory separator, and during this time invented all the great improvements that have since been used by this type of machine. Among his invented improvements were the discs in the bowl, the splash oiling system, the detached spindle, the lowering of the supply can, and the concave bottom bowl, which permitted a *part* of the weight of the bowl to be suspended below the bearing. The complication of the machine, however, soon caused him to give up this manufacturing contract entirely, and, with true American ingenuity, he built a real American separator, adapted to American dairy needs and entirely different in that it was a most simple and efficient machine.

The Sharples factories are the oldest and largest separator factories in America. They have always been entirely American-owned. During the thirty-eight years of its existence, The Sharples Separator Company has manufactured more separators than any other factory in America, and the output of the Sharples factory to-day exceeds that of any other separator factory in the world. More Sharples machines are being sold than any other, and a much larger percentage of those sold are to-day in actual use.

Every American dairyman should know these facts, and has the right to, and should, on buying a machine, ask the following questions of any separator manufacturer:

"Will your separator skim clean and deliver a cream of even density at any speed at which it may be turned? Is the bowl free from troublesome discs or blades? Has the separator an entirely automatic oiling system and do you guarantee your separator for durability to the extent that you guarantee a repair expense not to exceed $2.00 per year?

"Is your separator built in American factories, by American manufacturers, by American labor, of American material, and entirely owned by Americans? Is it truly an American separator, encumbered by no suspicion of taint of Hun propaganda?

It is due to Mr. Sharples' untiring efforts during the thirty-eight years of his separator manufacturing experience—not to any foreign makers or inventors—that the American farmer owes the modern efficient cream separator. The Sharples Suction-Feed Separator is the perfected machine; all other separators are to-day where Sharples left off years ago—old style, bucket bowl, fixed feed machines.

We say, without fear of contradiction, that the modern Sharples Suction-feed Separator

—is the ONLY separator in the world that skims clean and delivers a cream of even density at widely varying speeds;

—is the ONLY separator in the world with a controlled varying capacity;

—is the ONLY separator in the world with a knee-low supply can, easy to fill;

—is the ONLY separator in the world with a perfect automatic splash oiling system, not a single oil cup;

—is the ONLY separator in the world with a hollow tubular bowl—no discs to wash.

Write today for the Complete Sharples Catalog on Cream Separators

The Sharples Separator Co.

TORONTO, ONT. REGINA, SASK.

"Over 2,425,000 Sharples Separators in daily use"

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THE BUYERS' GUIDE

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.

Saws, Crosscut and Band
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Windows
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.
J. E. Beauchamp & Co., Montreal, Que.

Gorden Seats
J. E. Beauchamp & Co., Montreal, Que.

Seats, Fibre
J. E. Beauchamp & Co., Montreal, Que.

Separators
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
B. & S. H. Thompson, Montreal, Que.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can

Shovels, Snow
J. E. Beauchamp & Co., Montreal, Que.
Coleman Fare Box Co., Toronto.

Shingle Stains
The Alpine Chemical Co., Ltd., Toronto.
British America Paint Co., Ltd., Victoria, B.C
Sturgeons, Ltd., Toronto.

Sifters, Ash
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

Silo Luge
Otterville Mfg. Co., Otterville, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont

Silver Plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Solder
J. E. Beauchamp & Co., Montreal, Que.
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Sleighs
J. E. Beauchamp & Co., Montreal, Que.

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.
Soren Bros., Toronto, Ont.

Soldering Paste
Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Anglo-Canadian Leather Co., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

Soot, Destroyer
Canada Witch Co., Ltd.
Moncrieff & Endress, Ltd., Winnipeg, Man.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.

Spark Plugs
The Canadian National Carbon Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1694 St. Urbain St., Montreal
Hyslop Bros., Toronto
The Lockwood-Ash Motor Co., Jackson, Mich.
Northern Electric Co., Ltd., Toronto
The Royal Canadian Specialties, Hamilton.
Sharp Spark Plug Co., Cleveland, Ohio
Walker, Vallance, Limited, Hamilton, Ont.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sporting Goods
J. E. Beauchamp & Co., Montreal, Que.

Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stable Pails
E. B. Eddy Co., Ltd., Hull, Que.

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Sturgeons, Ltd., Toronto.

Stampings
Coleman Fare Box Co., Toronto.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Stoneware
Medalta Stoneware, Ltd., Medicine Hat, Alta

Store Fixtures
Cameron & Campbell, Toronto.

Stoves
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Gurney Foundry Co., Toronto
The Hamilton Stove & Heater Co., Hamilton, Ont.
Merchants Hardware Specialties, Ltd., Calgary
Record Foundry & Machine Co., Moncton, N.B
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.
Royal Fireless Cooker Co., Ottawa, Ont.

Stoves, Gas and Coal
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Cold Rolled Band
J. E. Beauchamp & Co., Montreal, Que.
J. N. Warminton & Co., Montreal, Que.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Merchants Hardware Specialties, Ltd., Calgary
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Hamilton

Steel Wagon Hardware
McKinnon Industries, Ltd., St. [illegible]

STUCCO BOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sulphite Fibre
E. B. Eddy Co., Ltd., Hull, Que.

Sweat Pads
American Pad & Textile Co., Chatham
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal.

Tacks
Steel Co. of Canada, Ltd., Hamilton, Ont.

Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont
R. McDougall Co., Ltd., Galt, Ont.

Tanks, Galvanized Steel
Winnipeg Ceiling & Roofing Co., Winnipeg

Tanks, for Paint Oils, Oil, Gasoline, Kerosene, etc.
The S. F. Bowser Co. of Canada, Ltd., Inc. Toronto, Ont.

Tanks and Pumps, Lubricating Oil Storage
The S. F. Bowser Co. of Canada, Ltd., Inc Toronto, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co. of Canada, Ltd., Dundas
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa

Tapping Attachments
Pratt & Whitney Co. of Canada, Ltd., Dundas
Wells Bros. of Canada, Galt

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tapes, Measuring, Steel and Woven
The Lufkin Rule Co. of Canada, Ltd., Windsor Ont.

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
The Lufkin Rule Co. of Canada, Ltd., Windsor Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont

Tents
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont

Tiling, Walls and Floor
Barton Netting Co., Windsor

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
Soren Bros., Toronto, Ont.

Tin Plate
B. & S. H. Thompson & Co., Ltd., Montreal, Que

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.
North American Hardware Co., Ltd., Montreal Q

Tires and Tubes, Automobile and Motor Truck
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal
The Sterns Tire & Tube Co. of Canada, Ltd.

Tire Patch
W. C. Wood Co., Minneapolis, Minn.

Automobile, Aeroplane, Bicycle, Carriage, Motorcycle, and Motor Trucks Tires and Tubes.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
W. C. Wood, Minneapolis, Minn.

Tire Repairs
W. C. Wood, Minneapolis, Minn.

Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Q
Kribs, Wm. A., Hespeler, Ont.



S-W Old Dutch Auto Enamel

For Ford Cars

Will Bring You Many New Customers

A quick, durable finish for weatherworn cars — something to make the old car look fresh and new, without laying it up two or three weeks in a paint shop.

Makes Old Cars Like New in 4 Days

S-W Old Dutch Auto Enamel is easy to apply and produces a smooth, glossy finish that is durable and lasting.

Three weeks in the shop of an expert could not give a better looking job. Economical. Saves doing without one's car for so long.

S-W Old Dutch Auto Enamel is a customer-maker and a money-maker for every dealer. Get your stock in now. Send for a supply of our folders or let us send one to each of your customers.

If you are not a S-W agent, write for particulars and get in line for big spring trade.



Sherwin-Williams Co. of Canada
LIMITED

897 Centre St., Montreal, Que. 110 Sutherland Ave., Winnipeg, Man.

Paint, Varnish and Color Makers
Linseed Oil Crushers

Montreal - Toronto - Winnipeg - Vancouver - London, Eng.

A Right Quality Product for Every Purpose

How Up-to-Date Women Sweep



Not with a broom—mercy no! That would be stirring up dust, and dangerous germs, as well as breaking your back.

Neither do you need a vacuum cleaner for the daily sweeping.

Up-to-date women use the Bissell Carpet Sweeper, the reliable, efficient, convenient sweeper, that no well managed home can get along without.

Just run it over your rugs and carpets with the handle held at an easy slant. Be sure the dust-pan is empty, and that the brush is clean—not matted up with hairs, thread, etc.

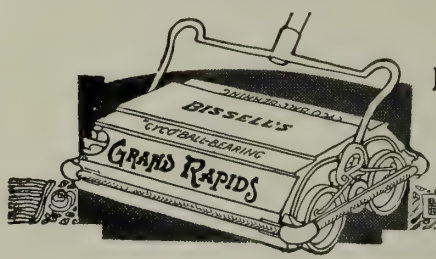
The Bissell, thus used, will take up all the surface dust and pick up all sorts and kinds of small litter with dispatch. There won't be a lot of dust in the room, and the work takes but a few minutes. There is no wasted effort, no weary arms, nor injury to carpets.

For the periodical, thorough cleaning, use Bissell's Vacuum Sweeper. Has more powerful suction than the average electric. It gets both the surface dust and the dirt which is tramped in. Bissell's Carpet Sweeper and the Bissell "Vac" are the efficient home cleaning equipment.

BISSELL SWEEPERS

Bissell's "Cyco" Ball-Bearing Carpet Sweepers are $4.25 to $7.50; Vacuum Sweepers, $8.00 to $14.50—depending upon style and locality.

At dealers everywhere. Booklet, "The Care of Rugs and Carpets," upon request.



BISSELL CARPET SWEEPER CO.
Oldest and Largest Sweeper Makers
Grand Rapids, Michigan
Made in Canada, too (414)

This is one of our advertisements running in the Spring issues of the national periodicals. The list of mediums includes the big women's publications, the Literary Digest, Saturday Evening Post, and several journals of large circulation, concentrated in the smaller towns. This advertising is well supported by the high grade advertising material, we furnish for use in your store, consisting of show cards, window displays, and circulars, also, attractive newspaper cuts of general pictorial value. Write for Spring Offer.

BISSELL CARPET SWEEPER CO.

GRAND RAPIDS, MICH.

New York—25 Warren St. Made in Canada, too.



Talk No. One Hundred and Eighty-Seven

There's nothing to be gained now by holding back your Spring order for "PREMIER" GALVANIZED STEEL SHEETS—"Time is the essence" of many contracts and repair jobs. Be sure you get your supply in good season, now that price is down.

TINKER TOM.

Look for Talk No. 188 next week.

DOMINION SHEET METAL CORPORATION, Limited
HAMILTON, CANADA



The Most Popular Ratchet Combination

The "Keystone" Reversible Ratchet combination No. 200 has been proven by many hardware dealers to be the best seller in their localities It consists of ratchet for taper shank drills, sleeve for square shank drills, and short boiler socket for square shank drills, sockets are interchangeable. All working parts are enclosed, preventing dust and grit from clogging up mechanism.



"KEYSTONE" Drilling Post or "OLD MAN"

Sales of Keystone Ratchets open the way to sales of Keystone drilling posts—the time-saving brace.

"Keystone" tools are known the world over for high quality. Sell them for profit and prestige. Let us know if your jobber can't supply you.

The Keystone Manufacturing Co., Postal Station B, **Buffalo, N.Y.**

MANUFACTURERS and BROKERS

THE ENGINEERS' SUPPLY CO. REGISTERED TRADE ESCO MARK WINNIPEG. MAN. CANADA

Boiler Gaskets
Asbestos Manhole and Handhole Gaskets

Asbestos Gasket Tape, Adjustable Rubber Gaskets, all sizes. We make a specialty of supplying the wants of the Engineer. Put your trouble up to us.

THE ENGINEERS' SUPPLY CO.
173 McDermot Ave., E. Winnipeg, Man.

CADMAN & COMPANY
322 McIntyre Block - Winnipeg, Man.
Hardware Manufacturers' Agents.
Covering Western Canada.
English Cutlery Lines Desired.

Winnipeg Regina Calgary Vancouuer
Marracott & Tynan, Ltd.
MANUFACTURERS AGENTS
Hean Office: Princess St., Winnipeg, Canada

A. H. FRASER Representing Manufacturers of
Hardware and Auto Accessories in Western Canada
1150 Homer St. VANCOUVER, B.C.

R. R. KINREAD
286 Bannatyne Ave.
Winnipeg, Man.
Open to represent Harness Specialties in Western Ontario

G. T. MUMFORD
Manufacturers' Agents
GALT BUILDING
WINNIPEG CANADA
Bank and Commercial References

Please Mention this Paper when Writing to Advertisers

THE BUYERS' GUIDE

Truck Supplies
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Toboggans
J. E. Beauchamp & Co., Montreal, Que.
Peterborough Canoe Co., Peterborough, Ont.

Toilet Paper Cabinets
E. B. Eddy Co., Ltd., Hull, Que.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
R. J. Coghlin Co., Ltd., Montreal, Que.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tool Cabinets
Eagle Mfg. Co., Hamilton, Ont.

Tools, Garden
Coleman Fare Box Co., Toronto, Ont.
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Tools, Logging and Lumbering
Canadian Warren Axe & Tool Co., St. Catharines.
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders
Williams & Co., J. H., Brooklyn, N.Y.

Toys
J. E. Beauchamp & Co. Montreal, Que.
Coleman Fare Box Co., Toronto.

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Tools, Small
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Towel Bars
Kinzinger Bruce & Co., Niagara Falls, Ont.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Warehouse
Canadian Pneumatic Tool Co., Ltd., Montreal.
Canada Foundries & Forgings, Brockville
Wm. Kribs, Hespeler, Ont.
John Watson Mfg. Co., Ltd., Winnipeg, Man.

Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.

Truing Devices
Cleveland Stone Co., Cleveland, Ohio

Tube Rubber
K. and S. Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps
Canadian Tungsten Lamp Co., Hamilton, Ont.
Canadian Laco-Phillips Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal,
Vivid Electric Lamp Co., Toronto.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Tub Stands, Folding
Otterville Mfg. Co., Otterville, Ont.

Tube Rubber
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tumbler Holders
Kinzinger Bruce & Co., Niagara Falls, Ont.

Tubing, Brass
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto.

Tubing, Steel
Standard Tube & Fence Co., Woodstock

Turpentine
Brown Corporation, Portland, Maine.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Fred Smith, Toronto.

Twines
Consumers Cordage Co., Montreal
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls N.Y.
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
National Brass Co., London, Ont.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Standard, Globe, Angle and Check
Canadian Fairbanks-Morse Co., Montreal.
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Canadian Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Varnishes—Auto, Caoch, House, Marine
Berry Bros., Walkerville
Boston Varnish Co., Everett Station, Boston,
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
Glidden Varnish Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal, Que.
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son, Montreal
R. C. Jamieson & Co., Montreal
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Stewart & Wood, Toronto.
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton

Vehicles, Business
Canadian Pneumatic Tool Co., Ltd., Montreal, Q

Veneer Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Ventillators, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Stover Mfg. & Engine Co., Freeport, Ill.

Vises, Chain Pipe
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
Adamson Mfg. Co., Hamilton
Northern Electric Co., Montreal
The Presto Patch Co., Toronto, Ont.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Gregg Mfg Co., Ltd., Winnipeg, Man
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Wagon Woodwork
West-Woods, Ltd., Winnipeg, Man.

Wallboard
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Wall Finish
British America Paint Co., Ltd., Victoria, B.C.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
Beauchamp & Co., J. E., Montreal, Que.
DesRochers, Ltd., Montreal, P.Q.
C. Kloepfer, Ltd., Toronto
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
Otterville Mfg. Co., Otterville, Ont
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton

Washers, Rubber
Dunlop Tire & Rubber Goods Co. Ltd., Toronto

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa
Dowswell, Lees & Co., Hamilton
Great West Electric Co., Ltd Winnipeg, Man
The Hurley Machine Co., Ltd., Toronto.
Kribs, Wm., Hespeler, Ont.
Maytag Co., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Nineteen Hundred Washer Co., Toronto, Ont.
Northern Electric Co., Montreal

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
E. Pullan Waste & Wipers Co., Toronto.
Scythes & Co., Ltd., Toronto
Wilkinson & Kompass, Hamilton

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy & Co., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Watches
R. H. Ingersoll & Bro., Montreal, Que.

Watch Specialties
R. H. Ingersoll & Bro., Montreal, Que.

Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canadian Warren Axe & Tool Co., St. Catharines, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto
Spramotor Co., London, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheelbarrows
Erie Iron Works, Ltd., St. Thomas, Ont.

Wheelbarrows (Steel)
Bateman, Wilkinson Co., Ltd., Toronto, Ont.

Wheels, Well
J. E. Beauchamp & Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whips
J. E. Beauchamp & Co., Montreal, Que.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Wholesale Hardware
Caverhill, Learmont & Co., Montreal
J. E. Beauchamp & Co., Montreal,
Frothingham & Workman, Montreal
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal
Merrick Anderson Co., Winnipeg, Man.
Miller-Morse Co., Winnipeg, Man.
Morrison Blackwood Hardware Ltd., Moose Jaw, Sask.
Rice, Lewis & Sons, Ltd., Toronto
White's, Ltd., Collingwood, Ont.

Windshield Cleaner
The Outlook Co., Cleveland, Ohio.

White Lead
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
McArthur Irwin, Montreal
Stewart & Wood, Toronto.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Wipers
Scythes & Co., Ltd., Toronto, Ont.
E. Pullan Waste & Wipers Co., Toronto.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton

Wire
Canadian Tube & Iron Co., Ltd., Montreal
Canada Wire & Iron Goods Co., Hamilton, Ont
Caverhill, Learmont & Co., Montreal
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Montreal
Northern Bolt Screw & Wire Co., Owen Sound
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Wood, Ground
E. B. Eddy Co., Ltd., Hull, Que.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex. McArthur & Co., Montreal, Que.

Wrenches and Accessories
Barcalo Mfg. Co., Buffalo, N.Y.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill.
Plewes Ltd., Winnipeg, Man.
J. H. Williams Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Wrench Sets
Williams & Co., J. H., Brooklyn, N.Y.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
Spielman Agencies, Montreal

Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal

Wrought Washers
The Union Iron & Metal Co., Ltd., Toronto.

Wringers, Hand and Power
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal
Connor & Son, Ltd., J. H., Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
Kribs, Wm. A., Hespeler, Ont.
Nineteen Hundred Washer Co., Inc., Toronto, Ont.
Lewis Bros., Ltd., Montreal
Merchants Hardware Specialties, Ltd., Calgary Alta.
White Mop Wringer Co., Fultonville, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto

Zinc, Sheet
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

PENBERTHY

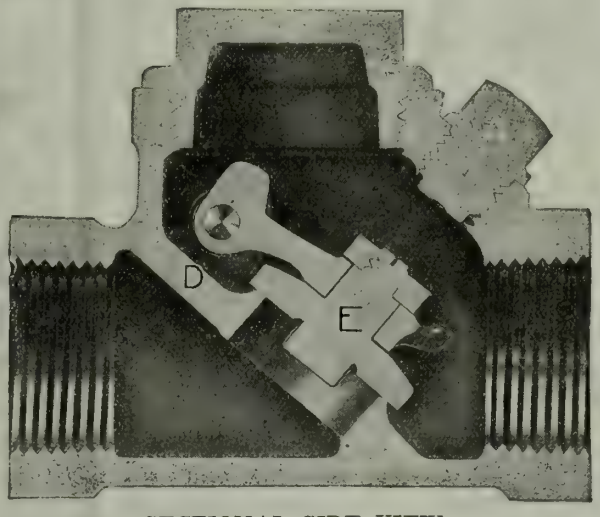
SWING CHECK VALVES



There is nothing safer than a **Penberthy Double Plug, Regrinding Swing Check Valve.**

The "Check Superior," that overcomes **valve prejudice** on steam lines.

It can always be relied upon to work.



SECTIONAL SIDE VIEW

Penberthy Swing Check Valves are substantially and strongly made. Possess a special wear resistant bronze composition disc. Have a liberal thickness of metal in both body and diaphragm.

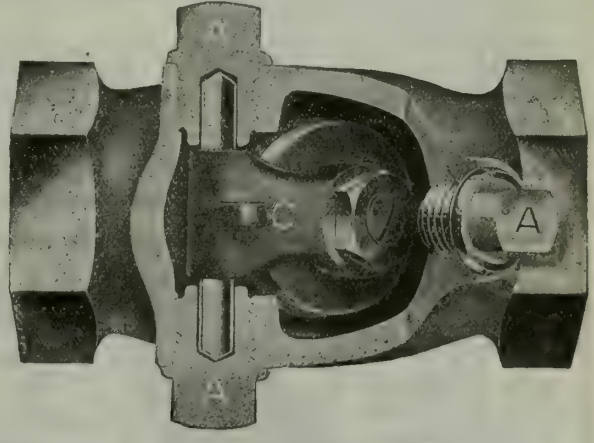
Note the double plug feature; a decided advantage over all other makes. Allows all repairs to be made without removing the valve from the pipe line.

All genuine **Penberthy Checks** bear our trademark and the registered pressure, 200 lbs., is cast on each.

The **Penberthy** name is in itself a **"guarantee of quality."** Engineers, Steamfitters, Plumbers, Purchasing Agents know that.

Cash in on the **Penberthy Reputation** by stocking a line of **Penberthy Valves.**

Regrinding, Compodisk, Check and **Gate Valves**



SECTIONAL TOP VIEW

MANUFACTURERS OF HIGH GRADE BRASS VALVES

PENBERTHY INJECTOR CO,, LIMITED

Windsor, Ontario

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

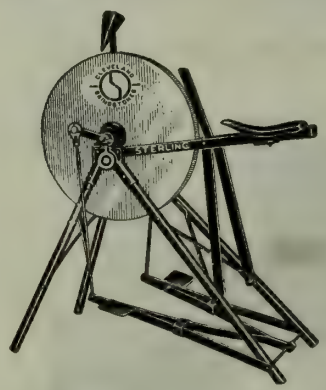
Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machines Oil (for general use).

Automobile Oil and Transmission Greases.



PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG



"HERE IT IS"

Cleveland Grindstones

We own and control 22 quarries, including the only quarry producing the genuine Berea stone, the rock by which all other grindstones for farm and general use are judged.

Through long experience we have the expert knowledge necessary to make intelligent and satisfactory selections of the proper grit best adapted to special requirements.

THE CLEVELAND STONE CO.

UNION BLDG. CLEVELAND, OHIO

Bissett & Webb, Limited, Winnipeg, Man.

Western Distributors

Presto



Ford BODY BRACE

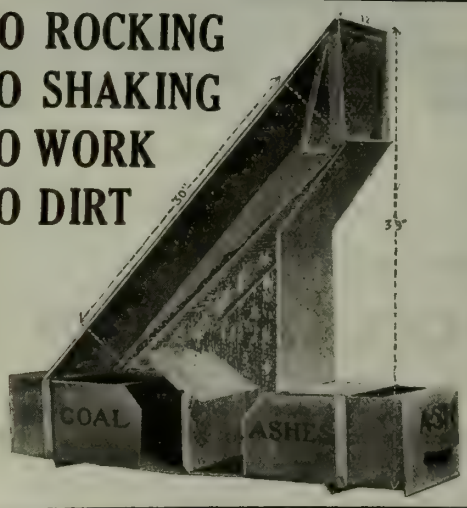
Here is a good selling proposition—good because it really serves the Ford owner and saves him money. The Presto Body Brace and Running Board Support stops side sway, prevents broken springs, holds the body rigid and all mechanical parts in their natural position. **Stops rattling and sagging of running boards and keeps fenders from breaking away from running board.** Doubles the life of the car. Price to dealers in Canada, $3.33.

Write to-day for the Presto Dealer Proposition and catalog of 100 Presto accessories of well-known merit. You will recognize in Presto a real profit-winning, business-building line.

METAL SPECIALTIES MFG. CO.

338-352 N. Kedzie Ave. Chicago, Ill.

NO ROCKING
NO SHAKING
NO WORK
NO DIRT



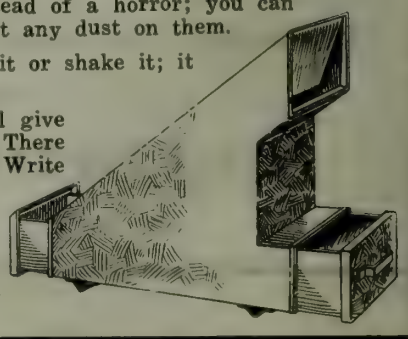
ASH-SIFTERS THAT MAKE SALES

Made of Galvanized Iron with Black Iron Doors, Self-Closing Doors, Removable Screens

This makes ash-sifting a pleasure instead of a horror; you can wear your best clothes and yet not get any dust on them.

It is dustless; you don't have to rock it or shake it; it is self-operating, a child can work it.

We guarantee that this ash sifter will give satisfaction or your money refunded. There are good profits in it for the dealer. Write us to-day for prices and information.



FURNIVAL & CO.

631 Dupont St. TORONTO, ONT.

CANADIAN ASBESTOS COMPANY

MONTREAL **TORONTO**

We carry the most complete stock of Asbestos Goods and Mill Supplies in Canada

Asbestos Paper and Millboard
Asbestos Cements
Asbestos Pipe Covering
Blackote Rubber Roofing
Cotton Waste and Oakum

Sole Canadian Agents:

PEERLESS RUBBER MFG. CO.—Rainbow Packing, Etc.
EHRET MAGNESIA MFG. CO—85% Magnesia Products.
JOSEPH DIXON CRUCIBLE CO.—Crucibles, Graphite-Paint and Plumbago, Etc.
ASBESTOS PROTECTED METAL CO.—Corrugated Siding and Roofing.

TRADE MARK "MORRISCA"

When you see the above Trade Mark on anything pertaining to Fishing Tackle you need have no hesitation in recommending it to your customers.

There is no possibility (except in a few articles) of prices for Fishing Tackle being reduced before next season, so that during the period of transition you would be well advised to place orders well ahead of your every-day requirements.

Orders for future delivery are now being booked, but owing to the great pressure we have had with Government work it will be some time yet before we are able to attain our pre-war output.

Our new General Catalogue is now in preparation, and we are placing on a Register the names of Fishing Tackle Dealers who will obtain a copy on publication. Have you sent in your name? If not, do so now.

In the meantime we invite and welcome your enquiries and will be pleased to quote you for anything we can supply. We are Wholesale only, and all enquiries from consumers direct are referred to the nearest retailer. We don't cut into his business.

Morris Carswell & Co., Ltd.
118 Howard Street, Glasgow, Scotland

The Never-Fail Oil Can for Kerosene

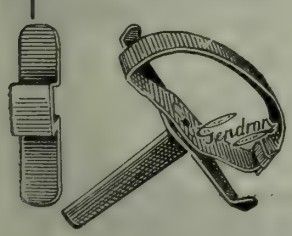
The Never-Fail is clean and convenient. It pumps the oil into a lamp without fuss or muss, and if the lamp becomes too full the pressure of a finger draws the oil back again. The Never-Fail is made of high-grade aluminum-finished galvanized ware, has a capacity of five Imperial gallons, and is absolutely guaranteed. You can't do better than put in a few Never-Fails on trial.

MERCHANTS HARDWARE SPECIALTIES LIMITED
CALGARY

MEHASCO

ANOTHER MEHASCO MESSAGE 26

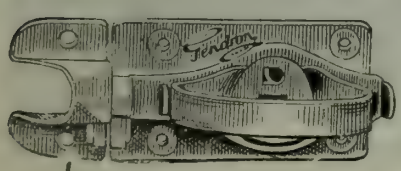




Steel Barn Door Latch

Whitcomb Pattern

A strong, durable, neat, convenient latch, easily adjusted to any door. Has two handles so that door or gate may be opened or closed from either side. Has two catches that hold door or gate open or closed. Enamel finish, with tinned bolt. Fully guaranteed. A rapid seller and profitable, too.



TORONTO Gendron CANADA

We manufacture velocipedes, express wagons, children's autos, toy carts and barrows, bath-room fittings and hardware specialties, etc. Write for particulars and prices on any of our lines.

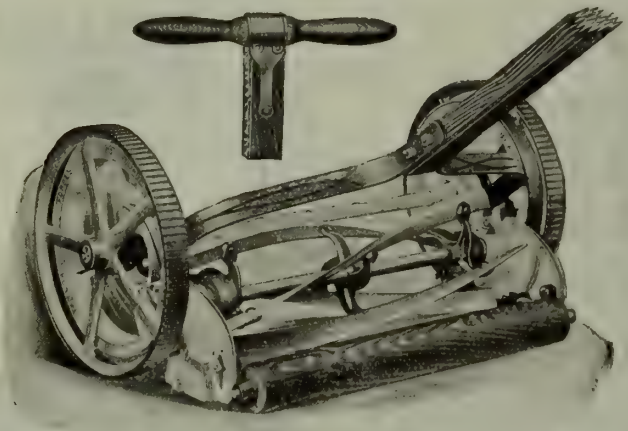
The Gendron Manufacturing Company, Limited
Duchess and Ontario Streets, Toronto, Ontario

Better Kept Lawns

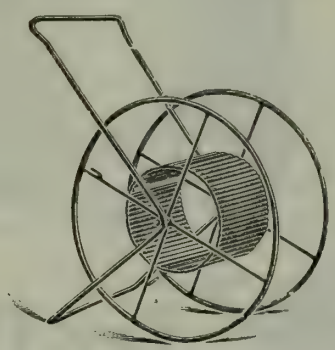
One sure result of the return to PEACE and normal conditions, will be greater attention to the HOME and its surroundings.

The lawn will receive first attention.

LAWN MOWERS, SHEARS, SPRINKLERS, SEATS, SWINGS, HOSE and HOSE REELS will be active selling lines. Your stock is sure to be depleted early in the season. Prepare for the rush by buying additional supplies NOW. Our stock of LAWN MOWERS is large and complete. It includes the two leading lines of *Canadian-Made Mowers,* "BROCKVILLE" and "TAYLOR-FORBES" and the *Best American-Made Mower,* "THE VICTORY." In Brockville Mowers we stock styles "BB," "C" and "K" and in Taylor-Forbes Mowers, "EMPRESS," "WOODYATT," "STAR" and "DAISY."



Our assortment of Hose, Reels, Sprinklers, Nozzles, Shears, and Lawn Furniture is complete and is all quality goods.







Don't lose sales for lack of Stock when a Mail Order to us will bring you what you need.

WHITES LIMITED
WHOLESALE HARDWARE & METALS
COLLINGWOOD - - ONTARIO

London Bar Iron

Has a reputation in the Canadian market, thoroughly established for the last eighteen years.

Compares in quality with the best imported brands, but is considerably lower in price.

Copy of tests made by Strength of Materials Laboratory (University of Toronto) March 27th, 1918, prove our claims as to quality.

	9-16 Sq.	⅞ Rd.	1 Sq.	1½x⅜
Elastic Limit, per sp. in...	39.000	33.300	33.000	35.300
Ultimate Strength	54.600	54.300	52.000	50.000
Elongation in 8 in.	25%	27%	29%	26%
Reduction	47%	49%	50%	50%

Sales Agents: Manitoba. Bissett & Webb, Ltd., Winnipeg; British Columbia, McPherson & Teetzell, Vancouver.

All wholesale hardware dealers carry **London Bar Iron**

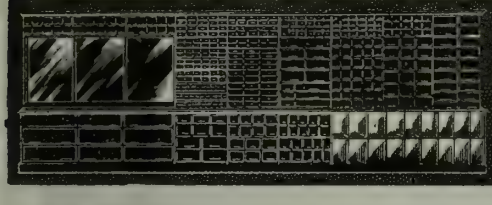
Drop us a line for full particulars and prices

Manufactured in Canada by

London Rolling Mills Co.

LIMITED

LONDON, CANADA

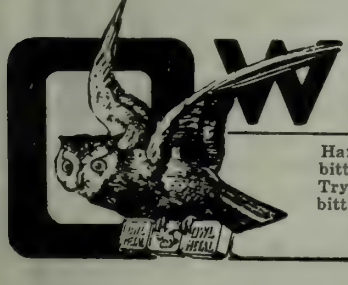


Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is up-to-date. Prices right.

CAMERON & CAMPBELL. Manufacturers

Toronto, Canada



OWL METALS

Hardware Dealers who at one time hesitated on the Babbitt Metal question now find that Owl Metals pay the rent. Try selling Owl Traction Babbitt for Tractors. Owl Babbitt Metal for Thrashers.

OWL METAL CO., LIMITED, WINNIPEG



The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

MADE BY

A. SHAW & SON, London, England.

Hale Brothers, Canadian Agents, 3 St. Nicholas St., MONTREAL

IN THE Financial Post THIS WEEK

IMPLEMENTS FOR IRELAND

REPRESENTATIVES of the Irish Co-operative Agricultural Society, now in Ottawa, have concluded arrangements for the purchase of a large quantity of agricultural machinery. This order was placed with the Frost & Wood Co. of Smiths Falls, Ontario, and will be put in hand at once. It is learned that other orders from the Co-operative Society—orders of considerable magnitude—will follow very shortly.

Francis H. Whitton of the Steel Co. of Canada on Keeping the Wheels Turning

"There may be justification for criticism in regard to dissatisfaction and strikes in time of plenty, but when it comes down to trade conditions as at the present time, caused by no fault of either the employer or employed, it is time for a consultation to diagnose the situation seriously and call on every source of possible assistance to provide a remedy and no one can escape the personal responsibility to play his part to the full. Our fighting men have proved their metal, our generals have led their forces to a successful issue and I say if our Canadian citizens will do their part in the same spirit through the whole ranks of manufacturers, consumers and distributors of Canadian products, the industrial forces, both employers and workmen, will put forth efforts that will result in Canadian commerce taking on life to a degree that will provide employment and build up business prosperity and confidence."

Besides the important article from which the above quotation is made, THE POST this week deals with the following amongst

OTHER SUBJECTS OF INTEREST

No Longer Need Bonus for Mining Gold
Big Increase for Canadian Manufacturers
Mining Engineers of Two Countries Want More Unity
Uncertainties Ahead for Steel Industry
Four Per Cent. Dividend for Laurentide Power
Woods Manufacturing Co. Did Business of $12,000,000
Holding Company Again Mooted for Laurentide
Shawinigan Co. Shows 28 Per Cent. Gain in 1918 Output
Good Results for Maritime Province Cos.
Western Cities Continue to Show a Falling Off
Dominion Life Finished 1918 in Strong Position
Disgruntled are the Poor Risks With Banks
Standard Bank Profits Reach New High Level
Business Men Still Needed
The Danger of Thinking in Millions
Bond Market Continues on Quiet Side
Seven Houses Underwrite New Tram Power Issue
Dominion Power Showed Record Gross Earnings
Cement Earnings Likely to be Less
1917 Eclipsed Former Years for Minerals
Sovereign Life Weathers Trying Period
Montreal Loan Made 14.3 Per Cent. Net on Capital
Main Principles for Solution of U.S. Rail Problem

Fill in this Form and keep in Touch with Canadian Affairs.

The MacLean Publishing Co.,
143-153 University Ave., Toronto.

Send me THE FINANCIAL POST every week till further ordered. I will pay subscription price, $3.00 per year, on receipt of bill or you may draw on me for this.

Name .....

Address .....

.....

WHY have our sales increased 200% over last year?

BECAUSE our prices, quality equal, are 10% lower than others

OUR GRADES

Colored---1B, 1A, 7, 1, 5

White---Jap, XC, X, XX, XXX

ACME WASTE MFG. CO.

LIMITED

482 WELLINGTON ST. W., TORONTO

5 Queen Street, Montreal 1206 McArthur Bldg., Winnipeg

C. KLOEPFER, LIMITED

Edward Halloran, General Manager

44-50 Wellington St. East, TORONTO

Factory at Guelph, Ont.

We solicit your enquiries on—

IRON and STEEL

CARRIAGE HARDWARE and AUTOMOBILE ACCESSORIES

BLACKSMITHS' HARDWARE and SUPPLIES, Etc.

Prompt attention and quick delivery assured.

SOLASTIC ROOF CEMENT

AGENTS WANTED

A waterproof, elastic and pliable compound applied with a putty knife or trowel.

GENERAL PURPOSE BLACK

A durable, elastic paint, heat and weather resisting, suitable for Roofs, Metal Buildings, Fences and all Woodwork.

ALPINE WOOD PRESERVATIVE or SHINGLE STAIN, made in various colors. Cheap but reliable.

Sole Makers:

ALPINE CHEMICAL CO., DUKE ST., TORONTO



J.E.B. Quality CO.

Ideal Veneer Chair Seats

Of all sizes and styles. Write for our Catalogue A.

J. E. Beauchamp & Co., Montreal

Agents at Vancouver, Winnipeg, Toronto, Quebec, St. John, New York

ELEY BROTHERS, LTD.

specialize in the manufacture of the following articles at the lowest prices:

SHAVING STICK CASES

OVAL AND ROUND TOPS

for Powder Tins, Cruets, Dredgers, etc.

METAL BOXES

for Dentifrice, Soap Tablets, etc.

FERRULES

for Walking Sticks, Whips, Bamboo Fittings, etc.

PENCIL FITTINGS

in any of the following metals: Brass, Copper, or White-metal (nickel or silver plated), Aluminium and Jewellers' Metal (Tombac.)

Eley Bros., Ltd. (Dept. 21) **Edmonton, London, N**

For All Kinds of Spraying

Market gardeners, poultry keepers and house decorators will find the

O-K-SPRA

supreme as an all-round handy and effective hand sprayer.

The curved lance saves tiresome back bending, and the non-clog nozzle prevents clogging. Let the people know you have it, and see how readily they recognize its superior points.



The Canadian Potato Machinery Co.

Limited

GALT, Ontario

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

HEAVY HARDWARE

MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

Get Ready for Official Peace Celebration

All Wool Bunting **FLAGS** *Write for Prices*

OF ALL NATIONS NOW IN STOCK

FINNIE & MURRAY, LTD.

WINNIPEG, MANITOBA

Manufacturers of Tents and all Canvas Goods

Look for the full name

Russell Jennings

stamped on the round of our

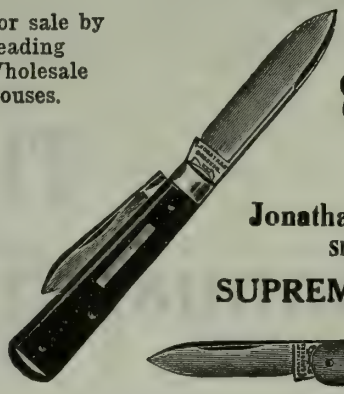
Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.

CHESTER, CONN., U.S.A.

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son

Sheffield, England

SUPREME CUTLERY



JOSEPH RODGERS & SONS

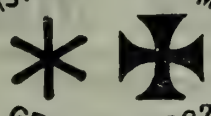
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that the exact mark is on each blad

REGISTERED TRADE MARK



GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

BUR-NOR HATCHETS

WITH STEEL HANDLES

A Handle that doesn't break.
A Blade that keeps its temper.

15 Different Styles.

Make inquiries to-day about it.

BURGESS-NORTON MFG. CO.

GENEVA, ILL.

Representatives for Quebec and the Maritime Provinces:
HARDWARE AGENCIES, SOUTHAM BUILDING, MONTREAL

R. JOHNSON, CLAPHAM & MORRIS, LTD.

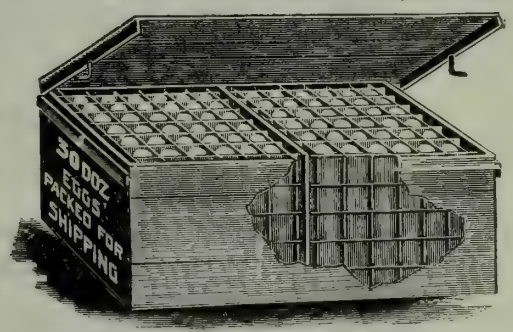
HARDWARE FACTORS
24-26 LEVER STREET
MANCHESTER - ENGLAND

Invite correspondence direct from Canadian Manufacturers of Builder's Hardware, Woodenware, Handles, Shelf and Heavy Hardware for immediate purchase and shipment to the British Market.

Address all correspondence to

Mr. R. A. COWMAN, c/o. the above Company

THE MILLER BROS. CO., LIMITED



Manufacturers of
White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.

20-38 DOWD STREET, - MONTREAL, CANADA

EASY MONEY FOR DEALERS BY SELLING

Presto Patch

5-Minute Vulcanizer

Every Machine Guaranteed

SO SIMPLE SO PERFECT
NO GASOLINE NO CEMENT

Patches Made in 3 Sizes

PRESTO PATCH CO.

122 VICTORIA ST. - TORONTO

HARDWARE



H.R.S & Co.

HEAVY AND SHELF

METALS

OF ALL DESCRIPTIONS

LOOK FOR THE FLAG AND CROWN MARK

HENRY ROGERS, SONS & CO., LTD.

Established 112 Years

WOLVERHAMPTON, ENGLAND.

The Big Annual Spring Buying and Directory Number of HARDWARE AND METAL

Canada's National Hardware Weekly

will appear on

March 22

The advertisements in HARDWARE AND METAL'S Annual Spring Number are salesmen who are right on the job when Canadian hardware merchants are placing the biggest orders of the year.

Hardware buyers in Canada hang up their copy of HARDWARE AND METAL'S Spring Number, close beside their desk. A cord is inserted in the upper left-hand corner for this purpose.

Impress buyers with the importance of your firm and the quality of your goods! Make the impression strong and lasting by using big space in the biggest and best annual issue of any Canadian trade paper.

There is scarcely a hardware store of importance in any part of Canada where you will not find HARDWARE AND METAL.

CROWBARS



No. 102-A—CHISEL POINT

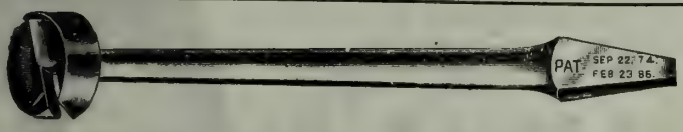
We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufac of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for Machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

REPRESENTATIVES WANTED EVERYWHERE

We have been manufacturing awnings for over FORTY years and honestly lay claim to being experts in our line. We guarantee QUALITY, FIT and WORKMANSHIP EQUAL to ANY and SUPERIOR to MOST awnings made by other manufacturers. Business in this line can be developed locally by agents in touch with new buildings and alterations. If we are not represented in your locality we are open to appoint an agent—preferably in the hardware trade. Good commissions. Samples and quotations on application.

J. J. TURNER & SONS, LIMITED - PETERBOROUGH, ONT.



The Peterboro Lock Mfg. Company, Limited

Peterboro, Canada

ESTABLISHED 1885

Manufacturers of **BUILDERS' HARDWARE**

Ship Hardware, Saddlery Hardware, Padlocks, Door Checks, Brass and Iron Castings, Stampings and other Hardware Specialties.

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright annealed, oiled and annealed.
Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.
FENCE STAPLES—WIRE NAILS—WOOD SCREWS
PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

Mention this Paper When Writing to Advertisers



THE "BAILEY" IRON PLANE has been the STANDARD for over FORTY YEARS and has always maintained the leading position.

We are the sole manufacturers of the "BAILEY" PLANE. Every Plane has the name "BAILEY" and the number cast in the bottom and the name "STANLEY" is stamped on each cutter.

Always insist that your stock consists of Planes made by THE STANLEY RULE & LEVEL CO., which carry with them a GUARANTEE backed by a Company that has been manufacturing Carpenters' and Mechanics' tools for over half a century.

Made in Canada

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

VOL-PEEK

A Fast Seller with Big Profits

15 cents

Vol-Peek is the most rapid seller you can place on your counter. It sells on sight. Our bright colored display stand will make many sales for you. Vol-Peek mends kitchen utensils at **½ cent per mend.** Pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary and guaranteed satisfactory.
Sold and advertised all over Canada. Write to-day for a display stand of 24 packages, $2.25. 60% profit for you.

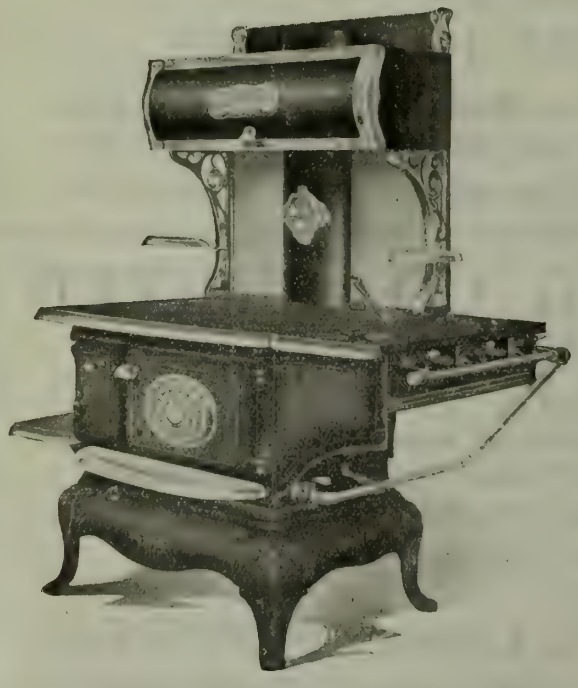
Order through your jobber or direct to—

N. NAGLE & CO.
(Owning and operating Vol-Peek Mfg. Co.)
BOX 2024, MONTREAL, CANADA



COSTS ONLY ½c FOR EACH MEND

Souvenir Combination Coal and Gas Range



Burns any kind of fuel, gas, coal, coke or wood. May be changed from coal to gas in less than one minute. No tools required to make change. Even the gas burners remain in place when coal is used. All cast iron, nine-hole range, six holes for coal and three for gas. One oven for both fuels. Guaranteed Baker.

THE
Hamilton Stove & Heater Co.
LIMITED

Successors to
GURNEY, TILDEN & COMPANY, LIMITED
HAMILTON, ONT. Established 1843

Branches: 134 1-2 Higgins Ave., Winnipeg; 167 McGill St., Montreal

AGENCIES & SHOW ROOMS:
Charles Rankow, Durban, South Africa
Webb Brothers, Denerara, British Guiaua
Edward LeBas & Company Inc., 64-68 Broad St., New York, N.Y.

Chair Seats---In Three Ply Veneer Staple Patterns



Every C.V.C. chair seat is made of best material, well glued, nicely formed and carefully bored; corners of seats well rounded, edges smoothed, sand-papered and finished with real church pew varnish.

Ask for samples, and compare with any other make.

Canadian Veneering Co. Inc.
Acton Vale, Quebec

Distributors: Richardson & Bureau, 55 St. Francois-Xavier St. Montreal

The Shingle Stain

Soligum
WOOD PRESERVATIVE & STAIN

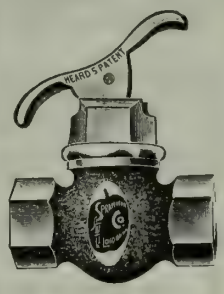
Made by Major & Co. Hull, Eng.

Retails: Browns $1.30, Greens and Reds $1.60 per gal.

Send For Agnts' Terms

Distributors:
STURGEONS LIMITED
TORONTO

Can You Fill These Orders ?







WHEREVER there are farmers, there are Spramotors, and wherever there are Spramotors there is a good healthy trade in parts and accessories. Right around you are

Spramotor
It isn't a SPRAMOTOR unless we made it

owners. Some will want a new machine. Others—many of them who have never sprayed before—are good prospects for a substantial sale RIGHT NOW. We make a Spramotor for every need, from $7 up to $400. Why not handle the best? Write for details of our agency proposition and secure a line that is GUARANTEED and will do credit to your store.

Spramotors Limited
6043 King Street, LONDON, Canada

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World
OFFICES IN CANADA:

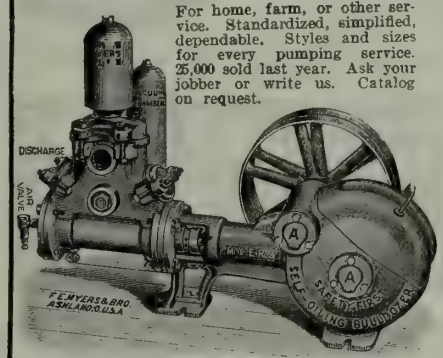
Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.
Victoria, B.C.	Sydney, N.S.

Reputation gained by long years of vigorous, conscientious and successful work.

Thomas C. Irving General Manager Western Canada
TORONTO

MYERS POWER PUMPS

For home, farm, or other service. Standardized, simplified, dependable. Styles and sizes for every pumping service. 25,000 sold last year. Ask your jobber or write us. Catalog on request.



F. E. MYERS & BRO., ASHLAND OHIO



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

"WELLINGTON"

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

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NOVA SCOTIA STEEL & COAL CO., Limited

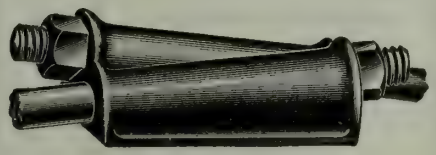
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



Malleable Iron Lugs

SILOS TANKS
WOOD PIPE LINES

Variety of patterns, using round and flat bands.

Otterville Manufacturing Co.
LIMITED
OTTERVILLE, ONT.

Help Wanted

An ad for help in the Classified Advertising Section will bring the right kind of replies.

Try It Out.

Hardware and Metal
Classified Advertising Section
143-153 University Ave., Toronto



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

BRASS CHECKS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD
HAMILTON, ONT.

BATH ROOM FITTINGS

K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

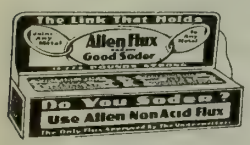
AUTO ACCESSORIES

STOVE MICA

All sizes of Clear Mica in stock for immediate shipment.

Price List on Application

Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.



Your Sales of Allen non-acid Sodering Fluxes can easily pay all the expense for both soder and flux in your own repair shop, besides going a long way toward paying the wages of a good repair man. Our handsome counter display carton will help, mightily.

Send for circulars and prices.

Bissett & Webb Ltd. 126 Lombard St.
Winnipeg Man.

STERLING

Hack Saw Blades and Machines

Manufactured by

Diamond Saw & Stamping Works
BUFFALO, N.Y.

Handle Specialists

Our handles are made out of the best grade Second Growth air-seasoned timber for Pick, Axe, Sledge and Hammer. Quality, Shape and Finish unexcelled. They Look Well, Sell Well and Last Well.

St. Marys Wood Specialty Co., Ltd.
St. Marys, Ont., Canada

TRADE SAWYER MARK Registered

STITCHED CANVAS BELTS

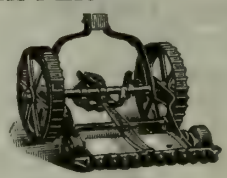
"THE QUALITY BELT"

PLEWES LIMITED, Distributors, WINNIPEG

A good concern to do business with

THE CLIPPER

There are three things that destroy your lawn: Dandelions, Buck Plantain and Crab Grass. In one season the Clipper will drive them all out. All dealers should investigate selling possibilities. Drop us a line and we will send circular and prices.



CLIPPER LAWN MOWER CO., Dixon, Ill.

GLUE

For all purposes, none better made, all qualities. Send for list prices and samples.

DOMINION GLUE & EMERY CO.,
268 Centre St., Montreal.







The PARMENTER BULLOCH CO., Ltd.

GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

TENTS, AWNINGS

FLAGS ALL SIZES, ALL KINDS

Lumbermen's, Sportsmen's, Hunters' and Campers' Complete Outfits. Clothing, Footwear, Supplies and Accessories.

Send Postcard for Catalogue

GRANT, HOLDEN, GRAHAM LTD.
OTTAWA, CANADA





DOON TWINES, LIMITED

KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.





We make Canvas Covered and All Wood Canoes Skiffs, Motor Boats and Toboggans

The Peterborough Canoe Co., Limited
Peterborough, Canada

Wanted

POSITIONS WANTED

RETURNED OFFICER DESIRES POSITION. Executive and selling experience. Also the manufacturing of builders' and general hardware. Box 195, Hardware and Metal.

RETAIL HARDWAREMAN WITH OVER FIFteen years' experience and not afraid of hard work, wants position as manager of branch store, Alberta preferred. Good references. Box 209, Hardware and Metal.

YOUNG HARDWAREMAN DESIRES POSItion. Fifteen years' retail experience. A1 salesman and stockkeeper. Best of references Box 218, Hardware and Metal.

HARDWARE SALESMAN OR MANAGER.—We have in our employ a young married man who will be giving up his position on March 15th to a returned soldier, a former employee. Anyone wishing a first-class salesman and window dresser or manager of a hardware store would do well by writing Fred. W. Karn, hardware merchant, Woodstock, Ont.

MISCELLANEOUS

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

MERCHANTS' STATIONERY. — 150 EACH — Letterheads, Envelopes, Statements and Shipping Tags,—Post paid anywhere in Ontario, $5.00 —other provinces, $5.25—The Farmers' Printery, Beaverton, Ontario.

STOVE REPAIRS FOR ADMIRALS, CLIMAX, Pen Esthers, Acmes, Crown Hurons, Garlands, Colonials, Marvels, Silver Kings, Souvenirs, Imperial Oxfords, Jewels, Peninsulars, Sterlings, Oak Laurels, Sunlights, Pandoras. Write for full list of stoves and prices. Grundy Bros., Strathroy, Ont.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fensome hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis Fensome Elevator Co., Toronto.

TRANSLATIONS

ENGLISH INTO FRENCH. COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

FOR SALE

FOR SALE—UP-TO-DATE HARDWARE BUSIness in village situated in splendid farming district of Western Ontario. Stock and fixtures about $11,000, including a quantity of builders' hardware bought at old time prices. Good chance for reliable man; best reasons for selling. Box 193, Hardware and Metal.

HARDWARE BUSINESS FOR SALE, IN thriving Ontario city; $14,000 stock and fixtures at a bargain. Good reasons for selling Apply Box 219, Hardware and Metal.

ABOUT 30 GALS. MINERVA PAINT IN DIFferent shades in quart, pint and half pint sizes. Reason for selling, have two lines paint and want to confine business to one. Price, 25 per cent. less than present cost. For particulars apply to Box 24, Alvinston, Ont.

STOCK OF TINSMITHS' TOOLS AND MATErial—Owing to the death of the proprietor, the late A. H. Stillman, the above is offered for quick sale. Only tinsmith shop in village of 700 population. Shop can be leased. Low rent. Splendid opportunity for practical man wanting a business. $500 will handle this. Address, Mrs. A. H. Stillman, Warkworth, Ont.

OLD ESTABLISHED PLUMBING, SHEETmetal and electrical business, with or without stock of stoves and tinware, will be sold on easy terms to a responsible buyer. Good town in the best farming district. Good opportunity for returned soldier to set up for himself. Apply Box 210, Hardware and Metal.

HARDWARE, STOCK FORTY THOUSAND; long-established; fine town, handsome store, favorable lease. Death of owner forces sale. Attractive price and terms. J. P. Lawrason, Business Broker, 25 Toronto Street, Toronto.

FOR SALE AT ONCE—FIRST-CLASS HARDware stock, store and dwelling in good Ontario village. Clean, staple stock, about $6,000; property, $3,500. No opposition. Good reason for selling. Box 207, Hardware and Metal.

HARDWARE, STOCK TWELVE THOUSAND; long-established, and doing extensive business; progressive town. If interested, let me tell you why owner will accept seventy-five cents on the dollar. Great snap. J. P. Lawrason, Business Broker, 25 Toronto Street, Toronto.

FOR SALE—SET OF STEAMFITTER'S AND sheet-metal working tools. In better condition and more complete than the average. Apply Box 212, Hardware and Metal.

UNIVERSAL ELBOW PATTERNS CAN BE SET in one minute to make any size elbow up to 12 inches, at any angle. We have six of these patterns for sale at $10.00 each. Chapman & Flinn, Ltd., Amherst, N.S.

WANTED

WANTED—HARDWARE BUSINESS IN LIVE town in good farming community. Stock about six thousand. State full particulars. Box 222, Hardware and Metal.

Brass Tubes

HOSKINS & SEWELL LTD., BIRMINGHAM, England, invite applications from established firms with Selling Organizations in Canada to act as their Agents for the sale of Brass Tubes for the Bedstead, Coach Fittings, Chandelier and Electrical Trades.

HELP WANTED

WANTED—MEN WITH SOME SELLING EXperience to take charge of plumbing and electrical shop. Would be expected to run the business. Would prefer one with small capital, but ability and good references come first. Good opportunity for returned soldier. Apply Box 213, Hardware and Metal.

FOREMAN WANTED FOR TINSMITH AND plumbing shop in Maritime Provinces. Apply Box 208, Hardware and Metal.

WANTED—FIRST-CLASS HARDWARE CLERK and window dresser. Must be hustler. Box 221, Hardware and Metal.

Business Opportunities

OLD-ESTABLISHED HARDWARE STORE IN a Central Ontario town. Proprietor desirous of retiring from business and with this end in view, wants to take in a partner, with a view to ultimate purchase. Good, clean stock and first-class connection. Splendid opening for an energetic young man. Central location in a large community—business has been established for thirty-five years. All applications will be treated as strictly confidential. Apply Box 220, Hardware and Metal.

EXECUTOR'S SALE

by Tender of Commercial Property and an Old Established Hardware Business

In the matter of the Estate of the late Wm. Strachan of Ottawa, Hardware Merchant.

The valuable commercial property on the corner of Booth and Queen Streets West, Ottawa, Ontario, consisting of three stores, two apartments, two dwellings and a two-storey stone store house and stable in rear; also an exceptionally well-assorted stock of hardware.

This is a very prominent situation, being on a street railway transfer corner.

This business, established for thirty years, is without doubt one of the best hardware locations in Eastern Ontario. An exceptionally fine business has been done here, and it is an unusual opportunity for some live man.

Tenders will be received by me up to three o'clock P.M., on Saturday, the fifteenth day of March, 1919, for the purchase of the property and hardware stock, either en bloc or separately. The buildings, stock, etc., may be inspected any time up to the closing of the tenders.

A marked cheque for Five Thousand ($5,000.00) Dollars, payable to the Estate of Wm. Strachan, must accompany each tender.

The highest or any tender not necessarily accepted.

Cheques will be returned to unsuccessful tenderers.

Further information regarding terms, etc., may be obtained upon application at my office.

WM. A. COLE,
63 Sparks Street,
Ottawa, Ont.

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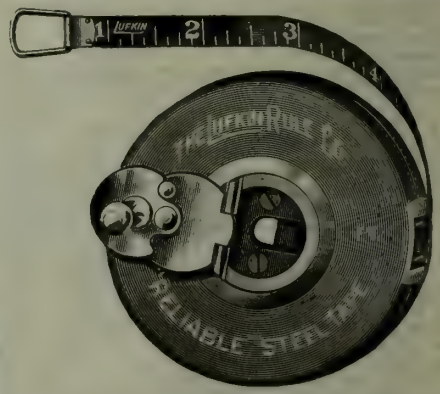
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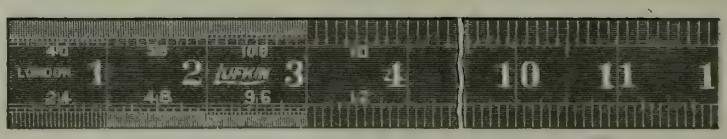
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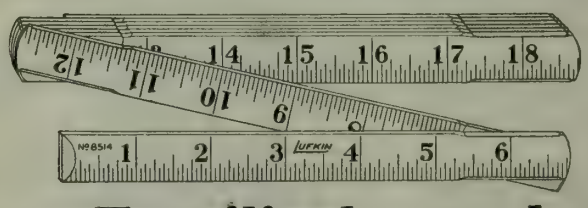
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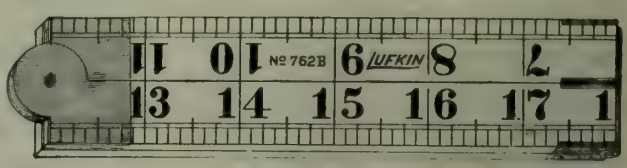
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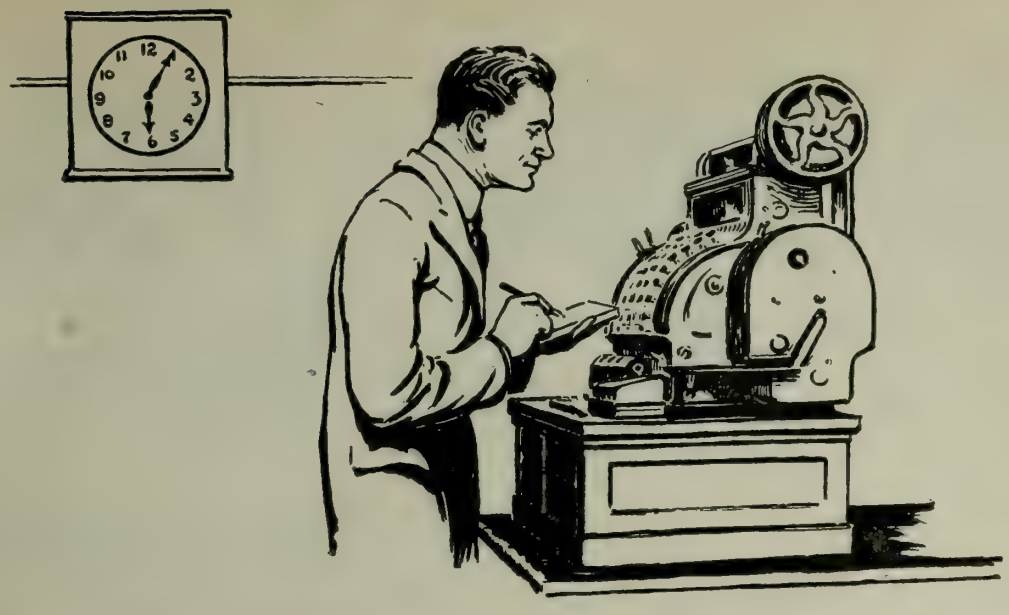


Familiarly and Favourably Known

Embody Many Improved, New and Exclusive Features.

Accurate THE LUFKIN RULE CO. OF CANADA, LTD. Reliable

WINDSOR, ONT.



Complete information about the day's business just as soon as you want it

That's what a modern National Cash Register will give you. At closing time a glance at your register will show many things.

1. Total amount of merchandise sold.
2. Total cash received for goods.
3. Amount of your charge sales.
4. Detailed record of cash received on account.
5. Detailed record of cash paid out.
6. Amount of each clerk's sales.
7. Number of customers each clerk waited on.
8. Total number of transactions made during the day.

All these figures are there before you—absolutely accurate and reliable because they have been recorded *by modern machinery*

You cannot afford to be without the valuable information that an up-to-date National Cash Register will give you.

The National Cash Register Company of Canada Ltd.,
Toronto, Ontario
Offices in all the principal cities of the world



A New Product, Easily Sold

Millions of pairs of Neōlin Soles in active service have proved Neōlin to be the hardest-wearing sole material made.

Neōlin Soles mean comfort, flexibility, waterproofness and long wear.

Over four hundred shoe manufacturers equip their product with Neōlin Soles.

Canadian men and women have proved Neōlin qualities for themselves. They have the confidence in it that comes from actual experience.

Now a master advertising campaign is driving home the merits of Neōlin Half-Soles — the half-soles with all Neōlin's advantages; that may be nailed or sewn on worn shoes.

Many of your thrifty customers who repair their own shoes have tested Neōlin. They will want Neōlin Half-Soles for their repair work. Others have heard of Neōlin economy and will welcome your suggestion that Neōlin Half-Soles will put new life into their worn shoes.

Get your share of this convincing advertising. Order a supply of Neōlin Half-Soles at once. Display them in your window. They will draw trade and add a new profit-maker to your business.

Neōlin Half Soles are packed in an attractive display carton containing a dozen assorted sizes. Order from your wholesaler.

The Goodyear Tire & Rubber Company of Canada, Limited

Neōlin Half Soles

HARDWARE AND METAL

Vol. XXXI
No. 10

PUBLISHED EVERY SATURDAY SINCE 1888

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

March 8
1919



1864---1919

FIFTY-FIVE YEARS RECOGNIZED

THE

STANDARD

"The Kind Your Grandfather Used"

NATURE GAVE FLAX THE BLUE FLOWER AND LIVINGSTONS GAVE LINSEED OIL THE BLUE BARRELS

Livingston Brand

BEST IN QUALITY MOST RELIABLE
GUARANTEED ALWAYS

The Dominion Linseed Oil Company, Limited

Baden
Montreal
Toronto
Winnipeg



HARDWARE AND METAL, March 1st, 1919. Volume XXXI., published every Saturday. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

Apply the Ideas You Learned At the Convention

From the addresses you heard at the Convention Meetings, and the informal talks with other hardware men around the corridors, you picked up a lot of ideas for improving your business.

Lose no time in putting these ideas into practice. Right now, while they are fresh in your memory, use those ideas to lay your plans for a bigger business in 1919 — and a more profitable business.

WHAT ARE YOU GOING TO DO ABOUT INCREASING YOUR SALES?

Here is a line on which you can practise your selling ideas with the best possible prospects of success.

O-Cedar is nationally used and advertised—your selling effort is reduced to a minimum.

O-Cedar carries a handsome profit, and *sells at the same prices everywhere.*

O-Cedar will fit into your advertising and display plans. We furnish free electros and display material to help you.

O-Cedar is a great repeater. The average family will buy once a month. Keep it constantly to the fore.

O-Cedar will help you to sell other goods, because it will keep people coming to your store.

Put your best efforts behind *O-Cedar* and watch it move!

Order from your Jobber





The Channell Chemical Company, Ltd.

369 Sorauren Ave. - Toronto

O-Cedar Polish

REG. CAN. PAT. OFFICE



Soon be time for lawn and garden tools and —

GOODYEAR CORD HOSE

--the kink-free, trouble-proof hose, built for real service

Only a few weeks and the call of the back-yard garden will come—the green of the lawn will show the need of a thorough clean-up.

Don't wait until the call comes to place your order for garden needs, but have your stock ready to meet the demand.

Look over your carried-over stock of garden hose, lawn rakes, lawn mowers, grass shears, lawn rollers, garden rakes, hoes, spades, "D" handle spading forks, etc., and sort up.

Among other well-known lines we call your attention to the following:





LAWN MOWERS

Dille & Maguire, Taylor-Forbes and Philadelphia makes.

Goodyear Cord Hose

—the oversize hose (5/8") which gives 25% more water than 1/2" from the same house service.
—the hose that stands rough usage, such as dragging over rough sidewalks, around corners and trees.

Because—it is made for service; built of strong, pliant cords, each embedded in pure rubber—cannot crack, leak or kink. Made on the same construction plan as cord tires.

We also carry a full range of other well-known makes of garden hose.



J. D. Lawn Rake

—the rake that strips the dandelion and cleans the lawn without injury to the roots of the grass.

Ask the Rice Lewis representative for prices on the above lines when he calls or write direct

RICE LEWIS & SON, LIMITED

VICTORIA STREET, TORONTO

UNIVERSAL

Pocket Knives For Every Man

Each UNIVERSAL Pocket Knife has behind it an experience of over half a century of high grade cutlery making.

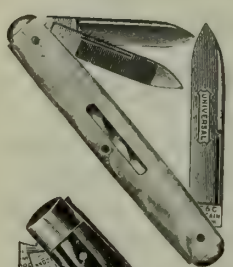
The blades are made from the highest grade selected steel, properly forged and tempered under an exclusive process which assures a uniform hardness best suited to long and severe usage.

Handles are of "Perfected Stag" Pearl, "Ivory" Wood, etc. Every desirable size and pattern at prices to suit every purchaser.

"MASTER CUTLERS FOR OVER HALF A CENTURY"

LANDERS · FRARY & CLARK

· NEW-BRITAIN CONNECTICUT ·



Pearl Handle
No. 73276



Stag Handle
No. 021043/4

CANADIAN REPRESENTATIVES:

A. MACFARLANE & CO., LTD.

MONTREAL QUEBEC

TRADE MARK

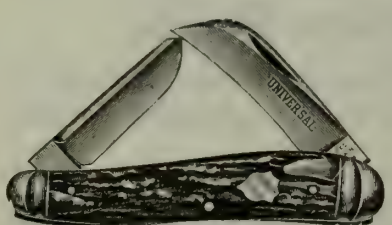
UNIVERSAL



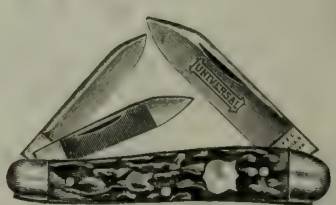
Stag Handle
No. 42490



Stag Handle
No. 03185



Stag Handle
No. 02221



Stag Handle
No. 0388

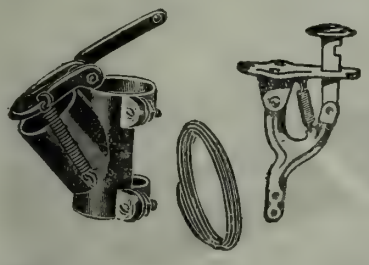


Stag Handle
No. 022143/4

Again We Want to Tell You About
AUTOMOBILE SUPPLIES

Write for our new Catalogue---"JUST OUT"

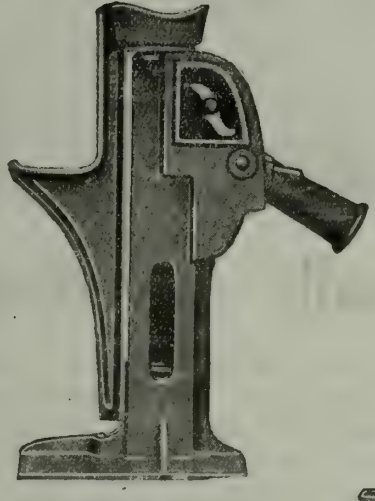
We do not carry the ordinary stock of Automobile Supplies of a Hardware Jobbing House. With us it is a separate Department, complete in all particulars.







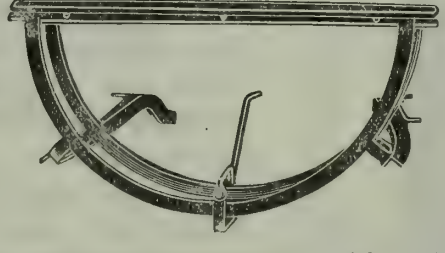












If you buy Automobile Supplies, you will find, in our new Catalogues, that we have illustrated every article, and every illustration is exactly true to the goods it represents. This book was built with the intention of making it of the greatest assistance possible, to dealers, in making up their mail orders.

Don't place your orders for AUTOMOBILE SUPPLIES until you have seen this Catalogue and gotten our prices. We ship mail orders promptly.

LEWIS BROS., LIMITED, MONTREAL

WHOLESALE DISTRIBUTORS EVERYTHING IN HARDWARE

RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES

SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS



The Nationally Advertised Hack Saw

Star Hack Saws are being advertised nationally in a larger way than any other tool. The schedule of full page ads in the Saturday Evening Post is now being increased to double pages at a cost of $10,000 a piece—a yearly advertising appropriation on Star Blades of more than $100,000.

There are big possibilities in the sale of Star Blades to factories and smaller shops, to plumbers, steam-fitters, iron workers, electricians, garage men and every mechanic who cuts metal.

If you get behind the green box with the black label, Star Blades will move now as hack saws never moved before. Our advertising is making Star Hack Saws, for so many years the leading blades, more than ever the dominating hack saws.

Be sure you get your share of Star Blade profits.

Our popular handbook "How to Sell Tools" will be sent free for the asking.

MILLERS FALLS CO.

MILLERS FALLS, MASS.



APPEARANCE COUNTS

Your customers would never stand for unsightly front doors on their dwelling houses. Point out to them how "appearance counts" too on Garage Doors.

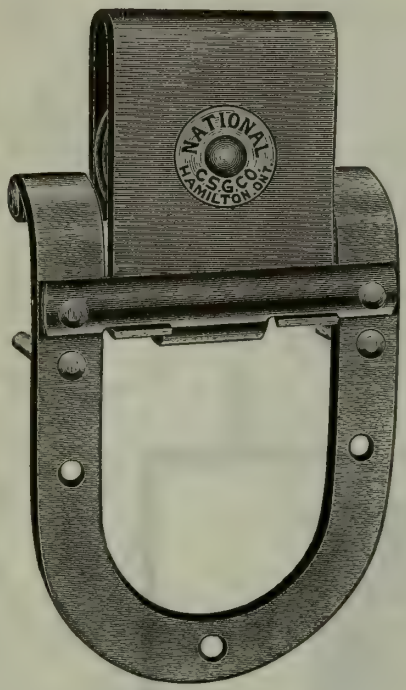
Our 805 Garage Door Sets

will enhance the appearance of any garage. Note the absence of any structural iron work, and how one door opens without disturbing the other. An easy working garage door set, hanger operates on a swivel, and turns on the track without sticking or binding, and doors are absolutely weather tight.

Set No. 805 includes: No. 29 Latch; 1 only Swivel Hanger; 6-foot Braced Rail; 4½ pair 4 x 4-inch Jap. No. 505 T.P. Butts; 1 only No. 820 Chain Bolt; 1 only No. 830 Foot Bolt; 1 only No. 5 Pull; 1 only 4½-inch No. 30 Saftey Hasp. All necessary bolts and screws. Comes packed in the "unusual national way." Japan finished. Write for prices, etc.

NATIONAL MANUFACTURING CO., STERLING, ILL.

THE NATIONAL HANGER



The King of Flat Track Hangers

Runs on The Famous NATIONAL Track

Has ROLLER BEARINGS

The Easiest Hanger in the world to "put up."

The Dominion-wide reputation that **The NATIONAL** enjoys is the best proof of all the claims we make for it.

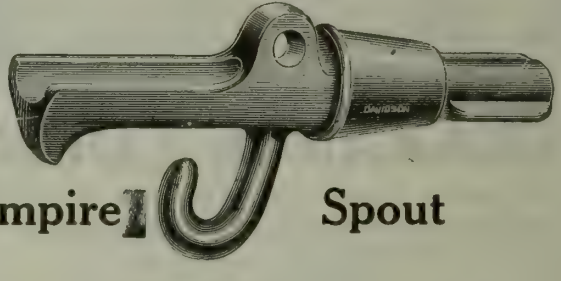
WE ARE PROUD OF THE ACHIEVEMENT—
WE ARE PROUD OF YOUR APPRECIATION.

Canada Steel Goods Co., Limited, Hamilton, Canada

"Davidson's" Sugar Makers' Supplies

Illustrated are several lines of "Sugar Makers' Supplies"

Besides these we manufacture a number of different styles both in Sap Buckets, Syrup Cans and Spiles.

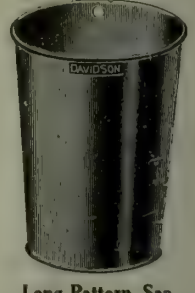


Empire Spout



Square Maple Syrup Can

These Goods are fully described in our catalogue. Now is the time to get your orders in to insure prompt delivery. We have on hand a good stock of all lines and can ship at once. Prices will be gladly quoted on application.



Long Pattern Sap Bucket

The Thos. Davidson Mfg. Co., Limited, Toronto, Ont. Montreal Que. Winnipeg, Man.

Plymouth Rope for Spring Shipment



WHEN your jobber's salesman calls next time have your order for Plymouth Rope ready to place with him for spring shipment. He will gladly have it fulfilled for you for all Canadian jobbers handle Plymouth Rope. In this way you will be assured of having a uniform stock of high grade rope for the spring needs of your customers.

The quality of Plymouth Rope is well understood by dealers who have handled it in the past and who are confining their rope sales to this dependable and well-advertised brand of cordage. Place your rope order *now*, insist on having the genuine Plymouth Rope, and resolve to push it through use of our dealer advertising and rope-by-the-foot selling helps.

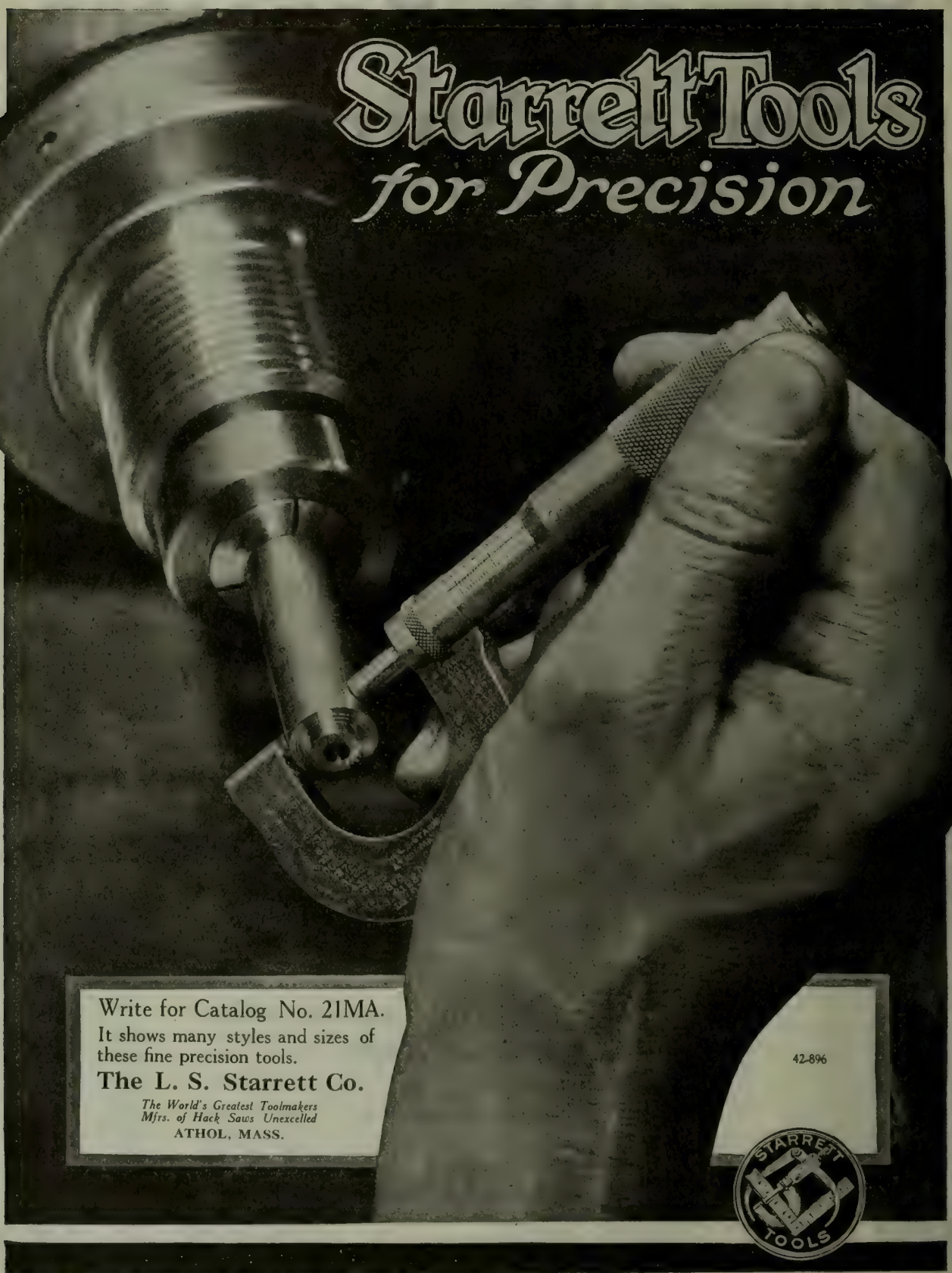
All Canadian Jobbers Handle Plymouth Rope

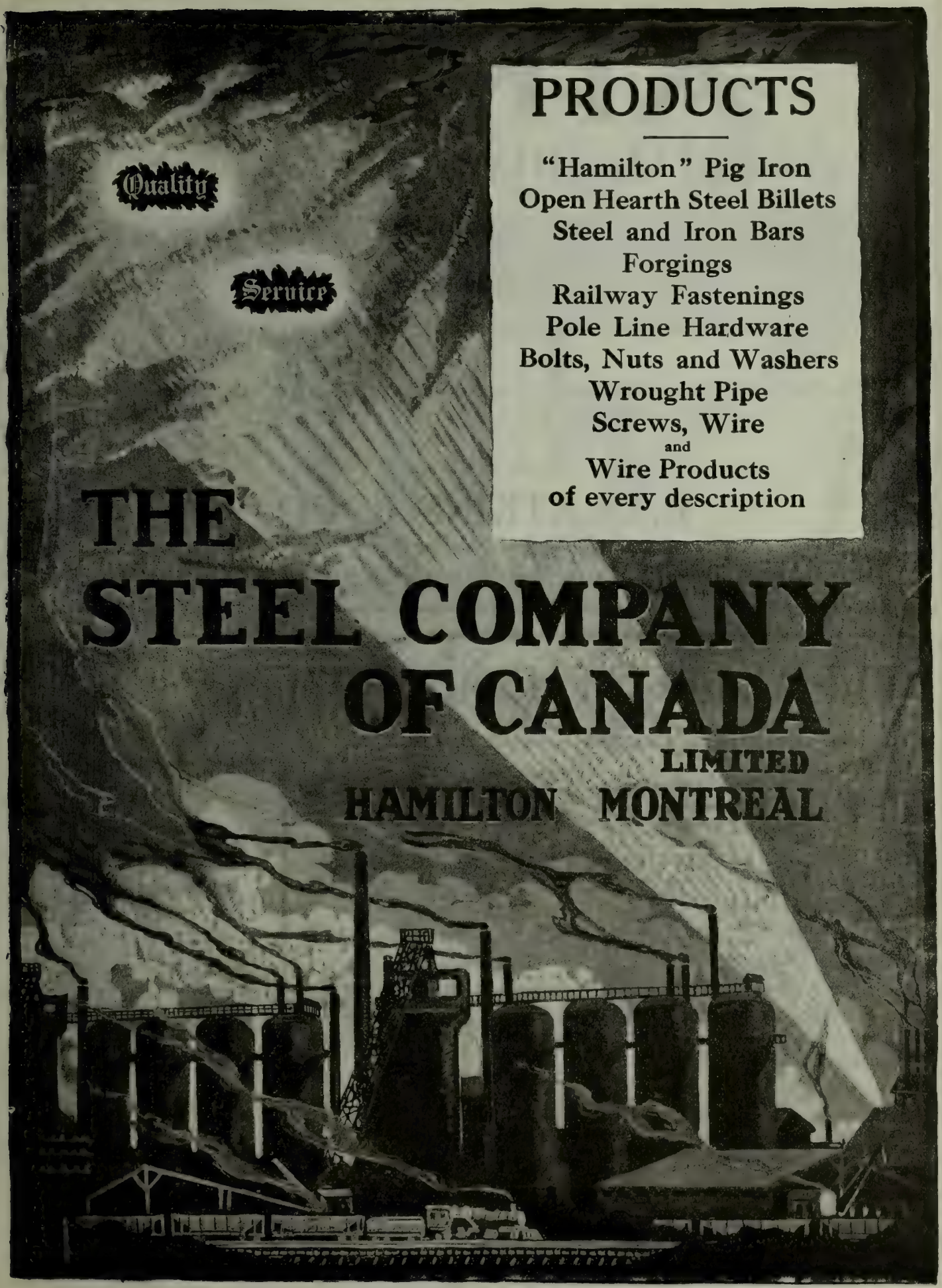
PLYMOUTH CORDAGE COMPANY

NORTH PLYMOUTH, MASS. WELLAND, CAN.

INDEPENDENT CORDAGE CO., LIMITED

TORONTO, CANADA CANADIAN SALES AGENTS


Starrett Tools
for Precision
Write for Catalog No. 21MA.
It shows many styles and sizes of these fine precision tools.
The L. S. Starrett Co.
The World's Greatest Toolmakers
Mfrs. of Hack Saws Unexcelled
ATHOL, MASS.
42-896
STARRETT
TOOLS


Quality
Service
PRODUCTS
"Hamilton" Pig Iron
Open Hearth Steel Billets
Steel and Iron Bars
Forgings
Railway Fastenings
Pole Line Hardware
Bolts, Nuts and Washers
Wrought Pipe
Screws, Wire
and
Wire Products
of every description
THE STEEL COMPANY OF CANADA
LIMITED
HAMILTON MONTREAL

ATKINS

Sterling Quality Cross-Cut Saws



The Saw that brings a *higher price*—a *bigger profit*. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell St.**

The Value of Doing Things

He who does things succeeds! That accounts for the great success of the—

PEERLESS STEAM COOKER

—it does things



Cooks Meat, Cake, Fish and Onions all at the one time, on the same burner without mixing the flavors. A whole meal in one operation.

The greatest Money, Time and Labor saver in the kitchen to-day. The initial cost is not large. It soon pays for itself in fuel saved.

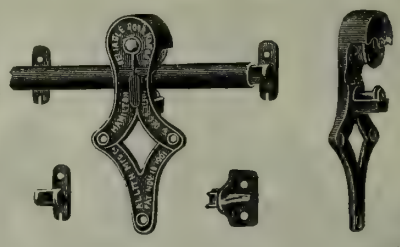
We want you to know more about this wonderful cooker. Its substantial construction, its unique usefulness to the housewife and the splendid profits that are easily made by dealers in selling them.

Be the first to sell the *Peerless Steam Cooker* in your district. It will well repay you in customer's satisfaction and increased sales to your store. Our agency proposition is worthy of your careful investigation. Write us to-day for full information.

Onward Manufacturing Co., Kitchener, Ont.


WILT
"Where there's a WILT — there's the Way"
WILT
WILT DRILLS are quality products—first, last and all the time. It's mighty good business for the Hardware Dealer to sell them. You take no chance on a WILT sale. The product speaks for itself in satisfactory performance. Results—pleased customers and more sales and profits for the Dealer. It will pay you to investigate.
WILT TWIST DRILL COMPANY
OF CANADA, LTD. Walkerville, Ont.
London Office: Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London, E.C. 2, England.
HIGH SPEED AND CARBON TWIST DRILLS

Reliable Barn and Factory Door Hanger



Cannot Bind on Track

Anywhere that a strong, really satisfactory door hanger is needed there is use for the "Reliable." It's true to its name—Reliable in every sense of the word, unbreakable, once it's on it never comes off, **never binds on the track** because of the lower wheel which keeps perfect contact with the round track no matter how the door is swung.

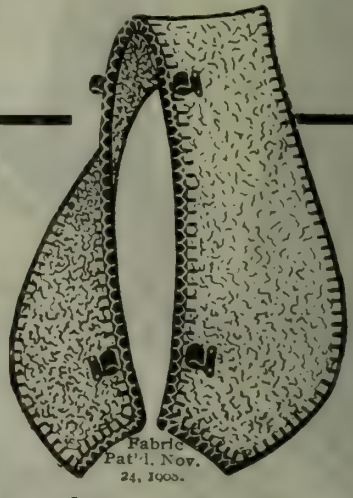
The "Reliable" is made of the best materials, in all sizes, 1 to 3, ranging from the light driving shed or narrow barn door to the extra large mill or warehouse door.

Richard H. Falkner, 34 Victoria St., Toronto, Ont., Representative; H. E. O. Bull, 184 Mance St., Montreal, Representative in Eastern Provinces; Marshall, Wells, Co., Ltd., Western Distributors.

Your enquiries will get prompt attention.

Allith Manufacturing Company Limited
Hamilton Canada

TRADE MARK
Ventiplex
PADS



Keep Horses "On The Job"

As spring approaches every horse becomes a greater asset to its owner.

The horse that is "laid off" on account of gall sores is a distinct loss. Point out to the Horse-Owners of your locality the merits of **"Ventiplex"** Sweat Pads, Housings and Saddle Blankets.

"Ventiplex Pads" are effective, economical; never get hard or "bunchy," and can be washed and kept thoroughly clean.

"Ventiplex" protects the shoulders and backs of horses, keeps them "fit" and in good temper, and enables them to do more and heavier work.

You do horse-owners a real service when you introduce them to **"Ventiplex" Pads.** You need more sales? Then Boost **"Ventiplex."**

Burlington Windsor Blanket Co., Ltd.

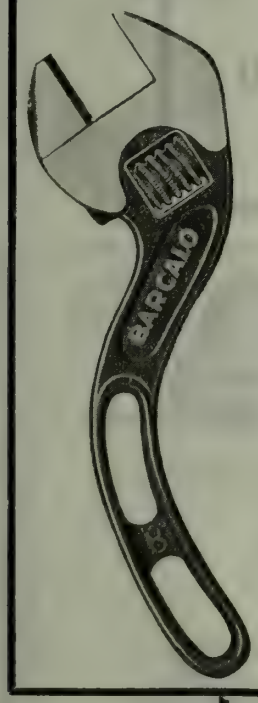
793 King West, TORONTO

BARCALO

"S" Wrench

Simplicity

During our past twenty years' experience in the making and marketing of metal products we have made **Simplicity** a necessary quality—for an ideal "S" wrench. The absence of complicated parts in the Barcalo "S" wrench has made it a general favorite. Note the few parts, but four—a drop-forged movable jaw—screw—pin and solid bar. All combined to make a handy durable and useful tool for the Mechanic, Machinist and Garageman.



The Wrench

There are many things the Barcalo "S" wrench will do, that many other wrenches will not—there are splendid profits to be made by you in selling it and the customer's satisfaction created will mean an added **quality reputation** to your store.

Made in 6, 8, 10, 12 and 14 inch sizes.



Its Parts

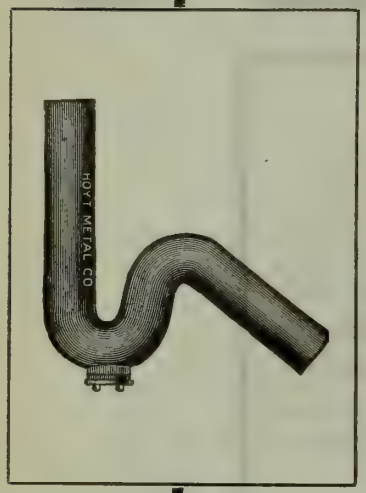
Our guarantee is **your protection.** We supply without question a new wrench for every one proving unsatisfactory in any way. Write to-day for information and prices.

Barcalo Manufacturing Company

BUFFALO, NEW YORK

TORONTO	MONTREAL	WINNIPEG
GEO. H. SMITH	GEO. L. COHOON	D. PHILIPS
44 Adelaide St. West	11 St. Sacrament St.	138 Portage Ave. East

HOYT METAL GOODS ARE SOLD
FROM COAST TO COAST



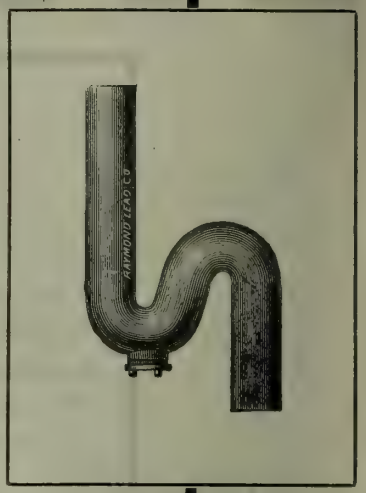
As time-savers there are none equal to our Wiping Solder, Bar or Wire Solder.

Hoyt Lead Traps, Bends and Waste Pipe are in a class by themselves.

All our products are made to formula.

Our Mixed Metal Sales Amount to Over $5,000,000 Annually.

Order through your jobber. or write us direct.



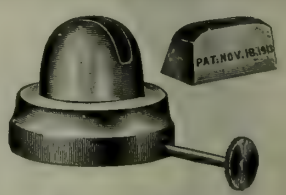
HOYT METAL COMPANY, TORONTO, ONTARIO

New York, N.Y., London, Eng., St. Louis, Mo.



A and B Size
Correct Lamp Burner

Schultz Quality Burners
Are Standard the World Over



No. 2 Cold Blast
Correct Lantern Burner

"CORRECT" Lamp and Lantern Burners. The very finest manufactured. 25% to 50% more light than any other burner manufactured.

Also "QUEEN MARY" and "DOMINION" Burners.

A burner for every class or trade.

Manufactured only by

The Schultz Mfg. Co.
Limited

HAMILTON CANADA

Send for your samples. It will be a pleasure to mail them.



Photo Reproduction
Illustrating Flame of B or No. 2
Correct Lamp Burner



Photo Reproduction
Illustrating Flame of No. 2
Lantern Burner

CANADA
FOUNDRIES & FORGINGS
LIMITED

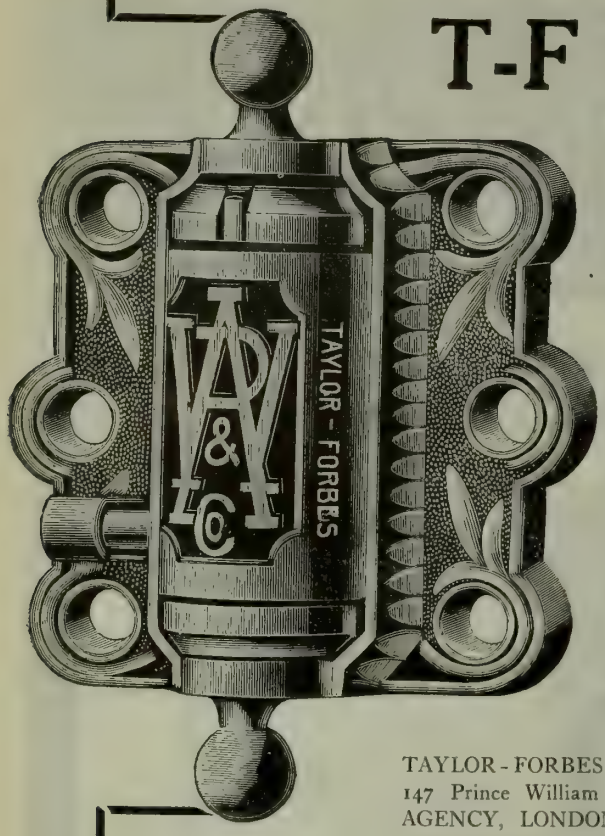
SMART'S AXES



Chopping and Hand Axes of all descriptions.
All prices guaranteed against decline during season.
Smart's dealers control the axe business in their community.

Write for Tool Catalogue

JAMES SMART PLANT
Brockville, Ontario



T-F SPRING HINGES

When you buy **T-F Spring Hinges** you are buying a line that sells easily and gives absolute satisfaction to your customers.

Dealers everywhere are "cashing in" on the T-F reputation for high quality goods.

It will not be long before your customers will be calling for Spring Hinges. It's to your advantage to order early. Right now is the opportune time. Order through your jobber.

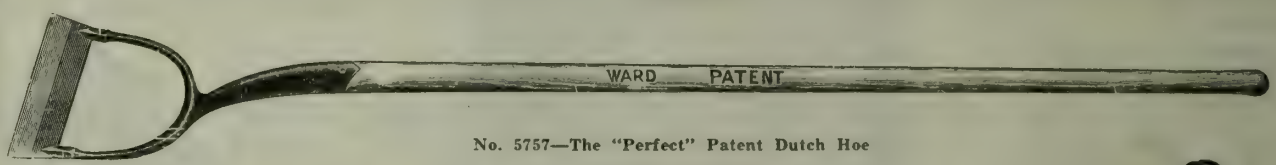
The Largest Manufacturers of Hardware in Canada.

TAYLOR-FORBES CO., Limited

Head Office and Works:

GUELPH - ONTARIO

TAYLOR-FORBES CO., 246 Craig Street, MONTREAL ; H. G. ROGERS, LIMITED, 147 Prince William Street, ST. JOHN, N.B.; CANADIAN UNITED MANFACTURERS AGENCY, LONDON, ENG.; TAYLOR-FORBES COMPANY, LTD., 1070 Homer Street, VANCOUVER, B.C.; H. F. MOULDEN & SON, Confederation Life Bldg .WINNIPEG, MAN.



No. 5757—The "Perfect" Patent Dutch Hoe



WARD & PAYNE W P SHEFFIELD

GARDEN TOOLS

Gardening reached a great stage of popularity during the past year. It will be just as popular and necessary this year and with a more exacting demand for the right kind of tools to work with.

Ward & Payne Garden Tools have a high standard world-wide reputation backed by 100 years of successful manufacturing. Are beautifully finished, well made goods of the highest quality. We are now in a position to supply any demand and guarantee your orders prompt attention.

If your jobber cannot supply you write our nearest agent.

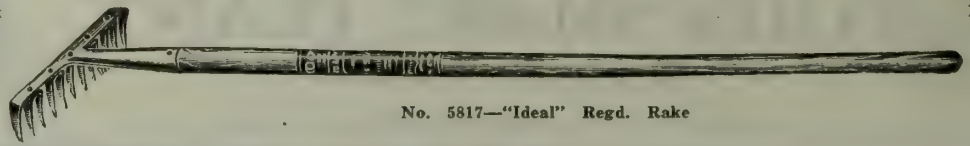
Canadian Agents:

SHERMAN F. AINSLIE, Spadina Avenue, Toronto.
ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.
ALEXANDER GIBB, 3 Nicholas St., Montreal.



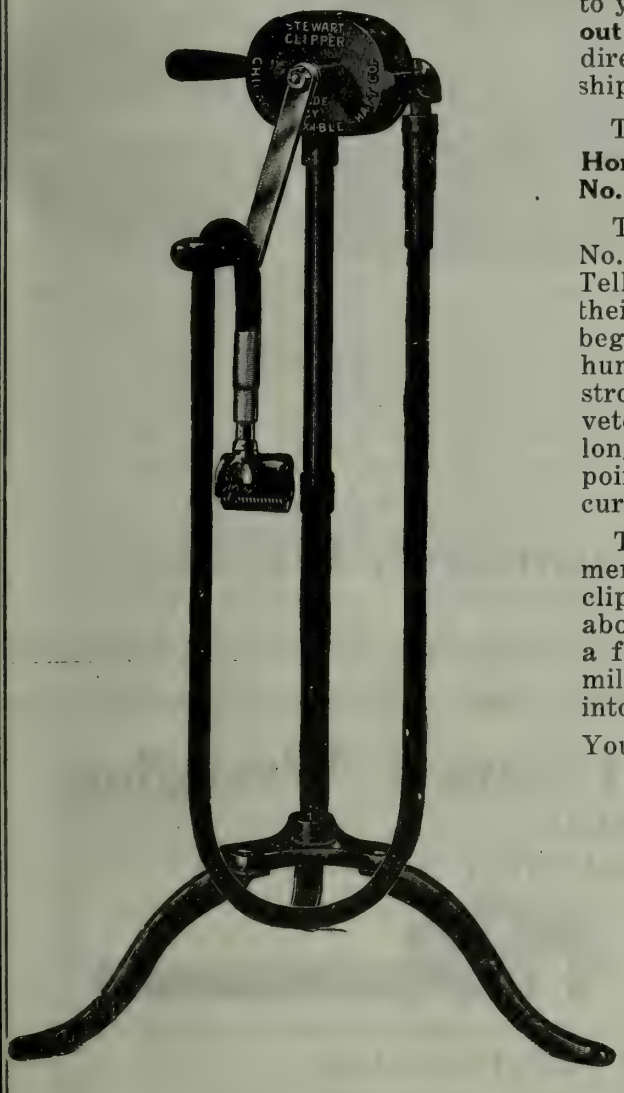
No. 5574—Weed Fork

No. 5552—Trowel



No. 5817—"Ideal" Regd. Rake

Now is the time to make a Farm-to-Farm Visiting Tour



There are any number of things to talk about to your farmer friends right now, and if you **go out to them,** you will not only make your visits directly profitable, but will strengthen friendships for all time.

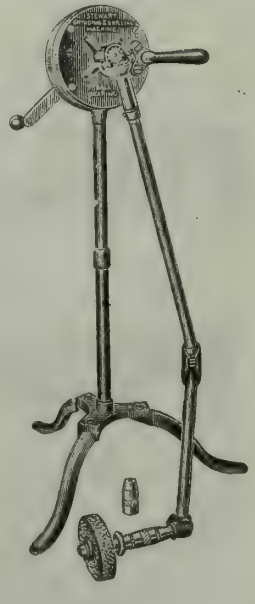
Take with you a supply of **Stewart No. 1 Horse and Cow Clipping Machines, and Stewart No. 9 Sheep Shearing Machines.**

To **every** farmer you should sell a Stewart No. 1, for every farmer has horses and cows. Tell them how necessary it is for them to clip their horses just before the heavy spring work begins; how the horses will repay them for this humane act, by working better and growing stronger, with less likelihood of sickness and veterinary bills, because it is clammy sweat in long hair that makes horses catch cold. Also point out how much labor will be saved in currying each clipped horse.

Then tell the "missus" how all the big dairymen—especially those selling "certified" milk, clip all their cows around udders and flanks, about once a month the year round, so that with a few passes with a cloth before milking, the milker can make sure that no dirt or filth falls into the pail.

You sell this Horse-and-Cow Clipping Machine for $13.00 and make a substantial profit on each sale.

Stewart No. 9 Ball-Bearing Sheep-Shearing Machine



Explain to them how this machine gets on an average 15% more wool to the clip than hand-shearing, and how its use makes the whole clip worth more per pound because it is free from the short or "second" cuts that are unavoidable in hand-shearing.

You sell this machine at $19.00 and make a good profit on each sale.

Get in your order right away (direct or thru your jobber) for a stock of both machines, as all kinds of spring trade are opening up earlier than usual this spring.

Full descriptions of the above machines and a lot of good selling arguments will be found in our catalog. Send for it.

Chicago Flexible Shaft Company

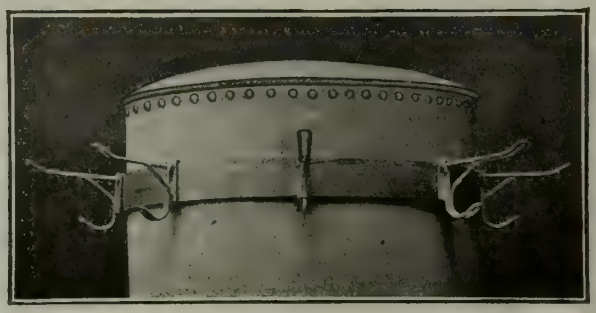
12th Street and Central Ave., Chicago, Ill., U.S.A.

Boost Your Monthly Sales

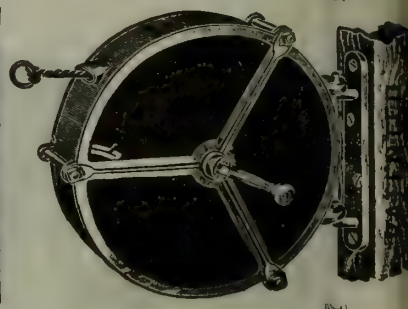
and cut down the overhead.



J. D. Lawn Rake



Family Clothes Drier



Self-Winding Clothes Line Reel

Daily we are making new friends, and old friends are buying more extensively than ever.

Many of them use our cuts in their catalogues and find it pays them to do so. Have **you** received our new price list and circulars? If not, write us for same. May we help **you** increase your profits as well as our own?

Coleman Fare Box Company, Limited

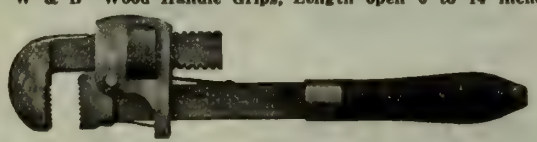
1191 Bathurst Street, Toronto, Ont.

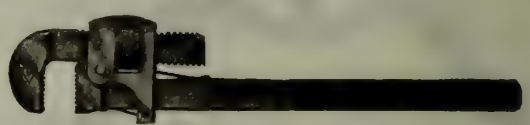
The "W & B" Line of Screw Wrenches

MADE IN CANADA

The only Pipe Wrenches made EXCLUSIVELY IN CANADA

"W & B" Wood Handle Grips, Length open 6 to 14 inches

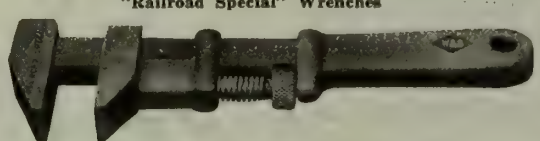




"W & B" STEEL Handle Grips, Length open 10 to 48 inches

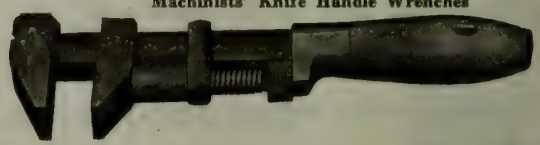
"W & B" SCREW WRENCHES MADE IN CANADA

"Railroad Special" Wrenches



This is the strongest and best HEAVY DUTY Wrench made. Head and Bar Drop Forged in one piece from selected steel. Extra heavy jaws thoroughly case-hardened. Indestructible iron handle. FITTED WITH "W & B" EASY ACTING SCREW.

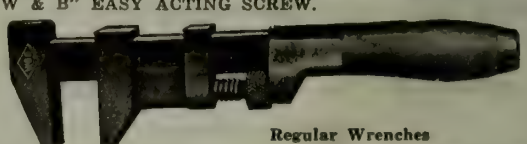
Machinists' Knife Handle Wrenches



This is the best wrench of its type on the market. With the exception of the difference in the handle it is practically the same as the "Railroad Special" Wrench. FITTED WITH " W & B" EASY ACTING SCREW.

Adopt this established line as your standard CANADIAN MADE WRENCHES.

Complete information and catalog No. 90 on request.



Regular Wrenches

Head and Bar Drop Forged in one piece. FITTED WITH " W & B" EASY ACTING SCREW and thoroughly seasoned handle.

The Whitman & Barnes Manufacturing Company

ST. CATHARINES ESTABLISHED 64 YEARS ONTARIO

Seed Savers

Your customers are interested in saving seed. Whenever practicable, they should *plant in hills*--not drills--and save the seed that would be wasted by planting in drills such crops as need to be thinned.



No. 306 Hill or Drill Seeder, furrowing, planting, covering, rolling and marking next row in one operation.

The hill-dropping feature of the Iron Age Combined Hill and Drill Seeders saves from a half to three-quarters of the seed that would be required by drilling, and it saves the labor of pulling out the extra plants.

Gardeners who know "what's what" say that Iron Age Garden Tools are the "best *buy*." And "the 'best *buy*' for the customer is the best *sale* for the dealer"—a rule you can well observe by offering your customers

IRON AGE
GARDEN TOOLS

Labor Savers

All of us like fresh vegetables from our own gardens but none of us like the backaches which result from the use of the old-fashioned tools. Show your customers how easy it is to plant, ridge, furrow and cultivate in a *farm-like* way with Iron Age Garden Tools. Show them how market gardeners (experts) use Iron Age Seeders and Wheel Hoes. We'll send illustrated booklets that will help.

There are many kinds and sizes of Iron Age Garden Tools for use in the small home gardens, poultry farms, seed farms and truck gardens. Send to-day for catalogs, prices and terms.



Same tool does the cultivating, furrowing, ridging, weeding, hoeing, pulverizing, etc.

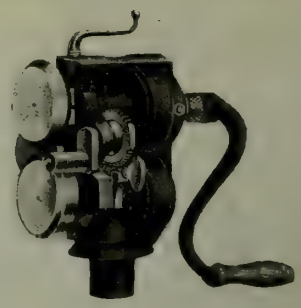
Made in Canada

The Bateman-Wilkinson Co., Ltd.

811 Symington Ave. Toronto, Canada

The Iron Age Line includes Potato Planters, Sprayers, Cultivators and Diggers; Corn Cultivators; Garden Seeders and Wheel Hoes; Truckers' Variety Machines; Harrows; Horse Hoes; Hay Rakes, Sulky Weeders; Field and Orchard Sprayers; Bucket and Barrel Sprayers; Fertilizer Distributors; Wilkinson Plows; Climax Ensilage Cutters, etc.

SMALL MACHINES



Are Made for Service. They Combine Durability, Speed and Accuracy

No Tinshop can afford to be without a set of these machines

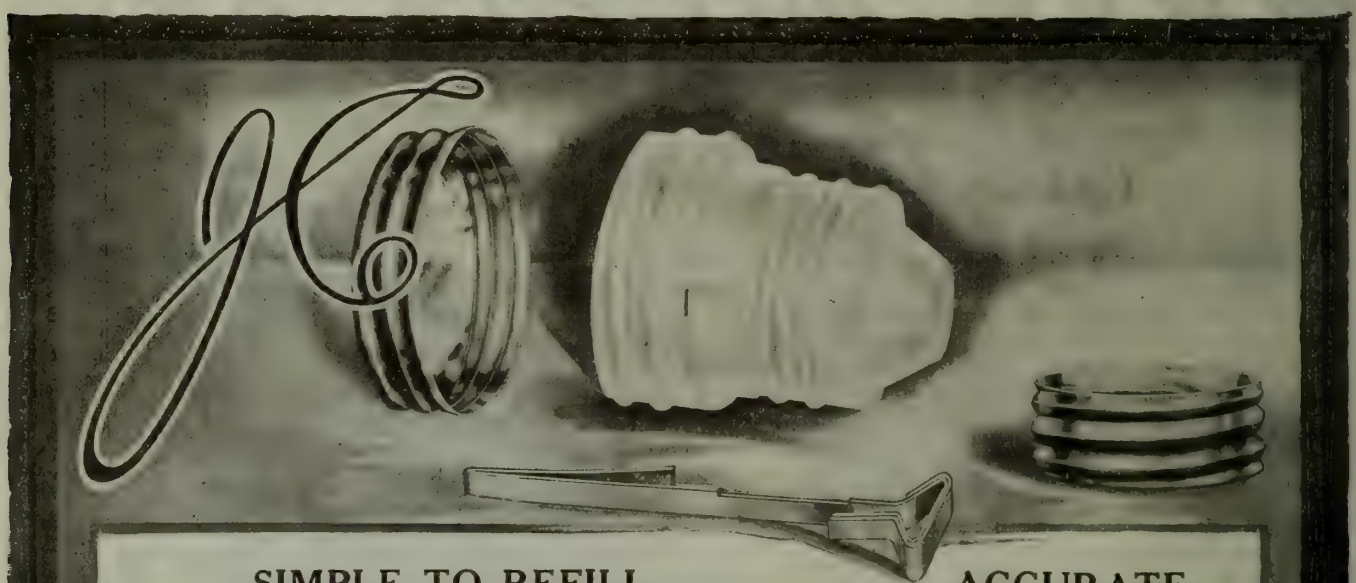
We manufacture a full line of Tinners' Tools



Drop us a line for full particulars and prices

The Brown-Boggs Co., Limited

Hamilton, Canada



SIMPLE TO REFILL **ACCURATE**

J. C. Refillable Fuse Plugs save you money. How? They can be refilled 20 to 30 times, at a cost of only 1c each, whereas the ordinary Fuse Plug when burnt out is thrown away. When buying Fuse Plugs **BUY J. C. REFILLABLE FUSE PLUGS.**

THE J. C. REFILLABLE FUSE PLUG

THE CLEMENS ELECTRICAL CORP. OF CANADA, LTD.

KING WILLIAM & FERGUSON AVE HAMILTON CANADA



$500.00 FIRST PRIZE

Read About the Liquid Veneer Cow Contest!

Mr. Dealer, you can enter this contest as well as your customers. We will give **50 Cash Prizes,** ranging from $500 down to $1.00 and **every** contestant will receive a beautiful colored picture of Segis Fayne Johanna, the $150,000 Liquid Veneer Cow, free of charge. All this advertising about this Contest is bound to increase your sales of

LIQUID VENEER

This contest **lasts** until June 1, 1919, and has to do with the Liquid Veneer Cow. Everybody wants to know what the cow has to do with Liquid Veneer. If you will display in your window the free and unusually attractive advertising matter we will furnish you, hundreds of people will flock into your store to learn about this Contest and obtain a copy of the rules, a quantity of which we will furnish, without charge.

Remember, Liquid Veneer pays you well over 65% Profit on your investment and it is as good as gold, as staple as sugar. You can't go wrong. It is bound to sell, and SELL BIGGER than ever this Spring.

Drop us a line and get all the particulars. Enter the Contest yourself. You simply can't afford to pass this up this Spring.



Buffalo Specialty Co.

Buffalo, N.Y. **Bridgeburg, Ont.**



UNIFORMITY

In order to turn out a good, even job, uniform bristles in the brush you use are necessary. In the manufacture of

"KEYSTONE"
Kalsomine and Whitewash Brushes

the bristles are not assembled by guesswork. The quantity of bristles used in each brush is carefully weighed out, thus assuring absolute uniformity.

Your customers will appreciate this feature in Keystone Brushes. Tell them about it.

Write for prices, etc.

Stevens-Hepner Co., Limited
Port Elgin - Ont.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes

STEVENS-HEPNER CO., *Limited*
– PORT ELGIN, ONTARIO –

P X H
TRADE MARK

FILES

"They Cut Faster and Wear Longer"

Ingersoll File Company, Ltd.
INGERSOLL, ONT.

John Morrow Screw & Nut Co., Ltd.
Sole Selling Agents

IMPERIAL
TRADE MARK

Why?



should you handle this make of Adze rather than any other.

White Adzes

are known by almost all carpenters in the Dominion and they sell on sight. This means a quick turnover and you know what that means.

82 years of experience back of them and they DO SELL. ,

Get our Catalogue.

THE L. & I. J. WHITE CO.
55 Columbia Street Buffalo, N.Y.

Canadian Agents:
Hardware Agencies, Montreal

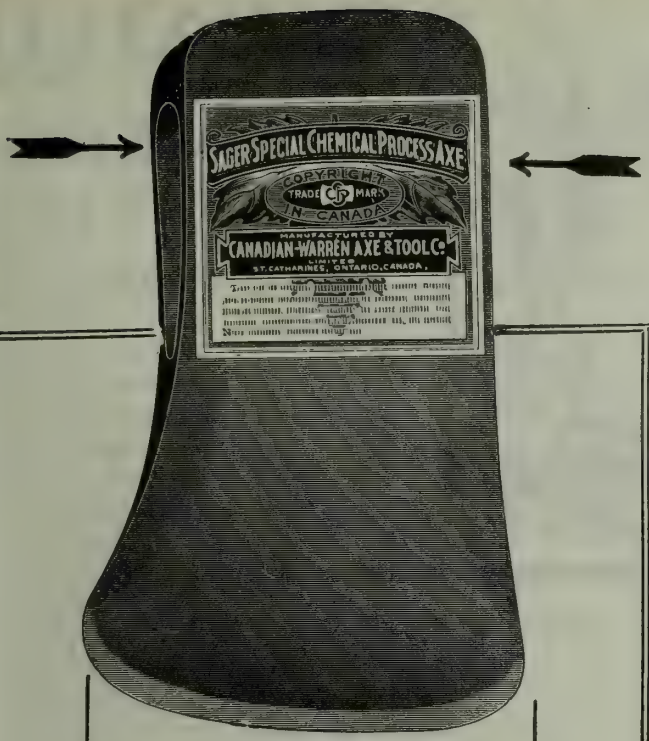
METALS - CHEMICALS - GLASS
B.&S.H
Established 1790

Corrugated Wire Glass

Our principals, the Pennsylvania Wire Glass Co. have perfected the above and we shall be glad to submit particulars on request

B.&S.H. THOMPSON
& COMPANY LIMITED
MONTREAL

Branches: Toronto, Winnipeg, Vancouver, New Glasgow, N.S.
Selling Agents for Eastern Canada for United States Steel Products Co.
Exporters of the Products of the American Sheet & Tin Plate Co.



WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"

AND

"SOO LINE" LOGGING TOOLS?

GET THE HABIT.
(AND THE PROFIT)

Canadian Warren Axe & Tool Co.,
LIMITED
ST. CATHARINES, ONT.



Soo Line
Logging Tools

No effort is required in the selling of "Famous Five" files. One doesn't have to spend time explaining their merits.

Customers know they are standard tools before they come in to buy.

If you carry a reasonable stock of the various shapes and sizes you cannot help but make sales.

They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by



NICHOLSON FILE Co
PORT HOPE
ONTARIO



Williams' "Agrippa" Cutting-Off and Side-Tool Holder. A Tool performing both kinds of work by the mere substitution of cutters, tells its own story of economy.

Williams' "Agrippa" Tool Holders

"THE HOLDERS THAT HOLD"

THE same knowledge of design, experience in the selection of materials and care in the processes of manufacture as have made our Superior Drop-Forged Tools *Standard* for nearly half a century have been painstakingly embodied in Williams' "Agrippa" Tool Holders. They include all the improvements suggested by experiment with former models. Nothing that will add to their efficiency is spared in their production. Many of their features are unique and make for economy and convenience. A full line in a wide range of sizes is carried in stock for all regular machining operations, including

Turning	Planing	Threading
Boring	Cutting-Off	Knurling
	Side Work	

Booklet of *Superior* Drop-Forged Machinists' Tools describing these and other *Standard* lines, with your imprint if desired.

J. H. Williams & Co.

"The Drop-Forging People"

30 Richards St. Brooklyn, N.Y.

The A. G. LOW CO., LTD., 30 Pacific Ave., Saskatoon, Sask., Agents for Manitoba, Saskatchewan, Alberta and British Columbia



TAPATCO

REGISTERED BRAND TRADE MARK

WORKING GLOVES

FOR

Farmers
Teamsters
Laborers
Engineers
Mechanics
Chauffeurs
Railwaymen
Lumbermen

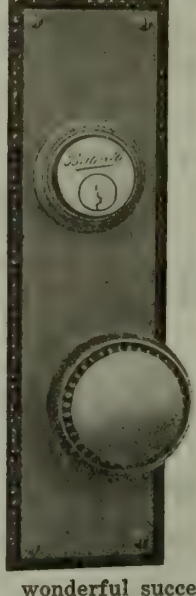
Made in Gauntlet, Knit Wrist and Band Top Styles, in heavy, medium or light weights. Leather Tip, Leather and Leatherette Faced Gloves, Jersey Gloves and Mitts in Tan, Slate and Oxford.

"TAPATCO" Gloves are quality products that give absolute satisfaction under the hardest wear. Made in Canada of high grade materials by expert workmen and sold by Dealers from coast to coast.

Order through your jobber to-day.

The American Pad & Textile Co.

CHATHAM, ONTARIO



"Belleville" Hardware

A "Made-in-Canada" Product Equal to the Best in the World

We are all apt to look up to imported goods as superior to home-made lines. Pause before you concede anything to foreign products over "BELLEVILLE" HARDWARE. Here is a Canadian-made product that is as good as the best.

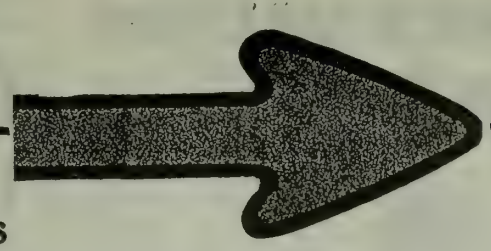
"Belleville" hardware is meeting the demand of the most particular architects and builders, and is recording wonderful success throughout Canada. It is a worthy Canadian product, worthy of the best Canadian patronage. All hardware looks very much alike to builders and architects until they have had experience with "Belleville."

Best line for dealers to handle. Has greatest demand. Get our proposition.

Belleville Hardware & Lock Mfg. Company

BELLEVILLE ONTARIO

A REMEDY





For Inefficient Heating Systems

THE KNICKERBOCKER AUTOMATIC HEAT GENERATOR

How about those Badly Working Hot Water Heating Systems your customers were telling you about? Were you able to give expert advice for remedying the faults?

The **Knickerbocker Automatic Heat Generator** meets a necessary want in such a situation.

It increases Radiation 25% to 50%. Makes the old system work like new, with a substantial saving in fuel. As necessary to the new installation as to the old.

A high-class specialty you should be selling. Splendid profits in it. Write for information and prices.

Manufacturers and dealers in a complete line of plumbing and heating supplies.

The James Morrison Brass Mfg. Co., Ltd.
93-97 Adelaide St. W., Toronto, Ont.

K K

MR. DEALER: Have you planned your campaign of WASHING-MACHINE selling for the coming season?

You will show good judgment and reap sure profits if you choose a line you can GUARANTEE, and which will cause your reputation for EXCELLENT GOODS to be increased.

KRIBS WASHING MACHINES grow in favor every day. The increasing demand for them proves that beyond question. They are EASY TO SELL because of their many attractive features—you will enjoy showing them to your customers. The PRICES are within reach of all. Machines from the modest hand-power to the highest class electric.

Are YOU wide-awake and progressive? Are you ready for a LIVE proposition? Your jobber probably has our machines, but if you write us to-day WE

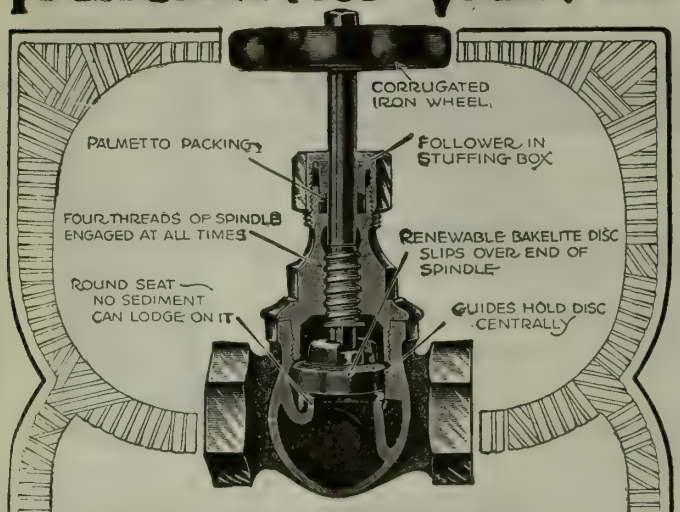
WILL SHOW YOU THE WAY TO LARGER PROFITS

WILLIAMS A. KRIBS, HESPELER, ONT.

Makers of Freight-Handling Trucks of All Kinds

K K

FAIRBANKS VALVES



Renewable Disc Valves

The only tool required is a wrench to remove the bonnet. The vise, hammer and cold chisel are all eliminated. Once sold always demanded by your trade.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto: Hamilton, Windsor, Winnipeg, Saskatoon, Calgary Vancouver, Victoria.

CANE'S Clothes Pins



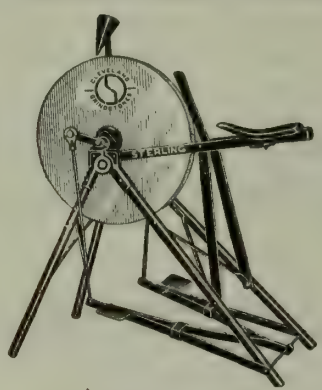
NOT "Just Clothes Pins"

Cane's Star Brand Clothes Pins are better—they cost no more than "just clothes pins"—but there's a difference.

Star Brand are always right in shape, right in length and correct in count. They will not injure the clothes.

Your Jobber will be pleased to supply Star Brand Superior Clothes Pins at no extra cost.

The Wm. CANE & SONS Co., Limited
MANUFACTURERS
Newmarket Ontario



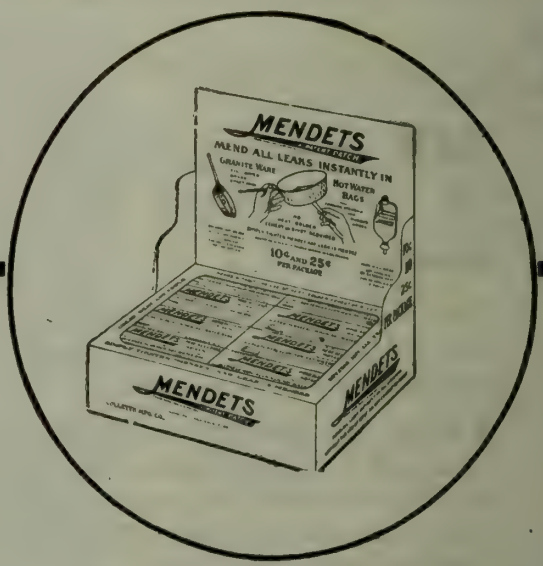
"HERE IT IS"

Cleveland Grindstones

We own and control 22 quarries, including the only quarry producing the genuine Berea stone, the rock by which all other grindstones for farm and general use are judged.

Through long experience we have the expert knowledge necessary to make intelligent and satisfactory selections of the proper grit best adapted to special requirements.

THE CLEVELAND STONE CO.
UNION BLDG. CLEVELAND, OHIO
Bissett & Webb, Limited, Winnipeg, Man.
Western Distributors



A Silent Salesman!

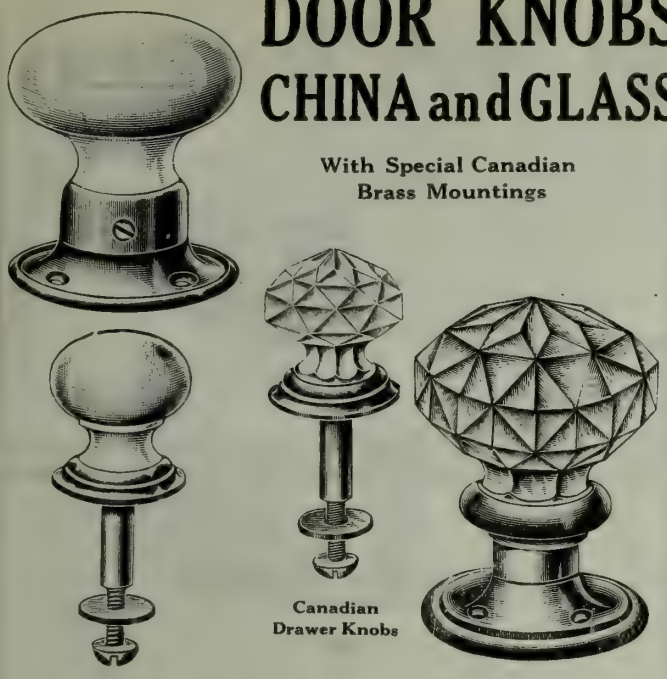
Suggestion creates desire. A desire to purchase means another sale. That's the service our display case renders you. Mendets is performing an unusual service in the home in the mending of metal and rubber utensils. Meet the popular demand. Send for a display case to-day.

At your jobber's.

Collette Mfg. Company
Collingwood, Ont., Canada

DOOR KNOBS
CHINA and GLASS

With Special Canadian Brass Mountings



Canadian Drawer Knobs

JAMES CARTLAND & SON
LIMITED

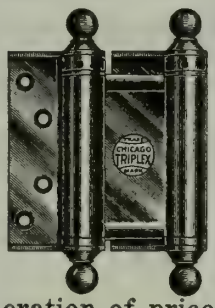
BIRMINGHAM
ENGLAND

Canadian Representative:
GEO. H. SMITH, 39 Adelaide St. W., TORONTO

TRADE CHICAGO MARK

SPRING HINGES
A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M. 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO — NEW YORK

"HERCULES" SASH CORD

Has a reputation in the Canadian market, thoroughly established for the last eighteen years.

Compares in quality with the best imported brands, but is considerably lower in price.

Tests made by Strength of Materials Laboratory (University of Toronto) prove our claims as to quality.

All wholesale hardware dealers carry Hercules Sash Cord.

Manufactured in Canada

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

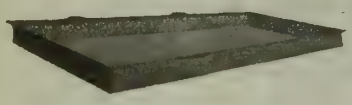
The R. McDougall Co.
LIMITED

GALT, CANADA

Welded Steel Sap Pan and Maple Evaporator

Welded.

No Leakage.



Welded Sap Pan won't leak if it burns.

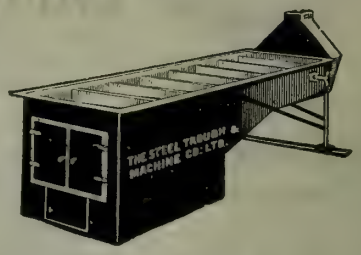
Many farmers throughout the country have small sugar bushes and would like to make Maple Syrup, but they do not want to go to such a large expense as an evaporator.

We can now supply you with a welded steel sap pan, a ready seller, practically one piece. No solder about it to melt and leak if it is allowed to boil dry. Finished around top with heavy angle steel, a pair of handles on each side to lift it off the fire.
Standard sizes: 6" x 24" x 5',—6" x 30" x 7',—9" x 30" x 7', any size to order.

Sold through the hardware trade.

Write for Pamphlets and Prices.

The Steel Trough and Machine Co.
LIMITED
Tweed, Ontario, Canada



A first-class evaporator at a low price that any one can afford to buy.

Manufacturers
OF
WIRE
HEADQUARTERS FOR
Wire Bale Ties
LARGEST CAPACITY AND STOCK IN CANADA

Prompt Shipment

LAIDLAW BALE TIE COMPANY, Limited
HAMILTON, CANADA

Winnipeg Toronto Montreal
London, England

MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists'
AND
Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

E. Roy,
65½ St. Andre St., Montreal, Que.

A. S. Butchart
26 Adelaide St. W., Toronto

C. C. Cartwright,
Union Trust Bldg., Winnipeg



4 Good Reasons ---READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

VOL-PEEK

15 Cents

Mends Holes in Pots and Pans



60% Profit in this Line

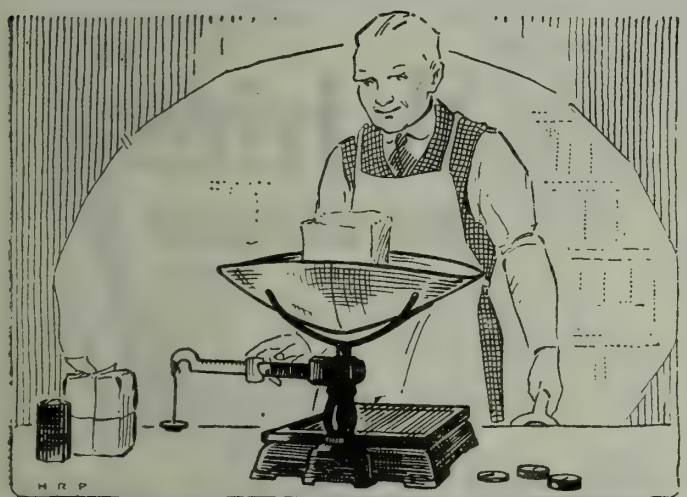
Vol-Peek makes big profits for the dealer. No expense—simply hand over the counter. Comes to you in an attractive display stand. Individually wrapped.

Vol-Peek appeals to the housewife. Mends all kinds of kitchen utensils, such as Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc., at half cent per mend—easily applied (no tools required), and hardens quickly.

Order a display stand to-day of 24 packages, $2.25. **Vol-Peek** is guaranteed and backed by our extensive advertising.

At your jobbers or direct.

H. NAGLE & CO., Box 2024, MONTREAL
(Owning and operating Vol-Peek Mfg. Co.) Canada



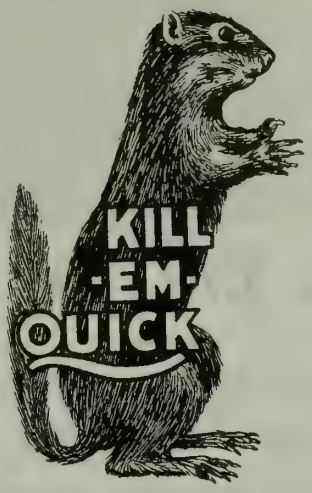
Fairbanks Scales

For over 90 years Fairbanks Scales have been the World's Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Windsor, Winnipeg, Saskatoon, Calgary, Vancouver, Victoria.



The Best Gopher Poison To Sell Because It's The Best Poison To Use

Some of the farmers of Canada who used nearly 1,000,000 packages of this poison last year would have asked for their money back if it had not done just what we said, for there is an absolute guarantee printed on every package of

Kill-Em-Quick
GOPHER POISON

It's the **BIG** Seller in Canada—it pays a fine profit.

Wholesale Prices:
60c— 40-acre size, per doz. $4.80
$1.20—100-acre size, per doz. 9.60
F.O.B. Jobber.

It's the best known, best advertised gopher poison in Canada. There's money in it for you—get it.

Kill-Em-Quick Co., Ltd.
Regina, Canada

Stanley Tools



"ZIG ZAG" RULES

The term "ZIG ZAG" as applied to folding rules made of flexible wood is a trade-mark belonging to this Company.

They are made with two distinct types of joints, the Concealed Joint in which there is no hole through the wood,and the Rivet Joint in which the rivet is carried through both wood and joint. Both types contain a stiff spring which holds the rule rigid when open, even in the longest lengths.

Several other patented features add special value to the Stanley and Victor rules.

Made in all standard lengths and finishes.

Manufactured by

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

QUALITY FIRST IN

Still's Handles

We are specialists in the manufacture of wood handles.

Quality First has always been our policy in all our products.

STILL'S HANDLES enjoy a reputation throughout the Dominion that has put them in the front rank of rapid sellers for the retailer.

Wherever the best is in demand there **STILL'S** are sold.

More sold in Canada than any other make. **STILL'S HANDLES** are made with exacting care from high quality Canadian woods, durable and lasting to an unusual degree. Axe, Pick, Sledge and Hammer Handles, Cant, Hook and Peavie Handles. There are good profits for the dealer and an abundance of customers' satisfaction in all **STILL'S HANDLES.**

J. H. STILL MFG. COMPANY
ST. THOMAS - - ONTARIO

LAWN SPRINKLERS

ORDER NOW FOR SPRING DELIVERY

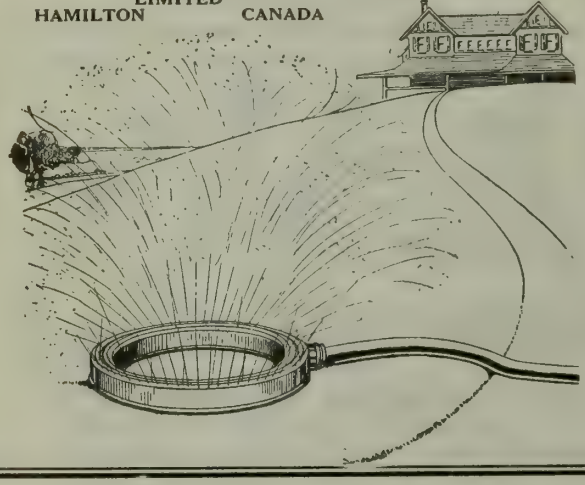
Do you know about our improved sprinkler?

Operates full capacity on one half pressure required by ordinary sprinkler.

A great selling argument, especially where the pressure is low.

WENTWORTH MFG. CO. LIMITED
HAMILTON CANADA

WRITE FOR PRICES





"White"

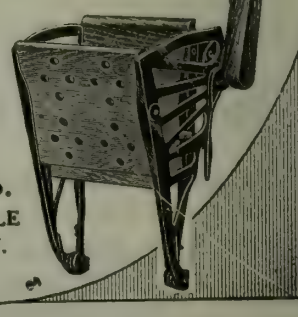
MOP WRINGERS

EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.



Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use —often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife—it sells itself and is a good profit-maker.



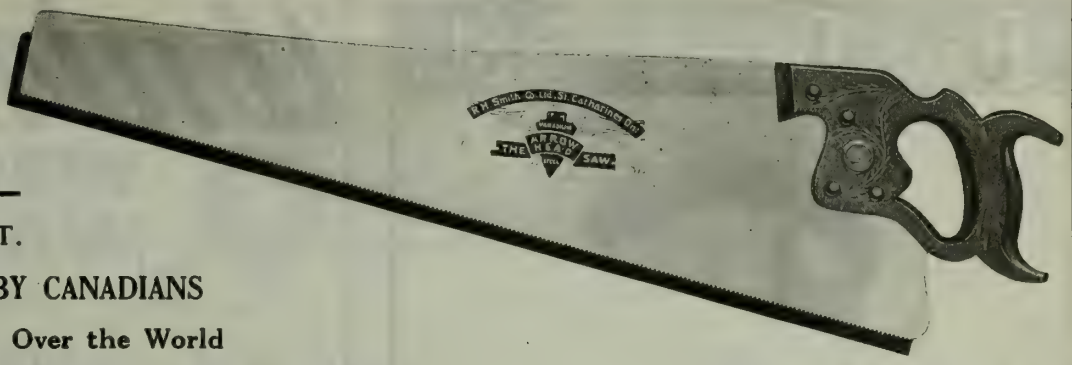
White Mop Wringer Co.
FULTONVILLE N.Y.

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by handling the BEST.

MADE IN CANADA BY CANADIANS

Sold All Over the World



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T. F. SHURLY CO., LTD.
St. Catharines, Ont.

Ask us for

Egg Carriers

and

Butter Tubs

Walter Woods & Co.

Hamilton and Winnipeg

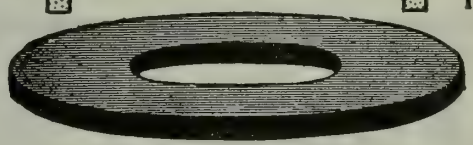
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WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

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We Guarantee Quality and Service.

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PINK'S LUMBERINGTOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

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Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - - - - ONTARIO



It's a Pink anyway you take it.

TRADE MARK Red Devil Tools



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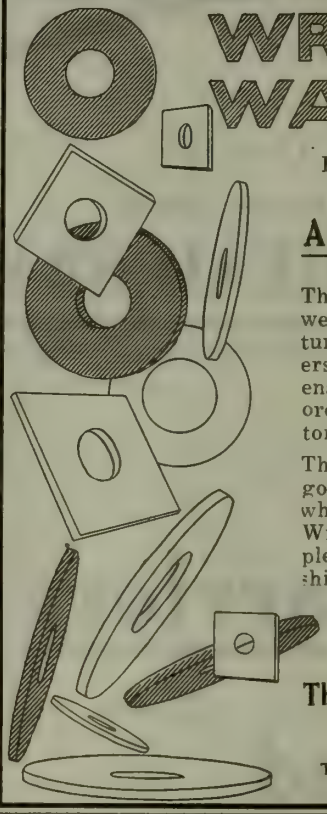
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"Red Devil" is the Expert Mechanic's guide to Known Quality in Pliers, Electricians' Tools, Hack Saw Frames and Blades, Auger Bits, Chain Drills, and other Hand Tools, all of a class with "Red Devil" Glass Cutters, the biggest sellers in the World.

Unimeco WROUGHT WASHERS



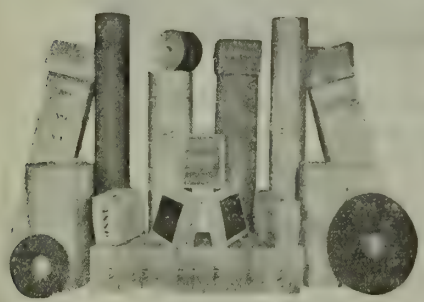
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Our products are manufactured with an exacting care that speaks well for the High Quality reputation they enjoy. You can make good profits selling them.



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Canadian Sales Representatives:
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Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.

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Did You Receive Stockdale's Lectures?

HARDWARE AND METAL has reprinted an additional supply of the four Stockdale lectures, as follows:

"Many Businesses Wrecked by Details"
"How to Make Figure Facts Earn Profits"
"How to Measure the Value of Turnover"
"How to Get the Information the Customer Wants"

We have had these printed for our readers and will gladly supply copies free upon request, so long as our supply lasts. Send for your copy now.

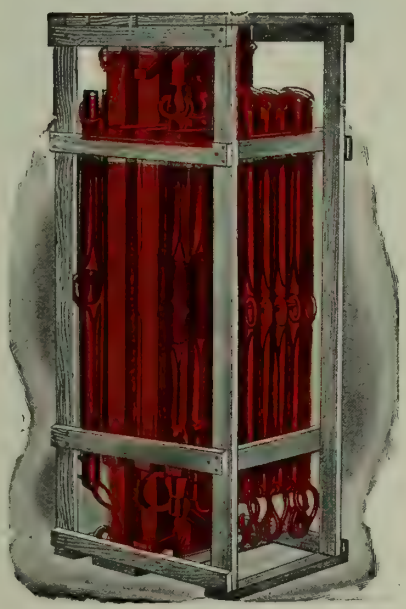
HARDWARE AND METAL 143-153 University Ave., Toronto, Canada.

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It Pays the Dealer To Buy Wagon Sets In Crates

The price per set is very slightly more than where shipped loose — while the crated sets reach the customer in as good shape as when they leave the factory.

No Bruised Woods
No Marred Finish



Westwo products are made from the best selected hickory and oak. Irons used are the best manufactured in Canada. Painted and striped — they look better and last longer.

All Sets Guaranteed
Defective Parts Replaced

Goods Represent the Highest Quality

Westwo goods represent the highest quality. Every piece backed by the manufacturer's guarantee. You will have requests for these goods. Write your dealer to-day for illustrated folder and catalogue. If he does not handle, write us direct.

West-Woods Limited

Winnipeg

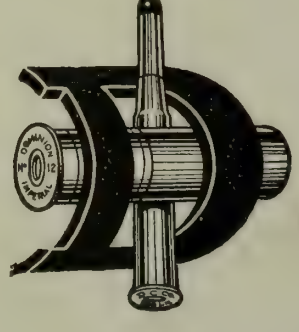


"Dependable and Accurate"

—it is dependability and accuracy that have built Dominion Ammunition sales for the dealer. From the beginning Dominion Ammunition has been subjected to inspection and tests that have brought it up to the highest of ammunition standards.

Dominion Ammunition

Above are shown two of the many processes that insure the dependability and accuracy of Dominion Ammunition —the individual inspection and the final machine test as to size.



is recognized by your customers because of its two cardinal points—**dependability and accuracy**—and they insist on having the ammunition that possesses them. Impress on them that the nimble fingers and quick eyes of scores of inspectors detect the slightest visible imperfection in Dominion Cartridges or Shotgun Shells. Intricate machinery tests the quality and quantity of loads and measures to a hair the calibre and size—all a part of the Dominion Service to guarantee ammunition that is "dependable and accurate."

Build your sales of Dominion Ammunition on this and benefit by the profit you make on these sales.

Order from your jobber to-day.

Dominion Cartridge Co., Limited

Montreal, Canada

"Member Audit Bureau Circulation."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXI. TORONTO, MARCH 8, 1919 No. 10

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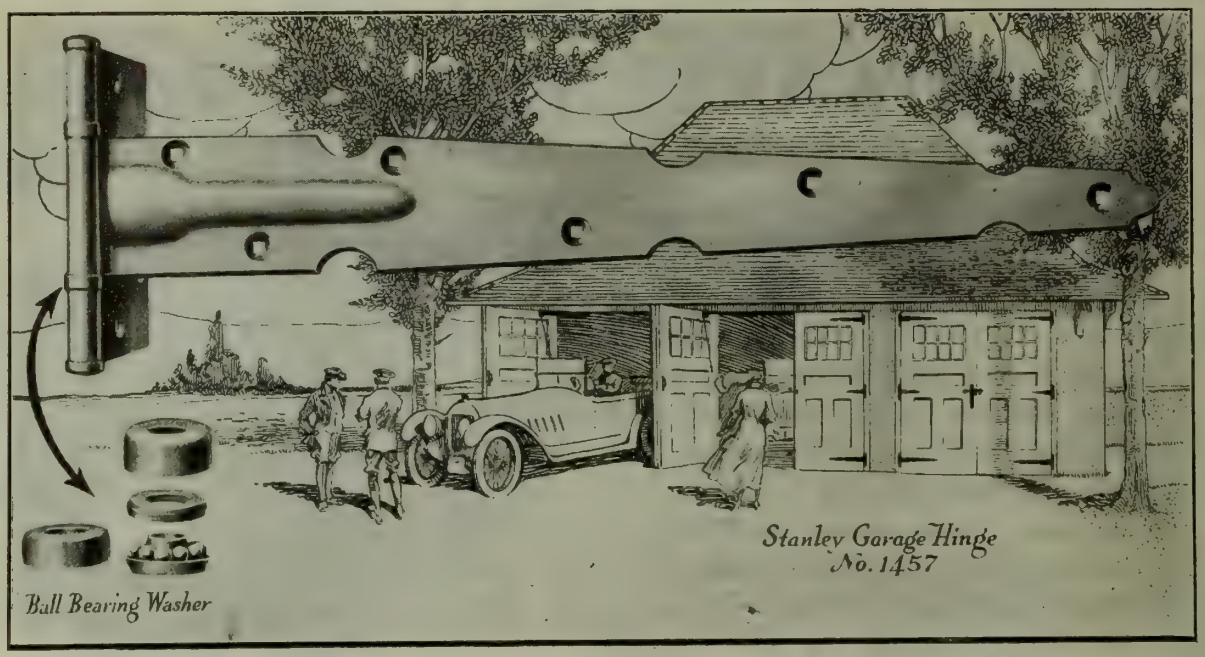
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Hinges That Hold

HINGES designed especially for garage doors, with ball bearings fitted between the hinge joints — with a long leaf giving them powerful leverage strength and preventing them from sagging. "Hinges that Hold"—that's the kind of hinges your car-owning customers want you to carry.

Stanley Garage Door Hinges No. 1457

Designed for average weight garage doors—the most popular, largest seller among our line of special garage hinges. Made in two sizes, 24-inch for top and bottom and 10-inch for centre of door.

For very heavy doors sell your customer No. 1458 or No. 1459, the strongest garage door hinges made.

See that your stock of Stanley Garage Hardware is complete — this is going to be a big year for garage building, and car-owners can afford to buy the best.

Our special catalog on Stanley Garage Hardware will be mailed on request.

TRADE S.W. MARK

THE STANLEY WORKS

New Britain, Conn., U.S.A.

NEW YORK **CHICAGO**

Canadian Representatives:
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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 31 TORONTO, MARCH 8, 1919 No. 10

Paint Firms Start Advertising Campaign

Decision Reached is of National Scope—Will be Directed by Committee—Consumer to be Educated as to Advantages of Paint and Varnishes — Plans May be Extensive Later—Dealer Should Profit by Publicity

AT a meeting of the Canadian Paint, Oil and Varnish Association held in Montreal, it was agreed that the national campaign of publicity which has been under consideration, should be undertaken. A committee composed of George Henderson, president Brandram-Henderson Ltd., R. C. Misson, Montreal, manager of the Sherwin-Williams Company of Canada, Limited; A. T. Black, general manager of the Martin-Senour Co.; Mr. Mihell, of the Imperial Varnish and Color Co., and A. W. Poole, of McArthur-Irwin, Ltd., was appointed to look after the campaign. It was proposed that this committee should proceed with the necessary plans at once.

Plans May Be Extensive

At the present time the initial expenditure is to be about $15,000. HARDWARE AND METAL is informed that the amount is already amply subscribed, and the committee will therefore be in a position to undertake its work forthwith.

While the underlying thought is that of maintaining a large sale for all lines of mixed paints, specialties, and varnishes, and of creating a bigger sale, the additional idea of popularizing these lines and of giving the dealer as much assistance as possible will be carried out.

Some weeks ago HARDWARE AND METAL outlined some of the plans that were being adopted in the United States by the manufacturers there, relative to the greater use of these manufactured goods. It is in pursuit of a somewhat similar policy that the present campaign is being undertaken. Both consumer mediums and trade papers are being utilized in the effort to popularize paint and kindred products.

True vs. False Economy

"It will be pointed out in this campaign," said W. S. Fallis, managing director of the Sherwin-Williams Company of Canada, Ltd., "that there is economy in preserving buildings through the application of good paint, and that it is false economy to be without the preservative advantages of paint."

Mr. Fallis also pointed out that various information relative to the efforts of the paint and varnish makers in the United States would be collected by the committee. Plans already contemplated, will apply to the present season only, Mr. Fallis stated, but he thought the idea might be continued later and that a general publicity campaign might be continued for several years.

"It should do much in this, the reconstruction period," said Mr. Fallis. "There will be two objects before the committee, first, that of the value of keeping property in good condition, and secondly, that surroundings make home life liveable."

Ought to Help Dealer

This announcement, the paint firms believe, will be a most welcome one for the retail hardware trade from coast to coast as the campaign is to be a national one. When the experience of the paint and varnish men in the United States is secured and this collated, it will, it is believed, enable the Canadian trade to take advantage of ideas already in operation. For, as pointed out by A. W. Poole, of McArthur, Irwin, Ltd., "a great deal of investigation work has been undertaken, and this information will be, I am sure, at the disposal of the Canadian paint manufacturers."



WALTER B. RAMSAY

President of A. Ramsay & Son Co., Montreal, who will go to Europe shortly to secure export business.

The season ahead ought to be a good one. In accordance with the forward policy that the paint men have followed for many years, and in keeping with this, the present assistance toward wider publicity should be a definite and a direct assistance to the dealer. It will serve to help his own local effort to get business, and if the national advertising is watched closely, it will be possible to hook up with this in a timely and an effective manner. Details of the campaign will be worked out immediately.

GOING TO EUROPE

AS a result of the conference held in Ottawa recently with members of the Canadian Trade Commission, the Canadian Paint, Oil and Varnish manufacturers will send their representative to Europe with a view to obtaining actual export business. Walter B. Ramsay, vice-president of the association, and president of A. Ramsay and Son, Co., has been chosen to make this trip personally, and it is Mr. Ramsay's intention to sail early in March.

HARDWARE AND METAL is informed that it is essential to have an expert on the ground in order to secure this trade for Canada. Mr. Ramsay, having been in the paint and varnish manufacturing business for twenty-two years has definite knowledge of all phases of paint and varnish manufacture, and will be able to treat with the problems requiring decision on the ground.

On reaching London, Mr. Ramsay will report to the Canadian Trade Commission, where he will make his headquarters while in England, and he will here act in an advisory capacity in these particular lines, to this Commission. From this office, Mr. Ramsay will also work with the Trade Commissioners of France, Belgium, Italy, the Balkan States, and Siberia.

The Commission is hopeful that a more

permanent trade may be established in the Balkan States and Siberia, as these countries are chiefly of an agricultural nature, and in pre-war times they depended largely on Austrian and German manufacturers to supply their wants. It is hoped that, since the Canadian Government has, or is about to establish, credits with these various countries, a great deal of the trade will be brought to Canada to keep factories spinning at full speed. The receipt of these orders should go far in assisting the big scheme of rehabilitation, enabling returned men to be absorbed readily in permanent positions, with profit to themselves and the country at large. This very matter has had the consideration of large manufacturers, and this is one of the practical results they wish to accomplish.

Steel Situation in the United States is Puzzle to Many

MANY of the closest observers of conditions in the steel trade in the United States are completly puzzled over the present situation and prospects.

Apparently one of two things must be the case. Either more steel is being made than is actually being consumed, or when a reasonably full demand develops it will be absolutely impossible to meet it. The best information is to the effect that the United States Steel Corporation is operating at about 90 per cent. of capacity. That disposes of the case of about half the steel industry. Among the independents, comprising the other half, a close estimate cannot be made because the rates of operation vary so widely. Some small independent steel producers are closed entirely, while the majority of the large independents appear to be operating at rates ranging generally from 60 to 80 per cent. A fair guess for the whole industry would be 75 to 80 per cent. of capacity as the present rate of operation. The actual report of steel ingot production in January indicated a rate of 85 per cent. of capacity as the month's production, so that 75 to 80 per cent. at present would not represent a high rate relative to what occurred in January.

Ultimate Consumption

This covers production, and there is practically no doubt that the condition is substantially as stated. As to the rate of actual ultimate consumption there are few exceptions to the rule that ultimate consumption is at a low rate. As with many rules the exceptions furnish an excellent test. The most conspicuous exception is the automobile trade, which is taking steel at full normal rate, but the automobile trade at the outside cannot engage as much as 5 per cent. of the total steel-making capacity. Next come the agricultural implement makers, who are operating at a fairly good rate, but it is understood that they have fair stocks of steel, which they are reducing.

Not Very Busy

No other ultimate consumer is particularly busy. Apparently the Fleet Corporation is not taking as much steel as during the late months of the war, having a stock it desires to reduce. The car shops are almost idle. At least three-fourths of the 100,000 car orders placed by the Railroad Administration last April are in abeyance. It is regarded as an item of importance that the Pennsylvania Railroad has instructed the Cambria Steel Company to proceed to fill an order for 3,000 cars recently placed, while it is rumored that releases have been given as to certain cars ordered some time ago for France. These items indicate a very low rate of steel consumption by car shops in general rather than a high rate.

Export Trade Light

Before the war the United States had at least a fair export trade, while now that trade appears to be quite light.

The steel-making capacity of the country has increased during the war, or since the end of 1913, by 40 per cent. Assuming present production at the lowest estimated percentage of present capacity, 75 per cent., and capacity at 140 per cent. of that of 1913, the tonnage output at present would be 105 per cent. of capacity in 1913. If exports are as heavy as before the war, therefore, one has it that steel is being made at a rate in excess of the best rate of production at any time before the war or, substantially, at fully the best consumption rate ever attained before the war, when at various times all the consuming lines were very active.

WORKING THE STEEL PLANT

"Construction work at the Canadian Steel Corporation plant at Objibway, Ont., is proceeding, and when conditions again become normal the work will go ahead faster," said general manager W. B. Perley to HARDWARE AND METAL.

It will be several years before the construction work is completed and the plant in a position to commence operations, he said, but as soon as labor and material costs return to normal, the work will be rushed to completion as rapidly as possible.

PRESIDENT OF SHERWIN-WILLIAMS CO. IN ENGLAND

Walter H. Cottingham, president of the Sherwin-Williams Co., Ltd., is at present in England. Mr. Cottingham is visiting the English factory of his company, and will investigate conditions there and very probably will look into export matters before his return. It is Mr. Cottingham's first trip in three years, but in this interval the English business, Mr. W. S. Fallis, Canadian managing-director pointed out, had made steady progress.

PIG IRON PRICES.

As Related to After-War Periods.

Here are some interesting statistics regarding the course of the Pig Iron market after recent Wars, and we submit same, believing it will be of interest to you, as it has to us.

ADVANCE IN PIG IRON PRICES AFTER WARS

Russo-Japanese War

War declared	February 10, 1904	Valley Bessemer	$ 12.64
War ended	September 9, 1905	" "	14.95
Price	May 1907	" "	23.28

Spanish War

Really began	January, 1898	Valley Bessemer	$ 9.12
War declared	April, 1898	" "	9.66
War ended	August, 1898	" "	9.68
Price	December, 1900	" "	24.20

Franco-Prussian War

War declared	July 10, 1870	No. 1 F'dry Phila.	$ 32.75
War ended	May, 1871	" "	35.50
Price	June, 1872	" "	53.37

Civil War

	October, 1862	No. 1 F'dry Phil.	$ 18.61
	August, 1864	" " (Gold Basis)	29.44
Average year	1866	" "	46.67

Shortage of Pig Iron Capacity Shown by Comparison with Steel

	January 1, 1914	January 1, 1919	Increase
Steel	37,000,000	52,500,000	36 per cent.
Pig Iron	40,000,000	44,000,000	Only 10 per cent.

This is also shown by a comparison of production with the doubling of output each ten years, in million tons, as follows:

10-Year Periods	Tons Made	The Doubling Rule
1850-9	6.4	6.2
1860-9	10.5	12.4
1870-9	21.9	34.7
1880-9	51.5	49.5
1890-9	93.5	98.9
1900-9	197.8	197.8
1910-9	....	395.6
1910-8	281.8	
1919 say	44.0	
Less 1910-9		325.8

Apparent Shortage January 1, 1920, say in million Tons, 70.

"Plenty of Credit" Led to Extravagance

Calgary Dealers Are Now Operating on a Nearer-to-Cash Basis Than Before—Former System Often Led to Reckless Buying, Says One Hardware Man—Little Credit, Judiciously Given, May Help Business, Says Another

"THE credit business has changed considerably during the past two or three years," said W. J. Illsey, manager of the retail establishment of the J. H. Ashdown Hardware Co., Ltd., Calgary, to HARDWARE AND METAL.

"Where it used to be two-thirds credit and a third cash, it is now just the opposite. That is of course much more satisfactory, and it is a condition of affairs that has been brought about by the people themselves. During the war everyone has learnt the lesson that the system of plenty of credit led them into extravagant expenditure which they could not really afford. Of course we have no closed books now, and if any of our friends want a little credit we are always willing to extend it.

Accommodate Contractors

"There is, of course, more credit given when contractors are at work, as they require goods from week to week, and it is more convenient to them to pay an account monthly. However, when all is said and done there is nothing like having the cash in the till. You know where you are at every Saturday night, and you can start off on Monday morning with a clean sheet. No, the credit business is nothing like it used to be."

Reckless Buying

T. R. Stuart, of the T. R. Stuart Hardware Co., has much the same story to tell. He finds that people who formerly asked and took credit now pay the cash. The former system led them quite easily into reckless buying. This went very well in pre-war days when real estate boomed, and houses sprung up in the night, and business blocks stood where a vacant lot was the week before. Then, as prices started to creep up and the income was left panting in the rear, credit was despised and gazed upon askance, and democratic cash has taken the place of autocratic credit.

Mr. Stuart pointed out that it was the general collapse of the building industry that hit the hardware trade hardest, for with the building went the credit, and there were a number of those accounts that never showed up. When the general rule is credit and not cash, he says, it is a sure thing that the hardware man, or any other merchant for the matter of that, is going to protect himself so far as he is able, so the customer pays more for the goods than he does if he pays the cash. Mr. Stuart still carries along any accounts that are necessary with his regular customers, but cash is the main theme with the T. R. Stuart Hardware Co.

May Help Trade

"A little credit judiciously given is a help to business," was the opinion of G. L. Chesney, who conducts a busy hardware store on Crescent Heights. He does not say that such a plan is advisable in a very large city, but where a hardware man gets acquainted with his customers, has perhaps known them for several years, his faith in human nature is still strong enough to give them a little accommodation.

"No," said Mr. Chesney, "I would not favor cutting out credit entirely. As a general rule cash is the only sound basis, but many people of the class I have in mind will only ask for credit for 30 days, and as a rule there is no trouble. Of course, a merchant must watch carefully and must be a good collector. If his accounts are rendered monthly the small amounts are generally easy to get in. It is a reminder to the customer, and it is easier for him to pay then, than it is for him to have to double the amount at the end of another month, when he has run up another little bill.

May be Arranged

"In the case of large amounts, where a customer wants a furnace," he will probably arrange to pay half or a quarter cash, and the balance in monthly instalments. That is quite satisfactory to me, and I see no sense in holding to a hard and fast rule of cash on the nail in such a case. Up here on the hill I know so many of my customers personally, who have so often paid me cash, that it would be foolish for me to refuse credit for a few dollars when occasion requires."

"Cash With Order" Plan Being Tried By Alberta Firm

A "CASH WITH ORDER" plan is being inaugurated at Innisfail, Alberta, by the Watt Hardware Company, which has just taken over the business of the Day Hardware Company. The firm's announcement on the front page of the local paper is as follows:

Opening Announcement

We beg to advise that we have taken over the business formerly conducted by The Day Hardware Co. We would heartily appreciate a continuance of the patronage extended to them and hope by fair dealing and courteous treatment to merit your approval.

Our policy will be to give the public the best value for their money possible and we will endeavor at all times to keep a complete stock of hardware, etc., to meet your requirements.

We believe that a cash business will meet with the approval of the Innisfail district if a liberal allowance is made for cash purchases. We are inaugurating a "Cash with Order" proposition and are prepared to offer inducements on this basis that we feel will appeal to the people of Innisfail and district.

We extend a cordial invitation to all to call in and inspect our stock and give us a trial.

It Pays to Pay Cash at
THE WATT HARDWARE COMPANY
Innisfail, Alberta

Regina Paint Dealers Expect Big Business

The Regina correspondent of HARDWARE AND METAL writes as follows: "Paint is one of the departments in hardware stores which is getting all kinds of attention these days, every hardware merchant in the city is preparing for a rush on paint in the spring. Owing to the war many people have left painting alone, consequently many houses are very much in need of a few coats of good paint, saying nothing about garage and barns. The sun in this Western country in summer time is very hard on paint, also the cold winters, and I believe I am safe in saying that houses in this country should be painted every three or four years at least two coats, and it is up to the merchant to explain how economical it is going to be for every owner to paint this year. Many new residences were built late last fall and will have to be painted early this spring, so the merchant who is prepared and does the early advertising is the one who is going to have the best paint sales."

OPEN WINNIPEG WAREHOUSE

Scythes & Co., fishing supplies, twines and manufacturers of waste, Toronto, have opened a branch office and warehouse in Winnipeg, where a full stock will be carried to take care of Western business. The Winnipeg branch will be in charge of R. L. Scythe. Representatives with headquarters at Winnipeg will cover the three prairie provinces and through to the coast for the company. The Winnipeg branch is located at 143 Smith street.

What Hardware Men Are Doing

How Hardware Firms All Over the Dominion Are Going After Spring Business—Alberta Firm, in Offering Specials For Cash, Says Credit Prices Are Ten Per Cent. Higher

BOX BROS., Belmont, Manitoba, are featuring the following: "Mounted grindstone with roller bearings. Time saved. One man can do the work of two. Prices, $7.00." The firm is also advertising coal oil, coal oil and gasoline lamps, wrenches and oilers, harness, power and hand clippers.

* * *

J. B. SMALLWOOD, Maryfield, Sask., advertises as follows: "Do you know that we have a large stock of shelf and heavy hardware suitable for every requirement in the home or on the farm, and at very reasonable prices. Here are a few items: cook stoves, heaters, washing machines, churns, gasoline and oil lamps and lanterns, pans and pails of every description, cut glass, table and pocket cutlery."

* * *

"REDUCED Prices For Heavy Fencing" is the headlines of the ad. of "Lawrie, the Hardwareman," Forest, Ont. After quoting prices on eight lines, he continues: "Every rod absolutely guaranteed or money refunded. Order early." The remainder of the ad. is occupied by two specials, cold blast lanterns at $1.00 each and hand made axe handles at 35 cents.

* * *

MACNAB BROS., Orillia, Ont., tell their customers in large display type in an ad. 6½ by 5 inches that "New designs in wall paper, embracing all the new patterns for 1919, are just in." Below, in large type also, with a rule set above and below the announcement comes "We Sell Ouija Boards."

* * *

W. H. CUDDY, Strathroy, Ont., advertises as follows: "We are now prepared to book orders for your fence requirements for this season for ten days as follows: all prices guaranteed at time of delivery." Then follows an illustration of the fencing and description and prices.

* * *

MACLACHLAN HARDWARE CO., Armstrong, B.C., is boosting indoor painting by the following ad: "—— is ready for use. It dries over night with a high gloss that withstands soap, water and weather. Use it for all interior decorating on furniture or floors. Use it for all exterior finishings and decorating, such as carriages, automobiles, wagons and machinery." Then follows a list of sizes and prices.

* * *

"SPRING cleaning will very soon be here," says the ad. of W. A. Gabb, Rocanville, Sask., in display type. This is followed by "We are ready for any demand," also in display and the following: "Everything necessary from a scrub brush to a brand new home. Brushes of every kind in many varieties, Paints, Oils, Varnishes, Stains, Alabastine in all shades. Washing machines, wringers, wash tubs and wash boards."

* * *

D. F. SMITH, Shelburne, Ont., says in his advertising space: "Will the person who borrowed a brace from me nearly two years ago kindly return the same?"

* * *

MOSHER & BISHOP, Jubilee Hardware, Melfort, Sask., announce that they have just added to their stock a complete line of sewing machines. "They are backed by our Jubilee guarantee," says the ad. "Money refunded if not satisfactory." Three styles of machines are listed with prices and all details. The lower section of the ad. is taken up with a bargain sale of aluminum ware.

"HERE is a Money Saving Chance to Purchase Automobile Tires" is the heading of the advertisement of Chalmers Hardware, Deloraine, Manitoba. Below is listed three sizes of tires guaranteed for 3,500 miles. A section of the ad. below this is occupied by a cut and description of a range the firm is featuring and in two smaller sections at the bottom are details regarding a special on coal oil heaters and automobile oil.

* * *

JACKSON BROS., LTD., of Pincher Creek, Alberta, offer for strictly cash prices a number of specials in harness. "These prices and values defy competition," says the ad. "Compare prices anywhere in the West. Call in and examine the goods and be convinced. Credit prices are ten per cent. higher."

* * *

"ARE You Going to Paint?" is the heading in display type of the ad. of the Fulton Hardware Co., Ltd., of Enderby, B.C. "We carry the largest and most complete stock of paints and oils in the Northern Okanagan," continues the announcement. "We have paint for the home, farm, implements, cars, barns and everything that needs paint. Paint and varnish brushes. Every want in hardware can be supplied by us at the lowest prices."

* * *

"KEEPING Yourself Fit" is a simple matter, says the Ashdown Hardware Co., of Calgary, in display type. An illustration of a shower outfit in use followed by directions for use, for taking physical exercise, etc., complete the ad.

* * *

MILLS HARDWARE CO., LIMITED, Hamilton, Ont., heads an ad 11 inches wide by 12½ inches deep "Mills Hardware News" in display and below "Some Wash Day Specials," also in display. The ad is most attractively arranged and illustrated and among other things offered are washers, electric, power and hand; wringers, tubs, boilers, wash boards, electric irons, wire and rope clothes-lines, ironing boards and wash benches. A description of each article is given and the price in large figures. In connection with the washers, buyers are urged to come into the store and see a demonstration of the machines in action.

* * *

SUMNER HARDWARE CO., Moncton, New Brunswick, is featuring "Lanterns at a Bargain" in its advertising. Cold blast, brass fount, painted lanterns, regular $1.50 to $1.75 are offered for a few days at $1.00. Climax tin lanterns, regular 75 cents, are offered at 50 cents. "See Our Window" concludes the ad.

* * *

R. CHESTNUT & SONS, Fredericton, N.B., in heavy display type advertise as follows: "Solid comfort after using the —— Safety Razor. Take a razor home for thirty days, give it a fair trial and if not satisfactory return it. No charge to you at all unless you decide to keep it. Absolutely guaranteed to give you perfect satisfaction."

* * *

ASHDOWN HARDWARE CO., Calgary, heads an ad offering clocks with the caption: "Right on Time Every Time" in display followed by "That is the way to success. Late-comers are not the ones to receive the better jobs. Our alarm clocks keep you right on time." Four good sized illustrations of clocks accompanied by some descriptive matter and the price in large figures complete the announcement.

OBJECT TO TAXING OF MAIL ORDER BUSINESS

THAT Border Cities merchants have little fear of the competition of the mail order houses located in the larger cities of Canada and the United States, was indicated at a meeting of the executive of the Retail Merchants' Association at Windsor, Ont., when, after considerable discussion, a resolution, introduced by Director George H. Wilkinson, was unanimously adopted, objecting to the efforts of the Provincial organization to secure legislation imposing different community taxes on mail order business.

Members of the directorate expressed themselves as disapproving the action proposed by the Provincial body as un-British in that it was founded on a person or business being taxed twice on one transaction.

It is expected that the proposed recommendations to the Ontario Legislature in connection with taxing of mail order firms will be drafted in committee on Thursday next. The question has aroused a great deal of interest among retailers all over the province and especially in those sections where the mail order firms have been expanding their business. A number of retailers, it is stated, have been taking the matter up with their members and urging that some action be taken at the present session of the Legislature.

WILL FIGHT DEMAND OF RAILWAYS REGARDING BOND

AS a result of protests that have been made by manufacturers all over the Dominion the proposal of the railways to put circular No. 97, as detailed in last week's issue of HARDWARE AND METAL into effect, has been again postponed. This time the date for establishing credits with the railways covering transportation charges is set as June 1, and in a circular sent out by the Canadian Railway Board, the reason for postponement is given that there was not sufficient time allowed for shippers to arrange for bonding by March 1. According to information given to HARDWARE AND METAL, the manufacturers are going to stand absolutely pat on this matter of bonding. As stated in HARDWARE AND METAL last week, they object to the railways' proposal of giving any bond and do not see the necessity for such a demand. The manufacturers declare that they absolutely will not furnish any bonds and will ask that the clause relating to this matter be eliminated altogether. A meeting will probably be held during the coming week to take this matter up with the Canadian Railway Board and urge that the bond section of the proposed regulations be discarded as unworkable. It is stated that the retailers may also take some action to co-operate with the manufacturers.

HOTELS MUST BUY FROM RETAILERS ONLY IN FUTURE

AT a meeting of the Regina retail merchants, a vote was taken on the question of closing at six o'clock on Saturday evenings and the decision in favor of the move was unanimous. Committees were appointed to circulate petitions in all trades and an effort will be made to have a by-law passed which will make this hour general. Regina wholesalers and retailers have completed an important agreement by which in future the hotels from now on must buy from retailers only. The Provincial Retail Merchants' Association convention will be held in Regina on May 13, 14 and 15, and steps are being taken to provide something in the nature of a merchandising course, lectures and training for the use of merchants and their associates.

Current Events in Photograph



Bomb-Proof Sheds for Hun U-Boats

The destruction wrought by the Allied airmen in the vicinity of Bruges, especially where the German U-boat fleet was quartered, was so great that the Huns spent large sums of money in constructing the bomb-proof sheds shown in the picture. These were built for no other reason than to minimize the losses caused by the aviators.

London Hardwaremen Hold Banquet

Trade Representatives Talk on Business Subjects at Second Annual Banquet of Retail Hardware Men

UPWARDS of 100 hardwaremen and trade representatives attended the second annual banquet of the retail hardwaremen of London, Ontario, which was held on Thursday evening, of last week. A splendid dinner was provided and the programme of music and toasts which followed helped to make a pleasant and profitable evening for all those who were present. The good fellowship displayed at the banquet was evidence of the splendid co-operative spirit which exists between the hardware merchants of London, despite the fact that they are keen business competitors.

The London hardware merchants not only meet to discuss trade problems, but they also put on social events which help to cement the splendid spirit of friendship which exists between the various branches of the trade in that city. The annual picnic which is held at Port Stanley is one of the outstanding events of the trade, and as a result of each picnic there is a big cash surplus which is used for charitable purposes. For instance, the hardware merchants of London have given seven cows to the Byron Sanitarium with proceeds which have been secured from annual picnics.

Toast to Canada

Following the dinner, Thos. A. Jones, of the Cowan Hardware Company, acted as toast master, and the toasts were drunk in ginger ale, which was accepted as a substitute for the regulation toast drink of former days with good grace by everybody present. Following the toast to the King, Toast Master Jones called upon Geo. D. Davis, manager of HARDWARE AND METAL, and Chas. W. Maguire, manager of the London branch of the Imperial Oil Company to respond to the toast of Canada and the British Empire. In the course of his remarks, Mr. Davis stated that the advent of peace had brought new problems to Canada and the British Empire, and that every business man who has the best interests of the Empire at heart should take an active part in assisting to solve the vital problems which are confronting business to-day.

A Great Future

"For many years past we have been told of the great undeveloped wealth which abounds in Canada, of the tremendous area of our country, and of the great future which the country has in store for us. These things are all true," stated Mr. Davis, "and Canadians to-day are more firmly convinced than ever before that there is a great future ahead for Canada, but in our enthusiasm over the future outlook, let us not overlook the present day problems which are looming up in every direction. The rapidity or slowness with which Canada will benefit by her wonderful resources depends largely upon the action of Canadian business men at the present time and in the immediate future. We have reached a period in the history of Canada when it is absolutely necessary for every manufacturer, wholesaler and retailer, and in fact for every Canadian, to take an active part in keeping the wheels of industry turning and provide employment and prosperity for the people. The big question is: How are we going to best succeed with the task before us? And among the many answers we hear one outstanding reply, and that is for co-operation. We all agree that co-operation is one of the chief essentials, but if our co-operation is to count for anything it must be given wholeheartedly. We are to-day more familiar with the benefits of co-operation than we have ever been in the past. We have seen the results of co-operation between the allied nations. International co-operation for the protection of small nations as well as the large nations is an outcome of the war, and as nations we are beginning to understand each other better.

Solution of Problem

"When we in Canada understand each other better, when the East and the West understand each other better, when the Canadian hardware manufacturers, wholesalers and retailers understand each other better, then, and not till then will we achieve the goal which will place the hardware industry of Canada upon the pinnacle where it belongs. Canadian hardware manufacturers, wholesalers and retailers, travellers, and retail salesmen are all interdependent, and the sooner we realize that our interests are inseparably bound up together the sooner will we commence taking the strides which are necessary to enable us to do our part in building up one of the greatest, if not the greatest industry in Canada."

Lesson to Europe

Mr. Maguire suggested two truths which the guests might with profit take home with them to think over. The first was that the sanity of the people of the North American Continent, which had made it possible for two peoples to live next to each other during practically the whole time of their existence as nations without a gun to guard the boundary line on either side, was a lesson to the people of Europe, and a lesson which, as indicated in the move toward a league of nations, had been taken to heart. The second was that British justice and fair play had made of the British Empire the greatest empire in the world's history. This was particularly evidenced by the fact that the people of South Africa, with whom Britain was at war not so many years ago, had fought side by side with the Mother Country in the Great War.

In the absence of Mayor Sommerville, Alderman Moorhead responded to the toast to the City of London. Alderman Moorhead, who incidentally has a son who is a travelling salesman for a London hardware house, stated that the Association represented at the banquet was one which, besides being of great advantage to its members, had a potentiality for immense good to the city as a whole. Mr. Moorhead asked the guests to do everything they could in every possible way to boost the city of London.

Speak for Themselves

Mr. E. A. Dennis, of the Dennis Wire and Iron Goods Company, Limited, responded to the toast, "Made-in-London Goods." Mr. Dennis stated that the products of London manufacturers would speak for themselves in any part of the world. He further stated that the city of London is in need of new industries, and that despite the high tax rate, it is an ideal city both as a home and manufacturing centre. Mr. Dennis referred to the many substantial industries in London which had grown up from small beginnings, and urged all those present to do all they possibly could towards securing new industries for the city. Mr. Dennis referred to the hardware merchants as the shrewdest and best merchants of any line in Canada, and also referred to the splendid stores throughout Canada, to the splendid display methods, and the splendid manner in which the hardware merchants push the sale of such a wide range of products. One moment, stated Mr. Dennis, you will find a hardware salesman selling a keg of nails or a wire fence, and the next moment he is waiting upon an entirely different class of customers, and is perhaps selling cut glass or silverware. Mr. Dennis referred to the necessary training and the thorough knowledge which is required of a good salesman in order to be successful in selling the great range of goods which is found in a modern store.

Replying to the toast of the manufacturing interests, Mr. Adam Taylor, of the Taylor, Forbes Company, Guelph, Ont., referred to the erroneous comparisons which are frequently made between Canadian and United States products. Mr. Taylor gave several examples of how Canadian manufacturers were at a disadvantage in so far as the purchase of many lines of raw materials are concerned. Mr. Taylor also referred to some of the conditions which exist in certain parts of the United States in so far as child labor is concerned. Despite these handicaps, the speaker stated that Canadian manufacturers in many lines were turning out goods equal to the best of any other country, and urged his hearers to at least give Canadian firms the preference when conditions are equal and Canadian goods are of as good quality and finish as foreign products.

Look After the Boys

Mr. James A. Hossack, sales manager of the Lufkin Rule Company of Canada, Ltd., Windsor, Ont., in replying to the toast of the manufacturing interests, referred to the promises made to the boys who have gone to the front, and urged

upon his hearers the necessity of keeping Canadian factories busy, and in this way finding employment for the thousands of soldiers returning to this country at the present time. In referring to prices, Mr. Hossack stated that he could not see where prices on hardware commodities, and especially on the products made by his company could come down, even though there might be some slight reductions in the prices of raw material. Mr. Hossack pointed out that the labor cost is the greatest item in most manufactured products at the present time, and until there was a reduction in the cost of living we could not expect to see any marked reductions in the cost of labor. Mr. Hossack referred to the retailers as the people who market the goods of the manufacturers, and to a certain extent they are partners with the manufacturers in keeping the wheels of business running in Canada. Mr. Hossack stated that the way in which to keep business running at the present time is by wearing out the soles of our boots and not the seats of our pants. The speaker also urged that all conditions being equal the trade should give Canadian manufacturers the preference in order to assist in building up home industries.

Objects to Article

The speaker also referred to a report which recently appeared in the weekly bulletin of the Trade and Commerce Department at Ottawa. This article, stated Mr. Hossack appeared without any comments from this department, and in his opinion it was directly opposite to what he thought should be expecter of a department such as the Department of Trade and Commerce at Ottawa. The speaker claimed that the firms referred to in the article are not assisting in any way to build up Canada or Canadian industries, and that in his opinion the department should reprimand any manufacturer or wholesaler who would undertake to co-operate with Japanese to the extent indicated in this article. Mr. Hossack read the extracts from the February 10 issue of the "Weekly Bulletin" of the Department of Trade and Commerce as follows:

Boosting Foreigners

"On the title page of the 'Weekly Bulletin' this week appears an illustration of toys made in Japan in imitation of German toys. These toys were made particularly for sale in Canada, but they are likely to compete in all the markets of the world. Immediately after the outbreak of the war several large department stores of Canada sent buyers to Japan with samples of German toys with a view to getting them imitated by the Japanese. One wholesale house in Western Canada made a collection of over 8,000 German articles. Shortly after the outbreak of the war, the head of the firm took a trip through Canada, picking up German articles wherever he could find them in the retail stores. He afterwards went to Chicago and New York and bought German articles there. He then shipped the whole collection to a firm in Yokohama, Japan, asking them to get Japanese manufacturers to imitate them. In the case of one German jack knife which he sent over to Japan, the first Japanese imitation of it was not satisfactory. The Canadian wholesale merchants sent it back with a criticism. A second knife was returned from Japan which was better than the first, but not entirely satisfactory. The knife went back and forth eight times. Finally a quantity of jack knives were shipped to Canada which the Canadian importer states were superior to the German article and cheaper. The Japanese were very ready to receive criticisms and endeavored to satisfy the Canadian importer."

Against Canada

Did you ever hear, asked Mr. Hossack, of a Canadian wholesaler ever sending an article to a Canadian manufacturer or to have it copied and to have it passed back and forth, each time with suggestions and criticisms in order to have it made up to meet the requirements of the Canadian trade? You never have, and I never have, stated the speaker, and the firm that will do a thing like this without giving a similar opportunity to Canadian manufacturers is certainly not working in the best interests of our country. "Can you imagine any firm putting themselves to this trouble for a Canadian manufacturer, or did you ever hear of a foreign manufacturing firm doing this for use?"

Replying to the toast to the wholesale interests, Mr. S. Ray, of D. H. Howden & Company, stated that the hardware business is a profession requiring close study and application by hardware merchants and retail salesmen. Mr. Ray is of the opinion that prices will not decline to any extent for some time in the future, and that we will never again see pre-war prices for hardware. Further, the speaker hoped that there would never be pre-war prices, and that in the years to come the hardware trade would realize a legitimate profit on their goods instead of selling them at a loss, especially on staple lines as they did in pre-war days. The hardware merchant, stated Mr. Ray, gave more value for the money expended than the merchant in any other line of business.

Tells of Conditions

Mr. O. N. Parent, of Canadian Yale and Towne Ltd., St. Catharines, Ont., also spoke briefly on conditions at the present time. Mr. Parent stated that there is unquestionably a bright outlook for Canada, but it will be necessary for all branches of the trade to work together for the common good. Mr. Parent stated that one of the disadvantages connected with manufacturing in Canada is that we have not in this country a population sufficiently large to enable us to get the output of goods or the volume such as that of the United States or other countries where they had a much greater population.

William O'Dell, of O'Dell hardware, moved a vote of thanks to the visitors who had taken part in the evening's programme. Fred Crooks, of the Ohio Varnish Company, Cleveland, Ohio, told a number of stories, but these have been banned by the censor. The London Harpers and George A. Steer the entertainer and elocutionist provided a good programme of music.

Those largely responsible for the success of the banquet are: Thos. A. Jones, president London Retail Hardware Association; Thos. H. Purdom Jr., Purdom Hardware Co., secretary of the association, and Charles A. Craig, who, while not a retailer, is called the "Official Booster" of hardware activities in London, and who has always taken an active part in the social events of the London hardware trade.

Says Well Dressed Windows Will Sell Goods at Higher Prices

The Calgary correspondent of HARDWARE AND METAL says:

"There is nothing like a well dressed window to catch the passing trade, and it is astonishing how it will enable hardware men to get prices that he cannot obtain while the goods remain in the store and packed away on the shelves. He can get a higher price for goods displayed in the window than he can when they are marked at a lower figure in the store.

P. H. Holzworth of the Hall Hardware has had some interesting experiences along this line. To HARDWARE AND METAL he said: "We had a good line of English graniteware in the store marked down considerably below the usual price, and it was an undoubted bargain for the money. It failed to move to our satisfaction and I dressed the window with it, but marked it at the original selling price, laying more stress on the good quality of the goods.

"In a very short time that line was gone, at the price the goods was originally marked at. We did the same thing with a line of flashlights that we wanted to get out of the way, and they sold quickly. Our recent showing of aluminumware brought us good results, though this was not a case of marking up the price.

"This week we have been showing locks, but of course they have not moved like the other stuff did. I did not expect it of course, for the building trade is inactive at present. The window of fasteners and locks was more in the nature of sowing seed, for we have often found that a window display of this nature will fix itself in the memory of those interested, and they will come back later and ask for those same goods."

Tendencies Firm For Roofing

Scarcity of Various Material and High Wages Combine to Make Market Steady—This Should be Big Year—Hardware Dealer Ought to Sell More Roofings and Papers—Specialties Show Good Profits

"THERE are no surplus stocks of old rag clippings from which to make felt. The large dealers have none and the smaller handlers have very small stocks. Altogether there is very little surplus," said D. P. Hatch, sales manager of the Barrett Company, Montreal, in discussing the outlook for the immediate future on prepared roofings, with HARDWARE AND METAL.

"There has been no reduction in the cost of labor. There is not likely to be any while foodstuffs are high in price, and as all material used to date has been produced at high cost, there is nothing to indicate near declines of price."

The Rush Season

The manufacturer, in anticipation of an average amount of business requires to work at full speed during the winter months. It is necessary to do this because of the rush of orders that come in the early part of the roofing season and in the height of it.

"We have been working, in part, night and day," said Mr. Hatch, "and this is necessary so that we may have the stock to fill orders later. The dealer should, in order to secure his needs early, place his order for roofing so that he may not be disappointed later. For when the movement begins it soon reduces large stocks that have been made in advance.

Should be a Big Year

Mr. Hatch was of the opinion that this season should be a big one. There has been general prosperity for the farmer and he is a large user of prepared roofings, as well as of building papers and specialties that may be considered kindred products. Someone is bound to get the business and the hardware dealer should be a big factor in the distribution of this line, with profit to himself.

In the desire to increase his production during the past three or four years, the farmer has probably not paid as much attention to the protection of his barns and sheds as he should. He has deferred building. Many of these buildings will require attention this year,—in fact much must be done. It is therefore to be expected that the season ahead will show much interest in the matter of sales for these several lines, and the aggressive retailer will reap the benefit of his initiative and energy in reaching out for his legitimate share of what may be secured.

"There is no reason why the dealer should not get a large part of the business that goes to the mail order house," said Mr. Hatch. "The hardware dealer should be able to sell more of these lines. What he needs is more energy in reaching out for business; it is to be had if gone after properly."

Mr. Hatch believes that the hardware dealer ought to go after the big business. There is business in every community that can be developed and the dealer is in a position to get a big share of this. If he applies himself to the situation in his own particular district, he will very probably be surprised at the results to be secured.

For instance, his customer John Smith will erect a new barn or an implement shed this spring. He must have a roof for it, and will want a good one. To stand a change of getting the contract for this roofing the hardware dealer will need to be on the job early. It is none too soon now to check up on possible customers for this line. To make up a list of prospects now and write them personal letters, or better still, to call upon them personally, ought to be the best of business. And there is this to remember, that the mail order house catalog is there, very probably, ahead of you. It is also probable that the local lumber dealer has put in a bid for this business. All the more reason why the hardware man should make a stronger claim for it. It will be essential, in view of these facts if he wants the business, that he claim it early and go after it with the determination to land it.

Car Lots Using Helps

Mr. Hatch believes that there is wisdom in buying roofing and building papers and also other kindred products in car lots. This means a saving in freight. It means better delivery and the arrival of goods in better condition. "It does not take a great deal of these lines to make a 30,000 pound car," said Mr. Hatch, "and there is much advantage in ordering this way. There is a saving of freight that is considerable, and by selecting different lines, the dealer should be able to buy in this way to advantage."

These days, when such splendid lines are being made of various specialties, the dealer can develop a department for the sale of roofings, building papers, roof paints, cements and coatings. There is good money in these and as the same are put up in popular sizes such as gallons, five gallons and ten gallon packages, as well as in barrels, there should be no difficulty in getting these placed with one's trade. Once the roofing is sold, or after it has been on for a time, it ought to be treated to a coat of paint. It will be up to the hardware dealer to suggest this and in doing so he can enclose, in a personal letter to the owner, some of the attractive advertising mater that is put out by the manufacturer for his purpose, and which he will gladly supply.

It should be a good time to begin. The season will soon be here. Is your stock complete and can you not develop a greater sale, not for roofing and paper only, but for the various paints, cements, pitch, coal tar and other specialties that will serve to make a large and important department in the modern hardware store?

Hoping For Repeal of Industrial Profits Tax

Manufacturers of the Border Cities are expecting a repeal of the legislation imposing a war tax on all industrial profits in excess of 7 per cent. While no definite assurance has been given that this action will be taken, such a course was presaged by Hon. F. B. Carvell, during his address on the national debt, and the possible avenues through which it might be reduced when he suggested that while a greatly increased revenue was not only desirable, but imperative, he favored reducing the industrial profits tax.

Just what effect this would have on Canadian industry generally is indicated in the brisk action on the Detroit stock exchange on the day following the Carvell address, when practically all Canadian industrial stocks quoted, experienced a phenomenal advance. Dealing in Canadian Ford Motor Company was in the lead, and a sensational rise of 20 points was registered.

P. W. Grandjean, financial expert of the Ford Motor Company of Canada, interviewed by HARDWARE AND METAL, said he confidently expected a repeal of the legislation, as forecasted in the remarks of Mr. Carvell.

"The law in the first place," he declared, "was put through to appease public sentiment, which objected to the vast profits being accumulated by war profiteers, but while it was partially successful in this respect it also seriously hampered all Canadian industry, and while the larger concerns were affected, the burden fell heaviest on the smaller firms, which through extensive war and domestic orders were in a position to extend their plants, but were unable to do so because of the industrial profits tax, no allowance being made nor credit allowed for profits turned back into extensions."

Changes made in the directorate of the William Hamilton Company at Peterboro' included the retirement of J. C. Smith as president and of George G. Gladman, general manager and secretary-treasurer. There was a vacancy on the Board due to the death in action in France last summer of Ross Cameron. The new Board comprises Daniel Smith, of Kingston; Philip Talcott, of Bloomfield; Peter Westby, Louis Potvin and R. Munroe, of Peterboro'. Daniel Smith is the new president.

Business at the Capital is Showing Steady Improvement

By T. M. FRASER, Ottawa Representative of the MacLean Papers

AFTER the first of the year, business generally was inclined to be dull in the Ottawa district and particularly in the capital. Latterly it has picked up considerably; and the retail trade here appears to be satisfied. The unusually open winter has interfered with the stove trade, although buying at the first of the season was good. Collections have been fairly satisfactory.

It is the intention of the Gray-Harvey Company, about the first of May, to open up a wholesale sales room at 69 William street. The wholesale end of this firm's business has expanded rapidly and they now cover a territory within a hundred mile radius of Ottawa. Their new sales room will be in charge of A. J. Bedard, who was with Lewis Brothers of Montreal for some years and lately has been with the Cochrane Hardware Company, of Sault Ste. Marie.

W. A. Rankin, the Bank street hardware dealer, in conversation with the Ottawa representative of HARDWARE AND METAL, said that the building trade in Ottawa was looking up considerably. For some time this part of the firm's business has taken second place to the household trade; but, with the opening of spring, and the fact that the scarcity of houses here makes building absolutely necessary, preparations are being made for a good trade in builders' hardware. Such houses as have been built here recently have been almost altogether for selling; but the high price of lots in Ottawa has to a certain extent discouraged home-building. A 25 or 33 foot lot, reasonably near a car line, cannot be had here for less than eight hundred dollars, and it is pretty hard to get even a small house built for less than $3,500.00.

"We have been making a specialty of kitchen ware," said H. P. Plaunt, of the Plaunt Hardware Company. "Builders' hardware has been quiet. Building will have to begin again, but I am afraid it will not be for some little time. High prices of lumber and labor will have a tendency to keep the small man from building. The hardware end of it should not affect him greatly. There is not more than $125 worth of hardware in the average small house, and this is comparatively a small item. The mild winter has had a bad effect on the stove business, although it was good at the first of the season. Business has been picking up lately, and the outlook is not unfavorable."

The Making of Prepared Roofing

NOTE.—Through the courtesy of the sales manager, Mr. D. P. Hatch, of the Barrett Company, Montreal, HARDWARE AND METAL was shown the interesting operation through which felt passes in being treated and made into modern ready or prepared roofing. The same as reproduced herewith will be of interest to the hardware trade generally.

THE heavy felt used in the preparation of modern "ready roofing" comes from the mills in large rolls. These are of varying weight, according to the ply of roofing desired, and the treatment is practically the same, the heavier weights of felt absorbing a greater quantity, of course, of the wear-resisting asphalt.

An operator opens the roll of felt and this is passed over a huge roller. This roller is of steel and is kept at a high temperature. The purpose of this heated roller or huge drum is to eliminate all moisture that may have been absorbed by the porous felt, so that when the felt has passed over a second roller, also heated, it is ready for the first treatment of asphalt. This is applied in heated condition as the felt is passed along through a big tank containing asphalt.

More Rolling

Caught between rollers again, more asphalt is introduced as the felt passes onward through these rolls, the asphalt being thoroughly forced into the felt and becoming a part of it, the amount of asphalt taken in depending upon the weight of felt used.

As the felt passes through these rollers, it is given the "ridged" finish that appears on the surface and the rollers are made so that the finish obtained may be altered, this being done by the operator.

Passing onward, and the process being an uninterrupted one, the roofing is caught up and a solution of talc is applied to prevent the roofing from sticking as the same is rolled up. The supply or continuous sheet of roofing is taken up through a contrivance near the ceiling of the factory and which is so arranged that any delay by the operator at the farther end, who attends to the power-winding or spinning of the roll on which the roofing is rolled, may be automatically taken care of.

Cuts the Roll

This operator cuts the roll at a given place, at the ring of a bell, automatically set to ring when the proper weight has been rolled up. The roll is taken by another operator and immediately weighed. Should it be of incorrect weight the same is set aside as "seconds."

The operation is now all but completed. The last operator takes the roll of roofing, cuts a wrapper for it and quickly cements it securely. The small tin of cement and a package of nails are now taken from an endless carrier and placed within the centre of the roll, and with the end caps placed the same are securely bolted with the wire rod running from end to end, the label is put on and the roofing is ready for shipment.

Duty Merchants Owe To Their Home Paper

THE "Collingwood Bulletin," discussing the duty merchants owe to their home paper, says:

"Business men, and particularly those engaged in the retail trade, might well take note of what has happened in the Windsor newspaper field. There, the merchants are now brought into competition with the Detroit houses. In Collingwood the competitors are the Toronto mail-order houses, not too far away to have a serious effect on the home trade if permitted to get a firm hold. In Windsor the "Border Cities' Star" was purchased by a newspaper man from the West. He determined to devote his newspaper to building up the city by building up the home trade for the home merchants. He announced a departure from the policy of his predecessor inasmuch as he would not accept advertising from Detroit stores. The challenge was made to the home merchants to play their part—and they have failed. Instead of supporting the "Border Cities' Star" they held back, refrained from doing their share, with the result that the newspaper lost money and was driven back to the old policy of opening its columns to the Detroit stores, thus permitting them to re-enter the field at an annual cost to the merchants of Windsor of many thousands of dollars in loss of business. They refused to make their advertising appropriations such as would keep the field for themselves. They tore down the wall of protection which had been voluntarily raised by the newspaper. They failed to recognize that the "Star" was palying a big game, which it did until the breaking point. They hid behind the pride and policy of the newspaper. They counted on its loyalty keeping out the competition and rewarded it by "doling out only enough business to keep it so near starvation that there was nothing but agony in the difference." How many merchants in Collingwood recognize what the press of the town is doing to keep out outside competition? Week after week home buying is the gospel preached. Week after week outside advertising that would mean a bigger revenue to the newpaper is brushed aside. Week after week merchants are noticed hiding behind the loyalty of the Press. It cannot, in these strenuous times, when the graveyard of newspapers is being steadily added to, go on for ever. The Collingwood Press is no different from that of Windsor. It is maintained by its income, which, if not earned at home, must be secured elsewhere. A change of attitude on the part of many will avoid the reaching of the breaking point with its obvious sequel, the pressure right here in Collingwood of the outside competition. With those in business the matter wholly rests. Upon them lies the responsibility. The "Border Cities' Star" did not wish to turn back. Neither does the "Collingwood Press."

EDITORIAL COMMENT

ONE of the surest ways to get new customers is to get acquainted and keep acquainted with the people of your community.

* * *

LIFE is a selling problem and every man is his own line of goods.

THE POLITICAL HORIZON

POLITICAL events that may have an effect on the general business conditions of the whole country seem imminent. Many business men are asking what will happen if the United Farmers and the Labor Party join hands. Just what will happen is hard to say, but it would seem that some very radical changes would of necessity follow. In Ontario, many are wondering what is going to happen to the Hearst Government. Here again the United Farmers and Labor may unite. There are those who believe that a general political storm is brewing and that after it breaks and things readjust themselves again conditions generally will be much more settled.

RESULTS OF PUBICITY

THERE is nothing mysterious or wonderful about the big business built up by the mail order houses. On the contrary, their plan of action is very simple. They get the goods and then they take good care to let everybody for hundreds of miles around know about it. They make sure that everybody in every possible home they can reach knows all about the goods. They do this by advertising. There are hundreds of newspapers which will not accept mail order advertising and the mail order house tries to get around this disadvantage by its catalogues. This is another form of advertising. Advertising, however, is the whole secret of the selling success of these firms and there is a big lesson right here that the home merchant can learn and turn into profits. The mail order house realizes that it is terribly handicapped in the efforts it has to make to get business in many sections. The home town merchants if they are on the job can demonstrate the merchandise they have to offer. People can come in and talk things over with them and see the goods and compare sizes and prices. The mail order house, hundreds of miles away, cannot do this. Its only salesman is its newspaper ad. or its catalogue description. It depends on these for the big percentage of its sales. One of the quickest and surest ways of destroying mail order competition is to fight it with its own weapons. The merchant who advertises and advertises intelligently, who has the goods and who is prepared to give service in his store can oust the mail order firms from his field every time. The mail order firm knows this and is tireless in its efforts to find out the towns where the merchants either do not advertise at all or use such small ads that they are non-effective. It is useless to try to accomplish with a toothpick a job that requires a crowbar. The mail order firm, when it comes to advertising, is prepared not only to use a crowbar, but to supply a travelling crane if the effort is worth while and it has demonstrated that it pays and pays well.

MAY BE BETTER SALESMEN

SOME one has said that the best school of salesmanship is the school of hard knocks and experience. It would appear that this is being proven by the fact that young men who went overseas and returned are now better at selling than they were before. It is pointed out that two of the disabilities common in young salesmen before the war were timidity and fright and lack of force. In many cases there was added to this inability to understand or read human nature. This last was very often the result of inexperience, and of not having rubbed sides with the great buying public sufficiently to size people up quickly. It is stated that the conditions the youths had to face every day from the very start of their training was calculated to overcome these troubles To start with they were up against an entirely new set of conditions, and almost every minute they were meeting new men. They had to rely upon themselves very often, and on their own judgment depended a lot of their progress. In the case of young officers, who came in thousands from the business houses of Canada, it is stated this was especially noticeable. Some of them, when they first started and had to give commands, were almost frightened at the sound of their own voices. A few weeks though in the army and they developed confidence. The same was true of the men. The hard training, regular hours and the outdoor activity resulted in physical changes that wrought wonders in giving many of them the force they were lacking before. It is said there is no education like travel. This has also been exemplified in the case of the boys who have been "over there." They have

learned new languages, they have seen how other people do things, they have broadened out and they are coming back to their positions with a vigor they did not have before, and with a confidence and force that would have taken years of experience to have acquired in the ordinary way. They will bring to Canadian trade an added vim that may go a long way in increasing business.

NEEDS CAREFUL HANDLING

IN Canada as in many other countries there is just now a great deal of discussion of existing conditions, and of prospective conditions, suggestive that the country is confronted with economic and financial problems. The solution of these may rest in the solution of the general psychological problem. Canada is very prosperous, but would be still more prosperous if everybody did a fair day's work every day. Economic and financial conditions would take care of themselves. At present the psychological condition is wrong, and the mental attitude of many employers and employed is wrong. Many want too much for the service rendered the public. The right remedies cannot be selected until the nature and cause of the wrong condition is recognized fairly and squarely.

Wrong conditions can often best be met and remedied by straight thinking and decided action. One of the chief troubles to-day is what is in men's minds. Many are not disposed to work very much. They feel they can take life easy and make a good living. Poor labor performance is often brought about by there being more positions than men. Sometimes the surplus of positions is created by spending public funds, gathered by millions. To borrow money and mortgage the future in order to preserve an unsound situation is questionable policy, especially as an economic expedient.

There is very serious danger of this situation being attacked from wrong angles. If a remedy is to be applied, the causes of the present situation should be carefully considered, or some of the remedies proposed come dangerously near being repetitions of the causes.

WORLD'S GOLD OUTPUT

THE world's gold output for 1918 totalled $405,000,000, a reduction of $23,000,000 over the figures of the previous year when the value of the gold produced was $428,380,000. The reduction took place in the United States, as despite war activities other countries fully maintained their production. At the opening of the year the world's stock of gold was placed at $9,675,000,000. Of this amount the United States owns $3,080,510,000 or approximately thirty-one per cent. Canada as a producer of gold is steadily climbing, but not so rapidly as in some other lines of mineral production.

VIEWS OF OTHERS

NOW that the cordage industry is threatened with an indefinite continuance of Governmental interference with its affairs through the operations of the new Philippine Government development corporation, members of the trade can profitably devote more time to the consideration of how officialdom operates. It will be clear from such a study that, however badly private enterprise operates in a given case, Governmental operation is worse. —*Cordage Trade Journal.*

* * *

OPTIMISM will insure our prosperity. It is easy to precipitate a feeling of demoralization, and no more difficult to develop a sentiment of confidence and serenity. The question of keeping our prosperity depends much upon the attitude and speech of men.—Judge Gary.

* * *

WE are in a period of temporary uncertainty; but there is nothing alarming about that. We have had to change cars and are waiting for the next train. We haven't lost any baggage. We had to get out of the war business sooner or later, and the sooner the better.—George E. Roberts, National City Bank of New York.

* * *

SIX tons of catalogues from a Toronto mail-order house is being mailed out from the Brockville post office this week. No doubt this district will receive its usual supply. We advise our readers to see what our merchants can offer them before sending away their orders and we advise our merchants to let the people of the community know what they have to offer by the same means as the mail-order people employ — advertising. — *The Review*, Carp, Ont.

* * *

WHEN a certain person is asked, or a particular group of persons are asked, to deflate their charges, can and will assurance be given that similar deflation will proceed all along the line? Each person may have a different view as to how much others should deflate, but at any rate he is going to demand an equal effort on the part of all, or he personally will be indisposed to take up his part.

Without this completely general co-operation not much can be expected. A little deflation might occur, but not the whole amount that would be for the best interests of all.—*American Metal Market.*

* * *

IF municipalities wait for prices to go down before they start to build they will be in no position to carry out such a programme when that time arrives. It is much more of a hardship on a community to thrust an ambitious scheme of public improvement on its property owners in the face of stagnation and panicky conditions than it is when conditions are what they are to-day with money circulating freely and with everyone employed and with no one feeling the pinch of hunger or privation. The way to maintain good times is to keep business going. Money is made, in a business way, by spending it, not by saving it.—Brantford *Expositor.*

* * *

SOME wholesalers, while foreseeing higher prices for stoves as a result of the advance in molders' wages and present demand for iron, are not discouraged by the outlook. In fact, many are willing to take an optimistic view and insist that it is a hopeful sign. When prices decline, they point out, it shakes the confidence of retail buyers and consumers and may cause them to withhold buying, expecting still greater reduction. With an advancing market, buyers are more willing to operate and the trade feels that, when it is realized prices are going higher buyers wil come into the market freely.

Stocks carried over by retailers for next year are believed to be small, as many in the business found it impossible to get the quantity of goods desired in 1918 and will, according to wholesalers, buy heavily when large supplies are available. With these indications, a great demand for stoves in the coming fall is expected.—Indianapolis *Commercial.*

EVENTS IN THE TRADE

Business Changes

Fergus, Ont.—John G. Tweddle has purchased the hardware business of A. E. Nichols.

Walkerton, Ont.—J. H. Tolchard has purchased the hardware and tinsmithing business of Paterson Bros.

Fire Losses

The premises of the Great West Saddlery Co. at Olds, Alberta, were destroyed in a fire that caused a loss of $50,000 in the business section.

The hardware store of L. J. A. Beauchemin was completely destroyed in a fire which razed a business block at Shawinigan Falls, Quebec. Mr. Beauchemin's loss is about $20,000.

Obituary

The death occurred very suddenly at Montreal from apoplexy of John H. Sticht. For some years he was general superintendent of the H. R. Ives Co., Queen St., manufacturers of various hardware lines.

Mr. Sticht was a master mechanic in structural iron work, and followed this for the greater part of his life. On leaving the H. R. Ives Company in 1908 he effected a partnership with A. C. Hutchison, and this was continued for five years. Mr. Sticht continued in his chosen work, establishing another business at Longueuil, opposite Montreal.

T. McOuat, aged 69, whose death occurred at Lachute Mills, Quebec, was the founder of the firm of T. McOuat & Son, founders and machinists and dealers in shelf and heavy hardware. Mr. McOuat had been ill for two years. The business will be carried on by his son, A. A. McOuat.

M. A. Schaffner, who has represented the Sherwin-Williams Company of Canada, Limited, at Saskatoon for five years, died suddenly on Monday, of influenza. Mr. Schaffner came from Truro, N.S., and he sold S. W. P. in that province before going to Western Canada.

The death occurred at Atlantic City of M. K. McMullin, president of the American Window Glass Company of Pittsburgh.

Personals

H. C. Dimock, who has been in charge of the retail sporting goods department of Rice Lewis & Son, has been appointed manager of the retail store. Mr. Dimock was formerly in the hardware business at Windsor, Nova Scotia.

W. Beaton, of the staff of Mackenzie, Milne & Co., Limited, Sarnia, is ill with influenza.

John Walton, of Mackenzie, Milne & Co., Limited, Sarnia, was in Toronto over the week-end.

James A. Hossack, sales manager Lufkin Rule Co., of Canada, Ltd., Windsor, Ont., has left for a business trip to the Maritime provinces.

Mr. W. E. Clarke, advertising manager of The Pedlar People Ltd., Oshawa, Ont., is in charge of the firm's exhibit at the Lyons Fair, being held at Lyons, France.

Trade Notes

The Cleveland Pneumatic Tool Co. has been registered at Montreal.

The Acme Wool and Waste Supply Co. has been registered in Montreal.

The Estevan Hardware Co., Estevan, Sask., has moved into new premises.

Allaire & Lajoie, hardware and paints, have been registered at Coaticook, Que

The Quebec Asbestos and Chrome Co has been registered at Rock Island, Que.

Adam Turnbull, hardware dealer, of Briercrest, Sask., is disposing of his business.

Paquet and Bonnier have been appointed liquidators of Fauteux, Limitee, Montreal.

The Canadian Kron Scale Co. has been registered at Montreal by William M. Thorpe.

F. Bacon & Co., hardware, has been registered at Montreal by Wilfrid A. Dansereau and Francis A. McDonald.

Rorke & McDermott, Dodsland, Sask., have opened a harness repair department in connection with their hardware store.

The Wright Hardware Co., Hamilton, Ont., have acquired the right to manufacture and sell in Ontario, Gibson's flannel damper.

Wm. Craven, until recently in the warehouse of the McClary Mfg. Co., at Hamilton, has joined the sales staff of Arcade Limited

W. A. Gabb, Rocanville, Sask., is opening a tinsmithing department in connection with his hardware store in charge of Alfred Hamel.

The Alberta Foundry and Machine Company, of Medicine Hat, Alberta, is enlarging its plant and will go into the manufacture of light farm tractors.

John G. Tweddle, traveller for Beatty Bros., has purchased the hardware business of A. E. Nichols at Fergus, Ont., and gets possession about June 1. Mr. Nichols will continue his coal and wood business, as well as being local manager of the Bell Telephone Company.

The Premier Paint and Varnish Company has been registered at Montreal by Wm. H. Evans, John H. Schislmerick, John R. McCarty, and Elbert Mapas.

Councillor Wm. Patterson, hardware dealer, Walkerton, Ont., has exchanged his business for a farm, and J. Herbert Tolchard, of Eden Grove, is the new owner.

Tanton and Midmore, hardware, Wilcox, Sask., will in future be known as Midmore and Downton, R. Midmore and H. A. Downton having purchased the Tanton shares in the business.

The Winnipeg Steel Granary and Culvert Company, Ltd., of Winnipeg, Man., will hereafter be known as Crossen Metal Works, Limited. The change in name involves no change in personnel or management.

L. P. Woodhams, for some time manager of the Lumber Manufacturers' yard at Kerrobert, Sask., is severing his connection with the firm and will go into business at Elbow, having purchased a hardware there.

J. A. Klassen, who has been handling auto accessories on the road in Manitoba and Sasketchewan for several years, has joined the staff of D. Ackland & Son, Ltd., and will call on the trade in the interests of their auto accessory department.

Montreal News

Mr. Walker, of Peck, Stow and Wilcox, was in Montreal this week.

Thos. Mortimer, manufacturers' representative of Toronto, was in Montreal this week.

James Kinsman, of North Bros. Mfg. Co., Philadelphia, Pa., was in Montreal this week.

Geo. W. Everts, with Harmon and Dixon, New York, called this week on the Montreal trade.

W. G. Harris Jr., of the Canada Metal Company, Ltd., Toronto, spent the week-end in Montreal.

C. G. Evans, representing W. J. Dennis Co. of Chicago, was in Montreal calling on the trade this week.

Prescott W. Robinson, who has been in Western Canada for some time, returned to the city this week.

Charles Ross, sales manager of the Crown Cycle and Motor Co., Montreal, was married in Montreal this week.

George Caverhill, of Caverhill, Learmont and Co., Ltd., and Mrs. Caverhill, are spending several days in New York.

A. Lemieux, hardware merchant of Henryville, Que., is a patient in the Notre Dame Hospital, Montreal.

Mr. Hurtubise, of the North American Hardware Supply, Montreal, is at Manitowoc, Wis., this week, on business with the Aluminum Goods Mfg. Co.

The Sherwin-Williams Co. of Canada, Ltd., has made improvements in its executive office arrangements. The stenographic department will be more closely grouped, while department heads will have separate offices.

Winnipeg News

Mr. Brownstone of Niverville, Man., was a visitor in the city this week.

Mr. Brown of the Plum Coulee Hardware Co., Plum Coulee, Man., spent a few days in the city this week.

Mr. Gross of the Champion Tool Co., Meadville, Pa., was in town during the week calling on the jobbing trade.

J. McDonald and F. Baker, formerly manager and traveller respectively for the Calgary Paint and Glass Co., have opened up a business in Calgary and will handle paints, etc.

The Calgary Paint & Glass Co. will in future be known as the Winnipeg Paint & Glass Co., and travellers from the Winnipeg branch are now working the territory.

Incorporations

Preston & Schwarz, Limited, Galt, Ont., have been granted a provincial charter. The company is capitalized at $40,000, and plans to manufacture taps, dies, wood, iron, steel and metal products.

Reflex Manufacturing Company, Limited, head office, Parry Sound, Ont., capital $40,000, plans to manufacture and deal in polishes, veneers, paints and varnishes.

The Canadian Renulife Electric Company, Limited, head office, Windsor, Ont., capital $40,000, plans to manufacture and deal in electrical appliances.

National Paper Goods Company, Limited, head office, Hamilton, Ont., capital $300,000, plans to manufacture and deal in paper boxes, paper supplies, twine and shipping cases.

Industrial Varnish Works, Limited, capital $100,000, head office, Hamilton, Ont., plans to manufacture and deal in varnishes, paints and oils.

Clay Products Agency, Limited, capital $100,000, head office, Toronto, plans to manufacture and deal in builders' supplies.

Ferro Alloys Iron and Coke Company, Limited, head office, Toronto, capital $100,000, plans to manufacture and deal in steel, alloys, machinery and mechanical appliances.

Bowlby and Gluns, Limited, capital $40,000, head office, Windsor, Ont., plans to manufacture and deal in auto accessories, motorcycles, tires, rubber goods, oils, etc.

Thermos Heating Systems, Limited, head office, Toronto, capital $1,000,000, plans to manufacture and deal in boilers, heaters, stoves heating apparatus and accessories.

The Montreal Brush Manufacturing Co., Limited, capital $50,000, head office, Montreal plans to manufacture and deal in brushes and brooms of all kinds.

T. Eaton Co. Acquire Guelph Stove Factory

Guelph Stove Company Changes Hands—New Owners Will Greatly Increase Capacity of Plant

THE T. Eaton Co., Toronto, with branches in various parts of Canada, have purchased the Guelph Stove Company, Ltd., Guelph, Ont. The deal, it is understood, was put through on Thursday of last week and the new owners are now in charge of the plant and the business will be continued without any interruption. The purchase of the property and plant situated on York Road also involves the Guelph Stove Co.'s old premises on Paisley street, which have been lying idle since the new plant was put into operation in 1912. It is understood that the new owners will greatly increase the capacity of the plant as soon as possible, and that approximately $100,000 will be expended on extensions and improvements. The purchase of the plant and property also includes all the patent rights owned by the company. It will continue to be known as the Guelph Stove Co., Ltd.

Wm. M. Crawford Joins General Sales Staff

Wm. M. Crawford, who opened up the Western territory for the Sheet Metal Products Co., Toronto, and in late years acting in capacity of sales manager for Winnipeg branch, has returned East and joined the general sales staff of the company in Toronto. Mr. Crawford has been associated with the company for about 35 years and is a well-known figure to the Western trade. His successor in Winnipeg has not yet been named.



WM. M. CRAWFORD

Winnipeg Sales Manager for many years of the Sheet Metal Products Company. He has joined the general sales staff at Toronto.

Regina Notes

Mr. Turner, representing the Hall Zryd Foundry Co., of Hespeler, Ont., is calling on the trade in this district.

A provincial builders' exchange has been formed in the city with W. Wilson, Regina, president, and R. Shannon of Saskatoon, vice-president.

Mr. Cunningham of Windsor, Ont., demonstrated a stove manufactured by his firm at Armstrong, Smyth and Dowswell's store this week for McKenzie Bros., Winnipeg.

The Continental Oil Co. has purchased forty acres of land in North Regina and expects to erect a million dollar plant. Work is to commence shortly, it is stated.

A. E. Maclean, formerly of Peart Bros.' hardware, who enlisted with the 46th Battalion, has arrived at his home in Seaforth, Ont., where he will get his discharge. He will soon return to the West again.

ARTHUR C. LARIVIERE VICTIM OF PNEUMONIA

Arthur C. Lariviere, vice-president of Lariviere Incorporee, Montreal, died suddenly in Montreal. Mr. Lariviere's illness lasted less than a week, and the end came with startling suddenness. The immediate cause of death was bronchial pneumonia.

Mr. Lariviere was a son of Fred C. Lariviere, president of Lariviere Incorporee, and was born in Montreal in 1887.

He graduated from Mount St. Louis Academy in 1907, and in September of that year entered the employ of the firm. Taking a real interest in the hardware business, Mr. Lariviere studied the different departments, and five years ago he was made vice-president. His special interest for some time past was centred around the auto accessory department, which he developed materially.

Mr. Lariviere was a member of the Knights of Columbus, a life member of the Chambre du Commerce, and was an expert chess player, taking part in some of the city tournaments. He also was very fond of music, and played the violin and cornet. He leaves his wife and four small children, one brother, Aime, and a sister, Mrs. J. A. Villeneuve.

Trade Commissioner May Appoint Experts To Settle Disputes Over Consignments of Goods

THE Senior British Trade Commissioner in Canada and Newfoundland (Mr. G. T. Milne, 367 Beaver Hall Square, Montreal) has been notified by the Imperial Department of Overseas Trade in London that he is empowered to appoint an expert to examine and report upon consignments of goods from the United Kingdom, in respect of which a dispute has arisen, and to certify the signature of such experts as authentic. The commissioner will, however, only intervene when requested to do so by both parties to the dispute.

The kind of disputes in which the Commissioner may intervene, are those regarding goods which are alleged to be not up to sample, or which have arrived in a damaged condition owing to faulty package. The Commissioner is not authorized to deal with claims under insurance policies for goods damaged during the voyage.

As the official trade representative in Canada and Newfoundland of the Indian Government, the Commissioner is also authorized to act in regard to disputes relative to shipments from India.

The remuneration of experts appointed by the Commissioner is a matter for the parties to the dispute. No fee will be charged for his services.

The British Trade Commissioner at Toronto (Mr. F. W. Field, 257 Confederation Life Bldg., Toronto) is empowered to act in disputes arising out of shipments to Toronto and to other centres in Ontario.

Auto Accessory Dealers of Ontario Meeting in Toronto

THE second annual convention of the Automobile and Accessory Department of the Ontario Branch of the Retail Merchants' Association of Canada was held in Toronto on Thursday and Friday. There were delegates from various parts of the province in attendance. An exhibit of auto accessories and tires in the basement of the Foresters' Hall where the sessions were held attracted much attention. The program was as follows:

THURSDAY

10.15 a.m.—Official Welcome and Reception.
Sir Wm. Hearst, Premier of Ontario.
His Worship Mayor T. L. Church.
Members of the Board of Control.
B. W. Zieman, Esq., President, Retail Merchants' Association of Canada.
Trade Representatives.

10.45 a.m.—Opening Session — Chairman's remarks. S. H. Rowed, Esq., London.
Address—W. C. Miller, Secretary.

11.15 a.m.—Receiving Resolutions. Fifteen Minute Talks by the following speakers:
1. "Present Day Problems," W. H. Moore, Esq.
2. "The Tire Situation as I See It," A. Sharp, Esq.
3. "Modernizing Your Garage," W. T. McBride, Esq.
Queries and discussions on the above subjects.

2.00 p.m.—General Session. Business Resumed.
Reading of Correspondence.

2.15 p.m.—Appointment of Committees.
1. Committee on Resolutions.
2. Committee on Legislation.
3. Committee re Question Box.
4. Committee on Membership.

2.30 p.m.—Fifteen Minute Talks by the following speakers:
1. "The Future of the Motor Truck," A. D. Gorrie, Esq.
2. "Revenue from Accessories," W. H. Wilkinson, Esq.
Queries and discussions on the above subjects.

3.00 p.m.—Address, John C. Kirkwood, Esq., Business Counsel.
"Getting plus profits out of business."
1. What it Costs in Dollars and Cents to do Business.
2. Cost in Percentage Form.
3. Lowering the Percentage of the Cost of Doing Business.
4. Getting All the Profit You Want.
Queries and discussions on the above subjects.

4.00 p.m.—Consideration of Resolutions.

4.30 p.m.—Address: "Workmens Compensation," G. A. Kingston, Esq., Commissioner.

5.00 p.m. Fifteen Minute Talks by the following speakers:
1. "Car Storage and Method of Handling," G. B. Baby, Esq.
2. "Second Hand Car Problems," Percy Breakey, Esq.
Queries and discussions on the above subjects

5.30 p.m. Address, H. M. Powell, Esq., Imperial Oil Co.

5.45 p.m. Address, W. A. McLean, Esq., Deputy Minister of Highways, Province of Ontario.

6.00 p.m.—Adjournment.

7.30 p.m.—Theatre Party.

FRIDAY

9.00 a.m.—Opening of Question Box and discussion thereon.

9.30 a.m.—Election of Officers. Installation.

9.45 a.m.—Address, T. P. Phelan, Esq., K.C., Solicitor, Ontario Motor League

10.15 a.m.—Fifteen Minute Talks by the following speakers:
1. "Automobile Insurance," J. W. McKenzie, Esq.
2. "Unfair Competition," W. H. Hodgins, Esq.
Queries and discussion on the above subjects.

10.45 a.m.—Address, Hartley Dewart, Esq., K.C., M.P.P.

11.30 a.m.—Consideration of Proposed Legislation.

12.30 p.m.—Complimentary Luncheon.

2.00 p.m.—General Business resumed.
Conference with Automobile and Accessory Manufacturers and Wholesale Jobbers.

3.00 p.m.—Address, J. C. Kirkwood, Esq., Business Counsel.
"Restoring a Sick Business to Health."
1. When Business is in a Run Down Condition.
2. Putting a Sick Business on Its Feet.
3. Giving a Business Abounding Health.
Queries and discussions on the above subjects.

3.45 p.m.—Reports of Committees.

4.00 p.m.—Unfinished Business.
New Business.

4.15 p.m.—Address "Why the 10 per cent. Tax Should be Removed," W. G. Robertson, Esq.

4.45 p.m.—Fifteen Minute Talks by the following speakers:
1. "Service," Mr. Goering, Hamilton.
2. "The Value of the Trade Papers to the Dealer," W. F. Prendergast.
Queries and discussions on the above subjects.

5.15 p.m.—Address, "Reporting Delinquent Debtors," E. Newton, Esq.

5.30 p.m.—Arranging date and place of next meeting.

5.45 p.m.—General Session continued until completion of business.

Urges Hardwaremen to Buy Goods Made at Home

Discussing the resolution passed by the Retail Hardware Association of Ontario, at the recent meeting in Hamilton, the Manitoba Free Press of Winnipeg says under the heading "Canadian Hardware for Canadian people":

"The Retail Hardware Association of Canada, which met recently in Hamilton, adopted the following resolution:

'That this Association recommend the retailers to sell as far as possible Made-in-Canada products and thereby assist in creating employment for Canadian citizens.'

"The qualifying phrase 'as far as possible' went in for two reasons, first, because not all articles of stock hardware are manufactured in this country, and secondly, because some Canadian consumers are prejudiced in favor of American goods. Some importations is necessary, but a good deal of it is unreasonable.

"The goods manufactured in Canada are sound and durable. Is it too much to ask those consumers who have a cloudy preference for foreign products to suppress them for a time in the general interests of Canada? It is important that Canadian factories be kept running, so that Canadian workmen may be maintained in employment.

"When the time came for Canadians to invest heavily in war bonds the people were willing and eager to do their part. It is a patriotic duty to-day for private buyers to ease the country over the reconstruction period by keeping Canadian workmen busy. They can do so by asking for goods Made-in-Canada."

OPENING FOR CANADIAN TOYS

According to official information there is an opening for Canadian made toys in China. A report says:

"The Chinese children, in common with those of other races, like toys. China, being an old country, possesses toys only of the most ancient type, very simple, and without mechanical devices. Chinese toys are also crudely designed and made of cheap material, such as mud, bamboo, wood, and paper; therefore they are offered on the market at small prices. In the past, toys were mostly peddled by the poor, and even made and sold by beggars.

"There are certain seasons when toys are in greatest demand, this being no exception to the custom in other countries. The best time for their sale is the New Year holidays. Appropriate toys are also sold for other festal times and seasons.

"German competition has been completely shut out on account of the war, and the extremely high price at which American toys must be sold precludes their purchase by any but the wealthier classes of people. The Spanish industry has made great progress, but would not be able to compete with the industries of other countries under normal conditions. At present Spanish, British, and American toys are found on sale."

British List of Restricted Hardware Imports

THE Canadian Trade Commission has compiled from the latest information obtainable lists of articles which are prohibited from importation into the United Kingdom except under license. Considerable difficulty has hitherto been experienced by exporters in finding a properly classified guide, as the British authorities had never consolidated the numerous proclamations which from time to time were issued for the regulation of their imports. A list, complete up to January 24, 1918, was published, but since then many changes have been made as circumstances required. Additions and deletions were made, and in some cases articles taken off the list were restored. In the compilation given below, list "A" includes articles, alphabetically arranged, that may only be imported into the United Kingdom under license, and list "C" those articles for which a general license for an indefinite period has been issued.

Royal proclamations altering these restrictions may be made at any time, but any changes of this nature will be announced in due course by the Canadian Trade Commission. Articles not included in the lists may be regarded as not subject to import restriction.

Further information on specific points will be furnished to intending exporters by the Canadian Trade Commission, Ottawa, while it should be noted that consignees in the United Kingdom should make application for the requisite import licenses where necessary to the Controller, Department of Import Restrictions, 22 Carlisle Place, London, S.W.1.

"A"

Abrasive wheels. Aluminium, manufactures of Aluminium powder. Baths of metal. Binder or reaper twine. Brass rods and brass wire. Brooms and brushes. Carbons for arc lamps. Carbons for searchlights. Carpet sweepers. Cartridges of all kinds and parts thereof. Cash registers. Cement. Chinaware, earthenware and pottery. Clocks and parts thereof. Cutlery. Cycles other than motorcycles. Electrical motors. Electric dry cells and carbons therefor. Electric hand-lamps and torches. Electric meters. Fire extinguishers. Fuses, fuse components and parts. Furniture, manufactured joinery and other wood manufactures. Glass, window and sheet, plate and tableware. Glass, other manufactures. Gloves. Gum, copal. Gum, kauri. Guns, carbines and rifles of all kinds. Hardware and hollow-ware. Incandescent gas mantles. Jute, raw. Kerosene (including white spirit), gas oil, and distillates from which any of the preceding can be produced. Lacquered wares. Lawnmowers. Leather, manufactures of, other than belting, boots and shoes and gloves. Machinery, agricultural and dairy. Machine tools and machinery driven by power and suitable for use in cutting, stamping or working metal. Machinery, driven by power and suitable for use in cutting, working or operating on wood, including: sawing machines of all descriptions, general joiners, mortise, tenon and boring machines, lathes and rounding machines, box and cask-making machines and all machines accessory thereto; scraping and sandpapering machines, wheelright machinery, firewood making and bundling machinery, wood, wool fibre and pulp machinery, saw sharpening and setting machines, saw stretchers and brazing apparatus, all machines for grinding, planing or moulding irons. Magnetos. Mats and matting. Measuring tapes and rules of all descriptions, including verniers. Micrometers. Mops. Motor cars, chassis, motorcycles and parts and accessories of motor cars and motorcycles (other than tires). Motor spirit (including aviation spirit.) Oilcloth. Painters' colors and pigments. Photographic apparatus. Plated and gilt wares. Red prussiate of potash. Revolvers and pistols. Rubber, manufactures of. Sewing machines. Slide rules for engineers and draughtsmen. Soya beans. Stoves and ranges. Time-recording instruments of all kinds, and movements and parts thereof. Toys, games and playing cards. Treadle lathes of 3-in. centres and over. Vacuum cleaners. Weighing machines, scales and balances of all descriptions not otherwise prohibited. Woods, the following, viz.:—Hardwoods, furniture woods and veneers. Wood manufactures (except lacquered wares). All other woods. Wringers and mangles.

"C"

The following is a list of restricted articles placed under general license indefinitely:

Gloves of leather. Incandescent gas mantles. Brooms. Brushes.



Lawn Mower Grinder

James Cowan & Co., London, Ont.—Will you tell us who manufactures the Ideal lawn mower grinder?

The Ideal lawn mower grinder is manufactured by the Root-Heath Mfg. Co., Plymouth, Ohio.—Ed.

Stoves, Church Bells

Cochrane Hdwe., Ltd., Sault Ste. Marie, Ont.—Who is the maker of the Standard Sovereign cook stove? Where can we secure church bells?

As far as we can learn, the Standard Sovereign cook stove is the product of the Hamilton Stove & Heater Co., Hamilton. Church bells are made by Bevin Bros., East Hampton, Conn.; J. B. Foote Foundry Co., Fredericktown, Ohio; American Bell and Foundry Co., Northville, Mich.—Ed.

Valve Discs

Fraser Hardware Co., Galt, Ont.—Please inform us who makes, or whether we can secure Bakilite valve discs.

The Bakilite valve disc is now made by the Electrical Hard Molding Co., Weston, Ont., from whom you can secure all details.—Ed.

Paper Balers

McKinley E. Northwood, Ltd., Ottawa, Can.—Where can we secure paper balers?

Balers for baling paper can be secured from the Climax Baler Co., Hamilton, Can.—Ed.

Chemical Closets

Ralph & Wilson, Dundas, Ont.—Kindly mail us names and addresses of Canadian firms manufacturing chemical closets.

Canadian firms manufacturing chemical closets are the Steel Trough & Machine Co., Ltd., Tweed, Ont., and the Wakyte Mfg. Co., Ltd., Winnipeg.—Ed.

Dairy Thermometers

Walter S. Fairweather, Sussex, N.B.—Would you please advise where we could procure dairy thermometers?

Dairy thermometers are manufactured by the Taylor Instrument Co., Rochester, N.Y., and distributed through Canada from their branch at Toronto. They state they are in a position to make deliveries of certain types now.—Ed.

Vacuum Cleaners

Liesemer & Kalbfleisch, Mildmay, Ont.—Kindly give us name of the maker or jobber of the Frantz Premier electric sweeper.

The Frantz Premier Vacuum Cleaner is distributed to the trade by the Frantz Premier Vacuum Cleaner Co., Ltd., 28 Adelaide Street E., Toronto.—Ed.

OWL METAL CO., LTD., ERECTING ADDITION TO FACTORY

Upon the death of E. H. Bissett, president of Bissett & Webb, Ltd., who controlled the stock in the Owl Metal Co., Ltd., Winnipeg, the estate sold his interest to E. G. and L. R. Barrett, of the Vulcan Iron Works, Winnipeg. More capital has thereby been influenced, and the firm intends to operate on a much larger scale than heretofore, and are now erecting an addition to their present factory.

They intend to recover metals from scrap and metal by-products, converting brass and bronze filings, turnings, borings, into ingots after refining.

Their white metal department for the manufacture of solders for tinsmiths and plumbers, and machine type metals for newspapers and printers, is also being largely extended. They expect the enlarged plant will be ready for operation by April 1. The plant which has been bought is the very latest for the refining and casting of metals.

As a result of this re-organization, the whole of the stock in the Owl Metal Co. will be held by well-known Western men. J. J. Broadhurst continues as secretary-treasurer and manager.

Trade Inquiries

480. **Ploughs.**—A concern in Gloucester, England, desires to import riding ploughs for three furrows reducible to two furrows when the soil is heavy, to be used with two or three horses.

481. **Hay loaders.**—A Gloucester, England, house wants hay loaders.

482. **Lawnmowers.** — Lawnmowers with blades 8 inches to 1 inches are wanted by a concern in Gloucester, England.

483. **Hand and horse hoes.** — A firm in Gloucester, England, is prepared to import horse and hand hoes.

484. **Oil cookers.**—A Gloucester, England, firm desires to be put in touch with Canadian manufacturers of oil cooking stoves.

485. **Vacuum cleaners.** — A concern in Gloucester, England, is prepared to handle a good vacuum cleaner.

527. **Mandrill and pick handles.**—These handles are desired by an importer in Bristol.

529. **Steps.**—A Bristol importer of woodenware would be glad to hear from a manufacturer of light steps with from three to nine treads and about 10 inches between the treads.

531. **Broom handles.**—A Bristol concern would be glad to hear from a Canadian exporter of broom handles made of spruce or alder, 50-inch by 1⅛-inch and 50-inch by 1¼-inch.

THE CLERKS DEPARTMENT

"If You Lack Backbone, You're No Executive," Says Charles Piez—"Moral Courage Counts"

"If You Have All the Other Qualifications—Resourcefulness, Personality, Vision, Technical Knowledge, Judgment, and All the Mental Speed in the World—and You Lack Backbone to Make Your Own Decisions on Your Own Responsibility, You're No Executive," He Says

"ONE of the rising young men of America," is the way Charles M. Schwab describes Charles Piez. After leaving Columbia University School of Mines, Piez went to work for the Link Belt Company and is now its president. He is a director in a number of great corporations and vice-president and general manager of the Emergency Fleet Corporation. In the "American Magazine" he discusses executive ability as follows:

Executive ability is a quality all of us talk about without having any very clear idea as to just what it consists of. Yet it has certain clearly defined hallmarks; signs of something far deeper than mere externals—of character, in which, it seems to me, executive ability has its base.

The two most striking and important traits in men of executive ability, as I have analyzed things, are moral courage and self-reliance. Clear vision, resourcefulness, quick thinking, knowledge of human nature—these are important, but it has been my experience that they build themselves naturally on the groundwork of moral courage and self-reliance, and that if those two qualities do not exist the man is not, and never will be, a really great executive.

Inspires Others

It is the moral courage, the self-reliance, that is in them, shining from their eyes that makes us look up to them and obey them. Their confidence in themselves inspires us with confidence in them and in our own ability to accomplish what they want done. Their dynamic force is transmitted to us.

Some men need only a single contract with a great executive mind to arouse their own forces. Such men keep going and developing of their own volition, and perhaps become great executives themselves. Others run at high speed for a while after being in contact with the executive mind. But they are like poor storage batteries. They must go frequently to the dynamo to be recharged with confidence and energy. This is the type of man who follows his favorite boss from job to job. He does not feel equal to the task of standing on his own feet.

Will Win Out

The man who can organize the brains of other men, who has the faculty of inspiring them to the accomplishment of an undertaking, and the moral courage to battle through to victory without shifting responsibility or crying quits, is the man who has executive ability.

This is as true of a section foreman handling a gang of men, or an office man or woman in charge of a group of clerks, or a department chief in any business, as it is of the greatest executive of the biggest organization in the world.

The bigger the job, however, the deeper and broader must be the executive, because of the larger number of men he must influence. I have seen men who were splendid executives on small jobs, but who failed utterly on big ones. They were not afraid of the little affairs, but they hesitated to take any big plunge for fear they would get in over their heads and not come up. They did not realize that the same principles, the courage and self-reliance that had stood them in good stead on the smaller job would carry them to victory on the larger one.

Gave Him Chance

A case in point is that of a young man of my acquaintance who held a small job in a big company, doing minor office work. He was upon his toes every minute. He went ahead and did things and did them right. The officers of the company watched him carefully, and when there was an opening in the selling end they gave him a chance at it. He jumped into an unworked territory, and in a year or two he had the territory so well organized that when he asked for a branch office of his own, he got it, hands down.

Eventually the head of one of the subsidiary companies decided to get out, and this young fellow was advanced to fill the vacancy, a much bigger and more important post than he had held before.

Trouble Starts

Everything seemed to be going smoothly when, one day about six months after taking over the plant, the young fellow walked into headquarters looking much troubled. He sought out the president, and said:

"Things are not going as they should out there. I went to the superintendent the other day to offer him a thousand-dollar increase, and he informed me that he was sorry but he couldn't take it. The man whose place I took intends to start a plant of his own and he's going with him."

"Well," said the president, "what did you do?"

"I haven't done anything," replied the manager. I don't know what to do."

"Don't know what to do!" exploded the president. "Here's the man, who has been with us for years, telling you straight out that he's going to leave us and go with a competing company. Why didn't you tell him to get out?"

"But," objected the manager, "there are six more of our most important men he is taking with him."

Clean Them Out

"Well, why in blazes didn't you clean them all out?"

"Why, great heavens, Mr. Blank, I can't run a business that way."

"Nor any other way," said the president. "That is where you have shown your weakness. Whether you settled the trouble with the men, or let them go, is somewhat beside the point. The point is that you did not handle the situation. Your backbone crumbled. You couldn't see it through. If you had fired the whole bunch, then come to me and said that things blew up down there and that you did so-and-so, though you might have been mistaken in your action, you would have proved yourself fit to be an executive."

Not at the Top

The world is full of half-executives and near-executives. You will find them half way, three quarters up, or near the top, but not at the top. At any rate, not for long. You wonder why, but the answer is simple; these men lack the moral courage to stand on their own

legs and fight their own battles on their own responsibility. Hence they stay forever near the real executive in an advisory capacity.

Let me say right here, as strongly and emphatically as it can possibly be said, that the foundation stone of all executive ability is moral courage. If you have all the other qualifications—resourcefulness, personality, vision, technical knowledge, judgment and all the mental speed in the world—and you lack the moral courage, the backbone, to make your own decisions on your own responsibility, you're no executive.

The Two Reasons

Next to lack of moral courage, there are two main reasons why most men fail as executives. One is that they get "too much ego in their cosmos," which is commonly known as "the swell head." The other is that they can't stand criticism. In a sense, these two are the same, but I mention them both, because some men with swelled heads can stand certain forms of criticism.

I know of a certain young fellow who started in with an engineering firm as an office boy. He developed rapidly and was given more and more responsible work. He had a winning personality—everything, in fact, to make him a big executive except for one thing; he could not stand criticism.

Could Not Stand It

This trait cropped up in the boy once in a while, but his employers thought so well of him generally that they tried to educate him out of that one fault. Eventually he became head of the firm's bureau of estimate, which figured the cost of all jobs. One day a stenographer happened to find a $2,000 blunder in some of this man's figures! It was reported to his chief and later came to the president's attention. When confronted with the error the young man was furious.

"That stenographer had no business to question my figures!" he stormed. "He should have said nothing about it."

"But you admit, don't you, that there was an error?" the president asked. Yes, the young man admitted that. "And still you think the stenographer should have said nothing, and that the firm should have pocketed the loss rather than that your dignity should be offended?" Yes, the young man thought that was right. Well, the president talked to him, explaining how he was jeopardizing his chances of becoming a big executive by acting that way, and gradually the matter was forgotten.

Was Under Cost

About a year later, however this man turned in an estimate of $20,000 on a certain job in the Middle West. One of his superiors who handled his figures further along the line realized at once that the estimate was far under the actual cost, but he passed it on to the engineers without comment, to see what would happen. Sure enough, back came the engineers with their own estimate, placing the job nearer $40,000 than $20,000. The matter was placed before the president and he called the young man in. Imagine his astonishment when the young man said:

"I know what you did—you wanted to get me in bad on this job. You've got a grudge against me and you fixed those engineers to make my figures out wrong. The figures I gave them were correct, and I'm getting a raw deal."

Was Soon Let Go

The president held his temper and replied:

"Very well, Mr. Blank, go out and pick out your own engineers; get them to estimate that job and see what you find."

This was a proposition that couldn't very well be turned down so the young man got the estimates. No one of them came within thousands of dollars of his figures. When he finally came in with the admission that he was wrong, the president said:

"I am very sorry, but we have come to the parting of the ways. You lack the courage to take just criticism. You can never rise to the top of this business nor anywhere near it, simply on that account. You are smart and able in many ways, but you are no executive in the broad, practical sense of the word. I have no doubt that you would do very well in a small business of your own, and that is what I advise you to get into."

That is precisely what the man did. To-day he has a very prosperous small business, making perhaps two thousand dollars more a year than he made on his salary in the old position. He has had fifteen years to build a big business, but he has not done it.

Not an Indication

Another very common error is to think that, merely because a man has made a lot of money and has a good-sized business, he is a great executive. Some of the most successful business men in this country are not blessed with executive ability. They have men around them who possess executive ability, but they themselves don't have it.

I know a man who has made nearly half a million dollars in a business he built for himself, but who is no more an executive than a three-months-old baby.

This man was for years a toolmaker in the plant of a certain engineering firm. He was a crackajack, too. An emergency arose and a foreman was needed for the machine shop at once. On the strength of his long and splendid record in the tool department, and for lack of a more promising candidate, this toolmaker was given a chance at the job. He was almost as dismal a failure as a foreman as he had been a brilliant success as a toolmaker. He hadn't the slightest idea of co-ordination, organization, or direction. He could do one job to perfection, but when you gave him several he could not "follow through."

Started for Himself

This man had long wanted to go into business for himself. When he found he couldn't swing the foreman's job, he actually quit and started a shop of his own. Offhand, it might seem that it was impossible for him to succeed. Not at all. He started in to build special machinery on order. He worked for inventors and engineers with new ideas. Many men had tried the same thing, and failed because, while they could build the machinery they could not get any money out of the inventors.

This chap realized that and he adopted a very simple expedient. When men said they wanted such and such machinery built, he would say:

"Certainly, I can build it but I don't know how much it will cost. You give me $500 on deposit. If the job costs less than that I will refund the balance. If $500 worth of work does not complete it, you give me more, and I'll go on with the work."

He never deviated from that rule. Cash in advance always. That man to-day, as I said, is rich. And he has his own business. But it is not because he is any more of an executive than he was when he failed on the foremanship. He merely combined mechanical ingenuity with financial shrewdness.

So I would not at all say that executive ability is indispensable to money-making success. Many men can and do succeed in a business whose affairs they can keep under their hats. But executive ability is essential to big success in a big way.

TRADE INQUIRIES

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

465. **Wood-pulp and papermaking machinery.**—A Genoese firm of representatives would handle Canadian wood-pulp and papermaking machinery.

466. **Fish, lumber, asbestos, mica and zinc.**—An important firm in Genoa, Italy, which acts as commission agents is desirous to open up trade with Canada in codfish, tinned fish, lumber, asbestos, mica and zinc.

467. **Grain, lumber and metals.**—A firm of commission agents of Naples wishes to hear from Canadian exporters of grain, lumber and metals.

468. **Food products and tools.**—A firm of commission agents of Milan inquires for Canadian food products and tools.

469. **Metals.**—An important firm of metal merchants in Milan desires connections with Canadian firms exporting minerals, metals and other metal alloys.

470. **Shovels and barbed wire.**—A firm of merchants in St. John's, Newfoundland, wishes to get into immediate communication with Canadian manufacturers of long-handled square and pointed shovels and manufacturers of barbed wire.

477. **Lamp glasses.**—A firm in Gloucester is prepared to act as agents for a Canadian house manufacturing lamp glasses of all kinds.

479. **Tractors.** — Canadian manufacturers of tractors, using paraffin or crude oil for preference, who desire to export same, are asked to communicate with a firm in Gloucester, England.

(Continued on page 66)

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

DOMINION BATTERY CO., LIMITED, PERFECTS NEW SHIPPING CASE FOR BATTERIES

Dominion Battery are now offering to the trade a very convenient case that holds fifty batteries and will be made up of assorted types if desired.

The case shown in the accompanying illustration will, it is said, take a comparatively small space. It can be conveniently handled and conveniently stored.



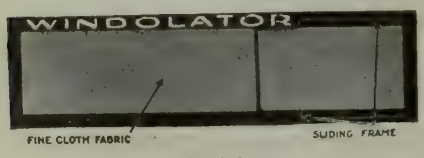
Batteries

According to W. M. Turnley, general manager of the Dominion Battery Co., Limited, the case was decided upon to meet the demand from the trade for less than barrel lots from districts where the demand for dry cells and ignition batteries is still limited. A dealer can thus order a fifty battery case and avoid any possibility of the batteries becoming old on his hands.

Most large dealers will undoubtedly continue to order in barrel lots, but because of the convenience of the case and the fact that an assortment of types can be obtained in it, the new package it is claimed will recommend itself to even some of the larger dealers. There is an additional charge of one cent a battery over the barrel lot prices when packed in this style case.

WINDOLATOR

Windolator is the name of a cloth fabric health screen being manufactured by The Prismolite Company, 74 East Gay St., Columbus, Ohio. In all seasons of the year it is claimed it stops the drafts, and keeps out dirt and rain as well as prying observation. It lets in nothing but fresh air and light, it is stated.



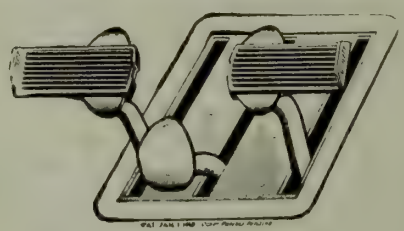
Windolator

The construction, it is stated, is a simple light frame holding a special cloth fabric so as to act as a diaphragm against everything but still air. It is adjustable, it is claimed, to fit different windows and comes in four sizes.

SURE GRIP PEDAL

The Utility Sure Grip pedal manufactured by the Hill Pump Valve Co., Archer avenue, Chicago, is designed, it is stated, to transform the small, smooth brake and clutch pedals of Ford cars into non-sliding pedals of standard size.

A new simple and very novel method of attaching these pedals has been devised, it is stated, and as a result, it is claimed, they can be installed in a few seconds by anyone without drilling holes or using tools of any kind.



Sure Grip Pedals

The pedals, it is stated, are equipped with heavy rubber pads, edged completely around with non-rusting metal, giving them a very attractive appearance.

The improved Utility Sure Grip Pedal will, it is stated, prevent any chance of feet slipping, particularly when the shoes are wet when one is driving in low gear or applying the brakes.

GILL PISTON RING

The Brown Engineering Corporation, Limited, 415 King St. W., Toronto, have secured the manufacturing rights for Canada for Gill piston rings, perfected by the Gill Manufacturing Company, of Chicago. Gill piston rings, it is claimed, are made from single piece castings of special fine gray iron and are machined to absolute accuracy. It is stated that they can open from 1-8 to 3-16 of an inch before loss of compression can occur, thereby adjusting themselves to oversize or out of round cylinders. The Gill rings, it is claimed, effect a saving in gasoline and lubricating oil, add power to a motor and prolong the life of a car. They are also made for tractors. Their use, it is claimed, decreases fuel consumption, prevents smoking and lessens carbon troubles and produce maximum power.

THE SUPER SPARK

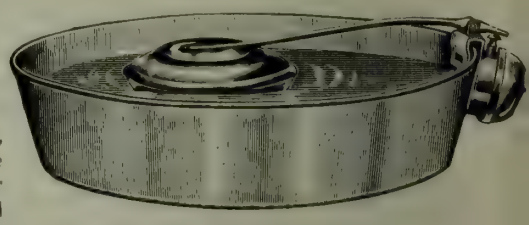
The Vlit Manufacturing Co., 223 McGill St., Montreal, have been appointed selling agents for the Super Spark. This plug always giving a uniform spark. It is stated that it is very easily attached and that it creates a rush of high pressure current which surges across the spark gap, increasing voltage and decreasing the amperage. This it is stated eliminates the heat that causes carbonizing, arcing and eating away of points, prevents the porcelain from cracking and breaking and gives a quicker, stronger spark. The Super Spark is guaranteed for two years.



Super Spark

PAN ALARM

A refrigerator pan alarm, which, it is claimed, is a safeguard against ruined linoleum and watersoaked and stained floors, is being put on the market by the Homer and Wilson Stamping and Tool Works, Hamilton, Ont. The device consists of a float and alarm attachment, and when the water in the refrigerator pan reaches a height where it is time the pan was emptied, it is stated, the alarm bell rings.



Pan Alarm

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

A FURTHER readjustment of prices on black steel sheets has been made this week, and jobbers now indicate they are down to rock bottom in relation to to-day's cost. Dealers should be able to work up small business to advantage now, though heavy buying is not advocated until conditions at the mills seem a bit more settled.

There is a feeling among the big buyers particularly that lower prices should prevail on sheets, and the first of April, ending the first quarter of the year, is looked forward to as date when a further decline may be made. If a lower price schedule is arrived at it seems likely many jobs now being held back will be given out, and wheels of industry start humming again.

In line with declines recorded in other wire products, such as nails, smooth steel wire and annealed wire, a lowering of the price of wire fence staples has been made. To-day's prices on both bright and galvanized staples are 25c per 100 pounds below former figures.

All lines of woodenware are firm, and manufacturers of clothes pins report a heavy export business, which is being done at prices about 10 per cent. above those jobbers here have been paying. The trend of quotations locally then is not hard to determine. Stepladders and extension ladders show an upward movement, prices advancing 1c per foot.

The downward move in ingot metals seems to have pretty well reached the bottom for the present. There is quite active buying of copper at prices prevailing to-day, and lead has firmed up, with spelter stronger in sympathy. Tin is also slightly firmer. The next two or three months are active ones for the various metals, and it does not seem as though any appreciable change is a prospect before summer.

Grindstone fixtures, tire savers, wall paper cleaner, door springs, are lines to register advances this week. Brass and copper sheets, rods and tubes have gone to lower levels, and waxing brushes are also down from former figures.

Linseed oil has moved higher again and seems slated for a further increase before the peak is reached. Argentine seed is still withheld from the United States markets, and crushers there are facing a situation with regard to supplies which may mean a shortage of flax seed. The Canadian seed market is working in sympathy with United States markets, and the higher prices have been reflected in the quotations on linseed oil, which moves up from 5c to 6c per gallon.

MONTREAL MARKETS

MONTREAL, March 6.—Declines for the week in this market are made on bright and galvanized staples, which are down 25c per keg. One line of vises also is revised downward, the decline approximating about 5 per cent. Some lines of cast shelf goods are revised in price and reductions are effected of from 5 to 10 per cent. Steel snow shovel prices are out for next season, and the change made means a reduction from an advance of 7½ per cent. on the list before to a straight discount now of 12½ per cent. This is for the better grades. Snow shovel handles also are down from $6 to $4 per dozen. Black sheets are reduced $1 per 100 pounds in one quarter, and copper, tin and antimony are all easier.

There is a firmer lead market, and pruning shears are scheduled to advance about 5 per cent., while horse clippers are very firm and are expected to hold at present prices. Trade is moderately good from the country.

Five Per Cent. Drop in Various Vises

Montreal.

VISES.—Declines amounting to about 5 per cent. are registered on vises in one quarter and the following new prices are prevailing. These apply to the Parker line: No. 229, $15; No. 239, $18.50; No. 240, $23; No. 259, $32; No. 269, $43.50; No. 279, $62; No. 371, $18; No. 371½, $21.50; $372, $25; No. 373, $32; No. 271, $22.50; No. 271½, $27; No. 272, $31.50; No. 273, $39; No. 702, $8.80; No. 703, $10.25; No. 704, $12.50; No. 705, $15; No. 706, $18.50, and No. 708, $36.

Cast Shelf Goods Down; Shears Up

Montreal.

SHELF GOODS, PRUNING SHEARS.—Declines ranging from 5 per cent. to 10 per cent. have been made in some lines of Taylor-Forbes manufacture, these being mostly cast japanned and similar goods. The prices on pruning shears are expected to advance about 5 per cent.

Snow Shovels Down; Handles Lower

Montreal.

SNOW SHOVELS, HANDLES.—A reduction has been made in the price of best grades of snow shovels. The former discount was list plus 7½ per cent. and this has been changed to 12½ per cent. discount from the list. Snow shovel handles have been reduced from $6 to $4 per dozen, this line of handles only being affected in the change.

Electric Stoves May be Sellers

Montreal.

STOVES AND WARES.—There is little doing in stoves and ranges, but a considerable enquiry has developed for electric ranges. It is fully expected that this season will be one of the best on record. Wares of all kinds are steady and unchanged, and there has been much activity in sap supplies, tinned iron being in heavy demand for making up certain lines such as sap pans, evaporators, etc.

Nail Orders Fair; Staples Are Down

Montreal.

NAILS AND WIRE.—Staples have declined 25c per keg, the bright selling at $5.50 in keg lots and the galvanized at $6.25. Wire nail sales are frequent but small, and there is no change in the basis which holds at $5, with cut at $5.35 per 100 pounds. Smooth steel wire is unchanged at $5.75 per 100 pounds base.

Rope Sales Better; Undertone Firm

Montreal.

ROPE AND CORDAGE.—There is a larger demand for rope in some respects, and it would appear that the trade is anxious to secure its needs before prices are any higher. It is pointed out that the declines made recently were not the result of appreciably lower material but that there was a price war on which had to fight itself out. In any case, prices for hemp are now high, and while deliveries are better, the higher costs are prevailing for material now being purchased. Prices are: Pure manila, 37½c; British manila, 33c and sisal 27½c per pound, base.

Gasoline Steady; Coal Oil Holding

Montreal.

COAL OIL, GASOLINE.—The market is steady for coal oil, and the different grades are selling at the advance of last week; Royalite is priced at 20c and Palacine and Electroline at 23c per gallon. Gasoline is 34c per gallon.

Light Sales Iron And Steel Bars

Montreal.

IRON AND STEEL.—The basis is held on these lines and there is but a routine amount of business, the dealers buying as required and refraining from any stocking up.

Common bar iron, per 100 lbs.	$4 30
Refined iron, per 100 lbs.	5 30
Mild steel	4 30
Iron finish machinery steel	4 35
Norway iron	12 00
Single reeled machinery steel	6 00
Spring steel	6 00
Sleigh shoe steel	4 30
Tire steel	4 50
Toe calk steel, per 100 lbs.	5 20
Band steel	4 30
Harrow tooth steel	4 35
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Black Diamond cast steel, lb.	0 22

BRIEFS FROM THE WEEK'S MARKETS

Staples have declined 25c per keg.

* * *

Waxing brushes have declined in some quarters this week.

* * *

Brass and copper sheets, rods and tubes show further declines this week.

* * *

Turpentine registered a decline of 1c per gallon in some quarters this week.

* * *

Stepladders show an advance of 1c per foot this week. It has been said they were meant to go up.

* * *

"Five per cent. drop in various vises," reads a Montreal market item. Note that it is not spelled VICES.

* * *

Linseed oil has moved up considerably during the past week, the upward trend of flaxseed being reflected in the oil.

* * *

Ingot metals seem to rule on a pretty fair basis now in line with production costs and not much change in present basis is looked for for some time to come.

* * *

Black steel sheets are generally under revision downward now and basis established is considered rock bottom until mills make some further concessions. They may do this around April 1.

Black Sheets Down; Galvanized Hold

Montreal.

SHEETS AND PLATES.—A decline of $1 per hundred has been made in one quarter on black steel sheets. The market is much easier and the outlook does not indicate that there will be a great deal of heavy buying at present. There is a reported improvement in the demand for tin plates, and especially for tinned iron, one jobber stating that this was quite scarce.

	Per 100 lbs.	
BLACK SHEETS—		
10 gauge	$6 00	$7 00
12 gauge	6 10	7 15
14 gauge	5 85	7 00
16 gauge	5 95	7 05
18-20 gauge	6 10	7 25
22-24 gauge	6 15	7 35
26 gauge	7 20	7 40
28 gauge	6 35	7 50
GALVANIZED SHEETS—		
10¾ oz.		$9 75
28 gauge		9 25
26 gauge		9 00
22 and 24 gauge		8 85
20 gauge		8 65
18 gauge		8 65
16 gauge		8 50

NOTE—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Firming of Pig Lead Firms Lead Products

Montreal.

LEAD PRODUCTS.—The firming of the market for pig lead has had a steadying effect on the manufactured lines of lead such as lead pipe, lead wool, sheets, etc., but there are no changes. Solder is also steady and without change.

Lead pipe, lb.	$0 12
Lead pipe (cut lengths)	0 13
Lead waste pipe, lb.	0 13
Lead traps and bends	Net list.
Lead wool, lb.	0 14
Lead sheets, 3 to 3½ lbs., sq. ft., lb.	0 12
Lead sheets, 4 to 8 lbs., s. ft.	0 11
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c. lb. extra.	
Solder, guaranteed, lb.	0 38
Solder, strictly, lb.	0 35½
Solder, commercial, lb.	0 33¼
Solder, wiping, lb.	0 31 0 33
Solder wire (8 gauge)—	
40-60	0 44
45-55	0 47¾
50-50	0 61½
Zinc sheets, casks	0 17
Do., broken lots	0 18

Old Metals Are Marking Time

Montreal.

OLD MATERIAL.—There is very little doing in this line, and nothing active is looked for at present. Supplies in dealers hands are fair of some commodities, while others are light in point of supply. The outlook is for readjustments to lower levels.

Dealers' Buying Prices:		
Pipe scrap	15 00	16 00
Stove plate, per ton	17 00	18 00
No. 2 busheling	12 00	12 50
Old rubbers, boots and shoes	0 06½	0 07
Overshoes, lumbermen's rubber boots		0 05½
Bicycle tires		0 04
Automobile tires	0 04	0 04½
Yellow brass	0 10	0 11
Red brass	0 14	0 15
Light brass		0 08
Scrap zinc		0 05¾
Heavy copper	0 18	0 19
Wrought iron, No. 1, per gr. ton	18 00	19 00
No. 1 machinery cast		30 00
Heavy melting steel		15 00
Auto tires	0 04	
Bicycle tires	0 02½	
	Per gross ton.	
No. 1 railroad wrought		$15 00
No. 2 railroad wrought		8 00
Pipes and flues		8 00
No. 1 busheling		11 00
No. 2 busheling		7 50
Country mixed scrap		10 50

Copper, Tin, Antimony Are Quoted Down

Montreal.

INGOT METALS.—There is interest this week in the further declines of copper, antimony and tin, while lead is firming again. There is not a great deal doing.

COPPER.—Declining markets in the States seem to be the order of the day, and the market here is down in sympathy. At 20c per pound sales are being effected, and there may be lower prices still.

TIN.—While tin has been fluctuating in London, a reaction of about £20 taking place during the week of an upward nature, the position here is lower, and 59c per pound is the ruling quotation.

SPELTER.—This metal is extremely quiet and the price holds at 9c per pound.

LEAD.—There has been a firming of

the lead market, and while the price remains at 7½ to 8 cents per pound there may be a firming of the basis here.

ANTIMONY.—This is quiet, and with stocks large there is a tendency to quote less; 8c per pound is being quoted.

ALUMINUM.—The ruling price is 40c per pound, and trading is not large.

PIG IRON.—A price of $50 per ton is quoted for this.

TORONTO MARKETS

TORONTO, March 6.—Lower prices are generally in effect this week on black sheets, jobbers now operating on a very close margin. New prices have been named on fence staples, which show a decline of 25c per 100 pounds. Snow shovels are also revised downward, with other lines unchanged. Revised prices have been issued on door springs, spark plugs, and cotton waste is generally below figures prevailing recently. Woodenware is firm, with some lines moving up and others tending upward.

Spark Plugs Under Revision

Toronto.

SPARK PLUGS.—Prices have come in for revision this week on the Hercules spark plugs and the figures now being named to the trade are given out as follows: Junior spark plugs, 1-100, 50c each; 100-150, 47½c each; 150- and up, 45c each. Giant spark plugs, 1-50, 80c each; 50-100, 77½c each; 100 and up, 75c each.

Wooden Ware Tending Higher

Toronto.

WOODENWARE.—Manufacturers of clothes pins report a big export business, with prices for overseas about 10 per cent. above present jobbers' prices. This may mean that higher levels will be named on clothes pins locally—at least present basis will be held for some time to come.

The latest price list issued on clothes bars, step ladders and kindred lines shows a slight advance in some of these products. Clothes bars are up $1.00 per dozen to the following figures: No. 4, $10.00 per dozen; No. 5, $12.00; No. 6, $14.00.

Step ladders at the following figures now quoted are up 1c per foot: Perfect, 6 to 10 ft., 32c per foot; Hercules, 4 to 10 ft., 34c; Hercules, 12 and 14 ft., 39c; Faultless, 4 to 10 ft., 30c; Ontario, 4 to 10 ft., 27c; Shelf Lock, 4 to 8 ft., 22c. Extension ladders are also slightly higher, roped and straight, 20 to 32 ft. being quoted at 24c per ft., and 36 to 40 ft., 27c per foot.

Brass and Copper Sheets, Rods Down

Toronto.

BRASS, COPPER RODS, SHEETS.—Lower prices are again in evidence on brass and copper rods, sheets and tube, and quotations now named to the trade are given as follows: Copper sheets, 36c per pound base; copper rods, 36c per pound base; copper tubes, 44c per pound base; brass sheets, 35c per pound base; brass rods, 34c per pound base; brass tube, 42c per pound base.

Door Springs Show Changes

Toronto.

DOOR SPRINGS.—There has been a further change in the price of Perfection door springs, and the new figures show quite an advance over those in effect pre-war. Figures quoted to-day are: No. 51, 70c doz.; No. 52, 80c doz.; No. 53, 95c doz.; No. 54, $1.00 doz.; No. 55, $1.35 doz.

Fence Staples Decline 25c

Toronto.

FENCE STAPLES.—In line with the lower levels reached on some other wire products, wire fence staples show a decline of 25c per 100 pounds this week. The quotations which are being made to the trade are at the following figures: Bright, $5.50 per 100 pounds; galvanized, $6.25 per 100 pounds.

Nails Hold; Wire Unchanged

Toronto.

NAILS, WIRE.—There has been a steady market during the week on wire nails, and whereas business is within rather narrow channels, there is some business being handled. Prices show no change from recent decline, the base figure to-day being $4.95 per 100 pounds. Cut nails are steady and unchanged at $5.35 per 100 pounds base.

Smooth steel wire shows little activity, prices holding at decline of 50c recorded a couple of weeks ago, making base price $5.75 per 100 pounds.

Cotton Waste Generally Lower

Toronto.

COTTON WASTE, OAKUM.—Practically all lines of cotton waste are now selling at lower price levels, quotations being revised a couple of weeks ago on some lines. New prices on some of the other numbers, which are also lower, are shown herewith: White, XXX, 19c per pound; XX, 18c; X, 16½c; XC, 15c; Japanese, 14c; colored, No. 5, 15c per pound; No. 1, 13½c; No. 7, 12c; No. 1A, 10¾c; No. 1B, 9½c.

Rope Holds at Unchanged Figures

Toronto.

CORDAGE—After two or three weeks of fluctuating markets, a somewhat steadier feeling is shown in respect to rope. The hemp market is holding quite firm, consequently market on rope is well held at present figures. Prices are now based at the following figures: Pure manila, 37½c per pound; British manila, 33c; New Zealand hemp, 33c; sisal, 27½c; sisal lath yarn, 27½c.

Paraffine Oil Down; Others Steady

Toronto.

OILS, GASOLINE.—A lower price has been named on paraffine oil, the list now being 24c per gallon, less 15 per cent. Paraffine has shown two declines of 1c each, making prices to-day 2c below former figures. Candles show no change as yet.

Coal oil remains steady with a fairly active demand in progress. Quotations range from 19½c to 22½c per gallon, according to quality. Gasoline is without change, business being maintained at a large volume and prices steady at 33c per gallon.

Stoves Unchanged; Wares Holding

Toronto.

STOVES, WARES.—There has been no material change in the situation on stoves and ranges this week. Business is within rather a narrow compass just now and prices are holding steadily. Some factors report that retailers have cancelled quite a number of their bookings on oil stoves in anticipation of lower prices, which manufacturers cannot see as yet. However, this trade will probably be handled by a more frequent handling of orders, as there should be a very good season ahead.

A very satisfactory business is shown in all lines of wares, and manufacturers are well satisfied with amount of business coming to hand.

Excitement in Bars Missing

Toronto.

IRON AND STEEL.—There is little excitement shown in the market on iron and steel bars. Prices are holding at unchanged levels, and business as yet is pretty quiet.

Common bar iron	$4 75	$5 00
Common bar steel	5 00	5 25
Refined iron	5 15	5 40
Angle base	5 25	5 50
Horseshoe iron	5 00	5 25
Tire steel	5 15	5 40
Mild steel	5 00	5 25
Norway iron	11 00	13 00
Toe caulk steel	5 90	6 15
Sleigh shoe steel	5 00	5 25
Band steel, No. 10	5 25	5 50
Do., No. 12	5 50	5 75
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 22	0 30

Corrugated Sheets Holding Steadily

Toronto.

CORRUGATED SHEETS.—The situation is without further change as far as corrugated sheets are concerned. There are some very nice inquiries for business coming to hand, and it seems as though trade would open up splendidly in another month or so, when weather conditions are more settled for building trade to get started. Quotations this week range as follows:

Corrugated Sheets—	Per 100 sq. ft. Gal'zed	Painted
No. 28 gauge	$8 25	$7 00
No. 26 gauge	9 00	8 00
No. 24 gauge	13 50	10 00
No. 22 gauge	16 00	12 50
No. 20 gauge	19 00	16 00
No. 18 gauge	24 00	19 50

Discount, 7½ per cent.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

Further Adjustments in Black Sheets

Toronto.

SHEETS, PLATES.—A further readjustment of prices has been made this week in black sheets, and jobbers state they are positively down to rock bottom, when working on to-day's cost. There is no reason why dealers should hold back on little sorting business, though heavy buying is not advocated until the mills seem a bit more settled in their attitude. Any further adjustments will be small compared with those already made and will likely come gradually.

There is a feeling in the market and in the trade generally that a cut is likely to come in steel prices. When? Perhaps on either side of April first. That, at least, is the opinion of one Toronto dealer whose guesses are seldom far off the mark. There seems to be a growing belief that prices of material are holding back considerable work that might otherwise be gone on with. Just how much more business would be booked at a lower steel price is, of course, problematical, but several of the dealers are quite certain that the coming of a lower figure would bring a lot of buying to the market.

Business, though, is good for the warehouses, and is showing up much better than last month. The turnover in several places is at least fifty per cent. above the work last February, although it must be remembered that transportations are much better this year.

Some of the warehouse men are anxious for lower prices. They have in many cases pretty well cleaned out their high-price war material and are ready to take advantage of the cuts made from now on. One of the warehouse men, speaking to-day of prices, ventured the opinion with some degree of certainty that the first of April would see a 2.60 price on plate, against the present 3c.

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$5 50	$6 00
12 gauge	5 55	6 05
14 gauge	5 60	6 10
16 gauge	5 70	6 20
18-20 gauge	....	6 30
22-24 gauge	....	6 35
26 gauge	....	6 40
28 gauge	....	6 50
3-16 inch plate	....	5 75
¼-inch boiler plate	....	5 50

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—		
10¾ oz.	8 50	$9 00
U.S. 28	8 20	8 75
U.S. 26	7 90	8 45
22 and 24	7 75	8 30
18 and 20	7 60	8 30
16	7 45	8 00

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Wrought Pipe, Boiler Tubes Hold

Toronto.

WROUGHT PIPE, BOILER TUBES.—There have been no new developments in the market on wrought pipe this week, the feeling generally holding that present prices seem likely to hold until early summer. There is a fair amount of business being done, but buyers are only specifying for their immediate requirements. Prices are shown in current market quotations.

Boiler tubes are holding at lower figures established last week. Jobbers report sales as very good, and that they are now able to secure deliveries quite promptly from the mills. Range of quotations follows:

BOILER TUBES—	Per 100 feet Seamless	Lapweld
1 inch	$28 00	$.....
1¼ inch	32 00	.....
1½ inch	35 00	28 00
1¾ inch	35 00	28 00
2 inch	40 00	28 00
2¼ inch	43 00	30 00
2½ inch	45 00	35 00
3 inch	52 00	40 00
3¼ inch	.....	47 00
3½ inch	62 00	48 00
4 inch	70 00	60 00

GOVERNMENT SUPPLIES ON MARKET AT LOW PRICES

It is understood that there has been a large amount of many lines of goods handled by the hardware trade sold at the auctions of the Imperial Munitions Board, and that these goods have passed into the hands of buyers at very low prices.

Screen wire cloth, oil heaters, paint and rope, are only a few of the lines which, it is indicated, have been bought at the auctions already held, and that some of these lines are already being offered to the trade, is understood to be the case. The prices which can be named on these goods are, as far as can be learned, absurdly low, when compared with present market values.

Market on Lead Products Firmer

Toronto.

LEAD AND ZINC PRODUCTS.—There is a firmer undertone noted in the market on manufactured lead products this week. This has not resulted in a quotable change upward, but it has stopped the downward movement, too. Both tin and lead seem to have strengthened somewhat, and it looks as though markets will hold quite steadily for the next two or three months. Range of prices to-day follows:

Lead pipe, lb.	....	$0 12
Lead waste pipe, lb.	....	0 13
Lead traps and bends	....	Net list
Lead wool, lb.	....	0 14
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb.	0 11	0 12½
Cut sheets ½ to ¾c lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	$0 37	$0 39
Solder, strictly, lb.	0 33	0 37
Solder, commercial, lb.	0 31	0 36
Solder, wiping, lb.	0 30	0 32½
Solder, wire, lb.	0 45½	0 50
Zinc sheets, per lb.	....	0 20

Old Materials in Stagnant Condition

Toronto.

OLD MATERIALS.—The scrap market is stagnant. That really describes the situation. Dealers state that they are losing money on the present volume of business with a practically fixed overhead. Some of the larger yards go so far as to state that they are out of the market entirely for the present so far as buying goes, and there is undoubtedly a feeling that prices will scrape lower yet before the actual bottom of the market is touched.

Dealers' Buying Prices—		
Tea lead	....	0 03½
Heavy lead pipe	0 04	0 04½
Pipe scrap	....	8 00
Stove plate, per ton	....	10 00
No. 2 busheling	....	8 00
Yellow brass	0 08	0 08½
Red brass	0 13	0 14
Light brass	....	....
Scrap zinc	....	0 05
Heavy copper	....	0 14½
Wrought iron, No. 1, per gr. ton	....	18 00
No. 1 machinery cast	....	20 00
Heavy melting steel	....	13 00
Old rubbers, boots and shoes	0 06	0 06¼
Overshoes, lumbermen's rubber boots	....	0 04½
Bicycle tires	....	0 04½
Automobile tires	0 03½	0 04

Downward Move in Ingot Metals Halts

Toronto.

INGOT METALS.—In view of what present-day costs must be it can be estimated that all ingot metals are pretty well down to a pre-war basis. It would appear that there can be no industries using large quantities who will really be in a much more favorable position to buy than at present. Three big consuming months are at hand, which may be expected to steady, if not stiffen, the markets, and whereas the summer may see some slight reaction from present levels, the declines cannot be as great as those already affected by any means.

COPPER.—Copper seems to have reached an attractive basis of selling now and there is more business being placed. Prices locally range around 20c per pound, and outlook seems much better than it has for some time.

TIN.—A better demand is in evidence on tin and the market rules with a

slightly firmer undertone. Quotations range around 60c per pound, with supplies ample to meet requirements.

SULPHUR.—There have been no new developments in the market on this metal. The price is held at about 8½c per pound, with only a fair amount of business passing.

LEAD.—The market is firmer and prices have advanced again slightly. Locally quotations are being made around 7½c per pound. There is some business being handled and outlook seems satisfactory.

ALUMINUM. — Open market conditions now prevail on this metal, but this has made little apparent difference as yet, buying interest being lacking. Quotations nominally range around 50c per pound.

ANTIMONY.—The market is purely a routine affair. Price holds around 8½c per pound with little activity to move stocks.

Snow Shovels Register Decline

Toronto.

SNOW SHOVELS.—Lower prices have been named on snow shovels, the quotations to-day being substantially below those formerly in effect. Retail prices have been ruling at 7½ per cent. advance on list; to-day the quotations to the trade are netted from a discount of 12½ per cent. from list. Snow shovel handles have been revised downward too, the price of $6 per dozen which has been in effect, being superseded by a $4 quotation to-day.

LONDON MARKETS

LONDON, March 6.—A lower price has been named on wire fence staples this week of 25c per 100 pounds. Iron rivets and burrs are lower, whereas grindstone fixtures, wall paper cleaner and tire savers are higher. Linseed oil has undergone a further revision upward. New prices on paris green show a decline of 12¼c per pound.

Business in London is reported seasonably good on most lines except builders' hardware, which is quiet at present. The prospects seem good, however, for a good sale on this line later in the season.

Iron Rivets and Burrs Go Lower

London, Ont.

IRON RIVETS AND BURRS.—The discount on iron rivets and burrs has been revised to make net prices lower. The new base discount is 35 and 5 per cent. off list, with the usual extras for coppered or tinned.

The new net prices on 5-lb. packages coppered iron rivets and burrs assorted figured at the discount of 35 and 5 per cent. off list are: No. 8 x ½ lb. pkgs., $1.36 per package; No. 8 x ¼ lb. pkgs., $1.48; No. 10 x ½ lb. pkgs., $1.45.

Wire Fence Staples Decline; Nails

London, Ont.

FENCE STAPLES, NAILS.—A decline of 25c per 100 pounds has been recorded in wire fence staples this week. The present price on bright is $5.50 per 100 pounds, and on galvanized $6.25.

Nails show no further change from recent decline, the wire being quoted at $4.95 per 100 pounds base, and cut at $5.35.

Grindstone Fixtures Up; Tree Pruners

London, Ont.

GRINDSTONES, FIXTURES. — New prices issued on grindstone fixtures provide for an advance in price. The present selling basis named to the trade is for the 15-inch, $7.75 per dozen sets, and 17-inch, $8.25 per dozen sets.

Tree pruners are moving forward fairly well, prices showing no change from following levels: Waters, 6 ft., $13.50 doz.; 8 ft., $14.00 doz.; 10 ft., $15.00; 12 ft., $16.25 doz. Rochdale, No. 35, $12.25 doz.; No. 38, $15.75 doz.

Tire Saver Higher; Rope Firm

London, Ont.

TIRE SAVERS.—Higher prices have been reached on tire savers, the Richards-Wilcox line being quoted to the trade at $4.50 per set.

Rope is holding firm at recent advances. The market on hemp is strong, and under present conditions no decline is anticipated. Quotations being made are for pure manila, 37½c lb. base; British manila, 33c; New Zealand hemp, 33c; sisal, 27½c.

Paris Green Drops 12¼c

London, Ont.

PARIS GREEN.—New prices issued on Paris green show a decline of 12¼c per pound from those prevailing last year. The present basis of quoting is at the following levels:

½-lb. pkgs., 54c lb.; 1-lb. pkgs., 52c lb.; 25-lb. drums, 50c lb.; 50-lb. drums, 49c lb.; 100-lb. drums, 49c lb.; 250-lb. kegs, 48½c lb.; 600-lb. bbls., 48c lb.

Wall Paper Cleaner Advances

London, Ont.

WALL PAPER CLEANER. — Wall paper cleaner is being quoted at new prices which provide for an advance over previous figures. The selling price of the Climax to-day is $1.85 per dozen.

Spring Lines Show Activity

London, Ont.

SPRING LINES.—More activity is noted in the movement of many spring lines, screen wire cloth, poultry netting and lawn mowers now going forward to the trade in fair volume. Prices show no change, poultry netting being quoted for the 1 and 2 inch mesh at 15 per cent. from standard list.

Screen wire cloth, black, is moving out to the trade at $3.25 per 100 sq. ft. in 100 ft. rolls, and $3.30 in 50 ft. rolls. Lawn mower discounts remain at following figures: Daisy, 35 per cent. off list; Star, 35 per cent.; Woodyatt, 35 per cent.; Empress, 35 per cent.

Glass, Putty, White Lead in Oil Unchanged

London, Ont.

GLASS, PUTTY, WHITE LEAD IN OIL.—Window glass is holding firm at unchanged discounts, single and double diamond being quoted at 25 per cent. from list in full boxes, and for cut lights, 10 per cent. The volume of business just



Try this on the A.P.M.

Shepard, in London "Punch"

now is small.

Putty is not very active and prices show no tendency to change. The range of quotations is given as follows: Standard, 100-lb. drums, $6.75 per 100 lbs.; 25-lb. drums, $7.00 per 100 lbs.; pure, 100-lb. drums, $8.75; 25-lb. drums, $9.00 per 100 lbs.

White lead in oil shows a little more life, but actual volume of business is still small. In ton lots, the pure is quoted at $16.30 per 100 pounds, and less than tons, $16.65, unchanged figures.

Linseed Oil Up; Turpentine Holds

London, Ont.

LINSEED OIL, TURPENTINE. — Higher prices have again been named on linseed oil this week, the strengthening flax market being responsible. Quotations now being made are shown below and indications seem to be that a firm market will rule for some little time.

Turpentine is holding steadily, though Southern markets are heavy. The absence of export business, along with the fact that new crop will soon be offering, may mean a weaker market. Higher prices seem improbable just at present. Quotations appear below:

Linseed Oil—	Raw	Boiled
1 to 2 bbls	$1 65	$1 68
3 to 5 bbls.	1 64	1 67
6 to 9 bbls.	1 62	1 65
Less barrels add 10 cents gallon.		
Turpentine—		Per gal.
1 bbl. lots		$1 05
2 to 4 barrel lots		1 04
5 gal. lots		1 15

WINNIPEG MARKETS

WINNIPEG, March 6.—Price changes during the past week are very few and show quite a contrast to the past few months. Generally markets appear quite firm in practically all lines. The only lines under revision during the week are rope, which advanced 2c per pound on pure and British manila, while conductor pipe elbows show a decline.

Business is reported very good, and spring orders are moving out very freely, with very few back orders compared to the last couple of years, as manufacturers are again getting back to a pre-war basis and shipments are coming through in very good time.

Sanitary Closets Show Revision

Winnipeg.

SANITARY CLOSETS, ETC.—Prices have just been issued for the coming season on Wakyte sanitary closets, new style, and many other articles manufactured by the same firm. The various lines, with new prices, are given as follows: Wakyte sanitary closets: No. 0, $3.85; No. 2, $7.75; No. 3, $5.85; Special, $5.25 each.

Powder chemical, 70c package; liquid chemical, 75c gal.; barrel trucks, $6.25 each; handy store trucks, $2.75 each; kitchen racks, 26 inch, 65c each; 36 inch, 75c each.

Conductor Pipe Elbows Decline

Winnipeg.

CONDUCTOR PIPE ELBOWS. — A slight revision has occurred in the prices of conductor pipe elbows, which have declined to lower levels, being quoted today at 20 per cent. off the list.

Firm Market on Window Glass

Winnipeg.

WINDOW GLASS. — Window glass prices are reported very firm, with about the usual demand, while stocks are reported below normal. The outlook for the coming season would indicate firm prices. To-day's markets are confirmed below:

Window Glass—Up to 25 inches, per 100 feet, single, $15.50; double, $19.50; 26 to 40, $16.50, $22; 41 to 50, $19.50, $25; 51 to 60, $20.50, $25.50; 61 to 70, $21.50, $27.

Further Increase 2c in Best Rope

Winnipeg.

CORDAGE.—Rope prices have again advanced during the week, the increase being 2c per pound on pure manila, British manila and African hemp, while sisal and lath yarn hold firm at former levels. This latest advance brings all prices back to the former high-water levels and indications point to firm markets. Prices now rling are given herewith: Pure manila rope, base, 39c pound; British manila rope, base, 34¼c; African hemp rope, base, 34¼c; sisal rope, base, 28¼c; lath yarn base, base, 28¼c.

Iron Rivets and Burrs Tend Downward

Winnipeg.

IRON RIVETS AND BURRS.—Prices on iron rivets and burrs are still holding at former quotations of 15 per cent. off the list. However, recent reports indicate that a reduction may be expected in the near future.

Shovels, Spades Remain Unchanged

Winnipeg.

SHOVELS, SCOOPS.—Shovels, spades and scoops hold firm at former prices, while the demand is reported to be good. To-day's ruling prices are confirmed as follows:

Shovels and Spades—Fox and Olds: D.H. sqr. point, $15.05 per dozen; D. H. rd. point, $15.05; Long H, sq. point, $15.05; Long H, rd. point, $15.05.

"Bull Dog and Jones": D.H. rd. point, $16.30 per dozen; D.H. sq. point, $16.30; Long H., rd. point, $16.30; Long H., sq. point, $16.30.

Scoops also hold firm at former prices, which are herewith confirmed:

Black Cat and Crescent Scoops: No. 4, $19.00; No. 6, $19.50; No. 8, $20; No. 10, $20.50 dozen.

Moose and Jones Scoops: No. 4, $19.90; No. 6, $20.90; No. 8, $21.04 dozen.

Lawn Mowers Show Activity

Winnipeg.

LAWN MOWERS. — Lawn mower prices continue firm at former quotations, with the demand for spring reported about normal. Prices now ruling are confirmed as follows:

Woodyatt, 14 inch, $8.50; 16 inch, $9.00 each. Empress, 14 inch, $11.00; 16 inch, $11.50. Daisy, 14 inch, $6.60. Star, 14 inch, $7.50; 16 inch, $8.00.

Wares Hold Steady Position

Winnipeg.

WARES.—Tinware and enamelware prices which have held firm for the past year, show no disposition to change to lower levels, as any reductions in material is, it is indicated, offset by the high wages ruling. To-day's ruling prices are herewith confirmed:

Enamelware — Scotch Grey, 40% discount; Colonial, Imperial and Pearl, 20% disct.; Premier, Canada and Diamond ware, 12½% advance on list; whiteware, 40% discount.

Japanned Tinware, ordinary, list plus 40%; japanned tinware, white, list plus 50%; stamped ware, plain, 40% discount; retinned, 33 1-3% discount; pieced tinware, ordinary, list plus 65%; with copper bottoms, list plus 85%; sheet iron ware, list plus 30%.

Galvanized tubs and pails, light, list plus 40%.

Galvanized tubs and pails, heavy, list plus 30%.

Japanned Coal Hods—List plus 50%.

Galvanized Coal Hods—List plus 60%.

Linseed Oil Remains Unchanged

Winnipeg.

LINSEED OIL.—Linseed oil prices continue firm on the local market, with only a fair demand and stocks well assorted. To-day's ruling prices are given as follows: Raw linseed oil, $1.80 gal.; boiled linseed oil, $1.83 gal.; in 5 gal. cans the advance is 7c per gallon, plus the price of container.

Turpentine Holds at Steady Levels

Winnipeg.

TURPENTINE. — Turpentine prices show no change during the week, and prices are confirmed as follows: Barrel lots, $1.25 gal.; ½ barrels, $1.28 gal.; 5 gal. lots, $1.30 gal.; 1 gal. lots, $1.30 gal., plus the usual extras for containers.

PITTSBURG MARKETS

PITTSBURGH, Mar. 6—The iron and steel market situation has become much more interesting, but chiefly because it is more puzzling. The high rate of mill operation is difficult, if not impossible, of explanation, but it must be accepted as a fact, and as a fact what it portends is a matter of doubt. It may mean that too much steel is being made now, or it may mean that the country's steel-absorbing power has so greatly increased that it is going to be very easy to find employment for all the capacity. Then as to prices, the steel mills are talking more strongly than formerly about the improbability of there being reductions, at least in the near future, when it rather appears that the market is about to decline, and is indeed on the very verge. The steel producers would prefer that declines should come as a surprise to buyers, for anticipated declines lead to postponement of buying.

High Operating Rate

The average rate of steel mill operation is fully 75 per cent. Considering the extreme dullness in nearly all lines of consumption this is a remarkable rate. particularly when one considers that during the war, or since 1914, the steel making capacity has increased 40 per cent. It stood at about 35,000,000 gross tons of steel ingots per annum at the end of 1913—also at the end of 1914 as there was no new construction to speak of in that year—while now it is 49,000,000 tons, actual commercial, not rated, capacity. Thus a 75 per cent. operation now would mean the same tonnage as a 105 per cent. operation in 1913, but as a matter of fact the mills did not run full throughout 1913, and produced only 30,280,130 tons of ingots in the year, against 30.284,682 tons in 1912, each year showing 5,000,000 tons more output than the best preceding year.

In detail, as to operating rates, it may be said that the Steel Corporation easily leads. Difficult as it has been for the trade to believe it, the Steel Corporation has been operating at more than 90 per cent. of capacity. Among the large independents the rate has commonly been in the neighborhood of 65 per cent. in the past fortnight, but a few are running at higher than that. Then among the small independents there is the most remarkable diversity. For instance, one small steel producer in Pittsburgh and another in Buffalo are closed entirely, while there are several small independents that are operating at 90 per cent. or more. This divergence is due chiefly to differences in the classes of trade served, and in general there are great differences due to the fact that some mills have cultivated a regular line of customers while others have gone out to sell where there was the most money to be obtained, a policy that is very profitable at one time and correspondingly unprofitable at another. The average operating rate in January was 85 per cent., as shown by the American Iron and Steel Institute statistics, as quoted in this report a fortnight ago.

Contrasted with this high operating rate, with an output comparable to the best rate attained before the war when all consuming lines were busy and taking as much steel as anybody thought they could take, is the present stagnation in the consuming markets. The only specific instance of great activity is the automobile trade, and it cannot possibly engage 5 per cent. of the steel producing capacity. The agricultural implement factories are working fairly well, but are understood to be depending largely upon stocks. It has come out as to both steel and coal that various industries, essential and otherwise, had much larger stocks at the end of the war than would be suggested by the fears they expressed that war-time regulations would make trouble. The regular building trades are doing nothing, jobbers are ordering only from hand to mouth, and manufacturing consumers as a rule are but slightly employed.

Explanations offered for the apparently contradictory showing are along two lines, one being that the Steel Corporation is building up stocks, which would account for a little tonnage, but not a great deal, while the other is that war-time construction is still largely in progress, though when it comes to citing details few can be mentioned. There is the Government's nitro plant in West Virginia and of course there is considerable shipbuilding.

Price Prospects

To one familiar with the finesse the steel trade has displayed over a period of many years it would appear that the steel producers are planning to exhibit a necessity as a virtue. Last week a number of prominent steel producers were meeting in New York and according to the authorized version they "discovered" that George N. Peek, recently named by Secretary Redfield as chairman of "The Industrial Board of the Department of Commerce" was in town, and accordingly they invited him in, to explain Secretary Redfield's plan for the deflation of war-time prices. Indications are that the steel producers are going to make a show of resisting the movement, but will gracefully yield at the last moment. The bald fact, however, is that when the steel producers last December tried to secure the sanction of the War Industries Board for the price reductions they desired to make, and failed, as the board would not even permit the schedule of reductions to be read into its minutes, they were even then hoping that some means would be found, about April 1, to secure any kind of Government sanction obtainable for a further reduction, the whole object being to make such and such a reduction and no more. If ordinary price cutting began it would become indiscriminate and there would be no way to put a peg in. Now the desired opportunity is very nicely presented, but if it were embraced with open arms Secretary Redfield's board would ask for reductions greater than the steel producers want to make, hence there is going to be a show of resistance, and there will be whatever delay can be occasioned. By reason of the Sherman law the producers would not feel free, in ordinary circumstances, even to have a general meeting to discuss prices, but now there is ample justification for calling a general meeting, to discuss Secretary Redfield's proposal. The meeting will accordingly be held in the near future. The procedure will probably be the same as that which worked so nicely last December. The meeting then did not consider prices in detail, but gave its committee power to act, by submitting reduced prices to the War Industries Board, and they adopted the reduced prices, no more and no less, even though the committee recommendations did not actually get before the War Industries Board and when, moreover, they had not even been presented at the meeting. This next meeting likewise will in all probability agree upon something without knowing just what it is, but when the suggestion or recommendation is announced, whether by Secretary Redfield's board or otherwise, they will adopt the prices and each producer individually will endeavor to adhere to those prices and not go below them. Last December's reductions averaged about $4 a ton on the full line, seeing that wire products were not reduced at all, but the next reductions will probably average considerably more, possibly even more than $10 a ton or half a cent a pound.

Are Oiled Floor Lawful?

A case of interest to merchants and others who oil their floors. Mary E. J. Stewart of Stirling brought an action against George Reynolds, boot and shoe merchant of that village, for damage for injuries alleged to have been occasioned by slipping on the defendant's oiled floor in his shop, which occupied the Supreme Court at Belleville. The plaintiff went into the defendant's shop in July last to look at boots and on leaving the store forgot a loaf of bread. She returned for it and in doing so fell on the floor, breaking her arm in two places, injuring her knee, side and other parts of her body. She claimed it was because the oil made the floor slippery. Mr. Mikel for the defendant contended that as she came into the store entirely for her own purpose—getting her bread—she must use the floor as she found it, and even if she were there as a customer she was only entitled to be protected against "unusual dangers," and there were no unusual dangers as she knew the floor was oiled and it was a usual and proper thing to oil floors. The case was dismissed and plaintiff ordered to pay defendant's costs. Those who use oil on their floors will now be relieved from anxiety in that respect.



March Displays of Indoor Specialities

The Dealer Who Goes After Business Early is the Man Who Gets the Profits—Big Season is Expected This Year

THE early bird gets the worm—also a running start on the day's work, larger returns for his effort, and several other advantages that contribute to success. Simmons, of "Keen Kutter" fame, when an apprentice in a hardware store, requested the use of the front door key, because the janitor could not start the day early enough for him.

For the paint dealer, the paint season will start just when he starts it.

Putting his paint department into shape early in the season will give him a running start in the development of his paint and varnish trade when the active outdoor painting demand commences.

March displays of indoor paint and varnish specialties both in the store and in his windows, enables him to make a quick getaway in the race for the larger outside painting business.

Works Two Ways

It works two ways. He starts early thoughts of painting in the minds of his trade, who naturally are inclined to be drawn to the store that is first in the field. Early planning and preparedness in the store avoids last minute arrangements.

Early preparation means more careful thought can be given to the season's plans and their execution. These plans, when started this way, are more likely to be cumulative and result in bigger business, and more profitable effort.

The above idea was the principle that Charles Haines worked on in his paint department, and we have Charley's word for it that it was worth while.

"I noticed," said Charley, "in social evenings amongst my friends, that along in March, whenever the women folks started talking about domestic affairs, there was sure to be more or less discussion about plans for house-cleaning and general household renovation. Here was a business tip for me. And believe me, when I get a business tip from a bunch of women, I never let up till I run it into the ground for both its hide and hair.

"Thinks I, if these women are beginning to get the house-cleaning fever already, it's up to me to keep pace with them, and start something in paints and varnishes.

Used the Tip

"I tucked the tip in my memory box for ready reference and started a still hunt for other evidence to justify an early venture in displaying paints and varnishes," continued Haines, in relating his experience.

"And I got evidence enough to make me eligible for a job with a detective agency," he smiled.

"A hard winter's wear on floors begins to show itself in March, and a woman's desire to get the bareness covered up shows itself in proportion; so down went preparations for suggestion No. 1—Inside floor paints, floor varnishes, and floor varnish stains.

"Floor linoleum is a thing that is used a great deal and gets plenty of abuse in the winter from melting snow and constant scrubbing. I know from experience in my own home, and from what I found out in the homes of others, that a nice glossy linoleum gets a short cut to a woman's interest in a good varnish, so down went suggestion No. 2—Linoleum and oilcloth varnishes.

"Children in a home are also an indirect cause for early business. Where they are more or less confined within doors on account of inclement weather they have got to let loose with their energy somehow and the furniture and woodwork suffer in consequence. This means a demand for varnish stains or furniture varnish.

Shows its Effects

"The constant heat on radiators begins to show its effects pretty well in March, which appeared to offer a first-rate chance for displaying aluminum paint and radiator enamels.

"The high prices for furniture since the war began have caused a pretty thorough cleaning out of attics, and the digging up of old discarded pieces, and which has brought a pretty steady demand for furniture varnishes, varnish stains, enamel and bedstead enamels. Just why this demand should be unusual in March I never found out until I started my investigation. Women begin to plan the re-arrangement of their homes for the summer, and in doing so, find that they can use some discarded piece of furniture rather than buy new. It all helps the paint and varnish business, so I prepared to play up to this idea.

"Fact of the matter was," exclaimed Haines. "I gathered so many hints for starting early in the season that I was convinced I would be a fool for not doing so, rather than for doing so.

Window Displays

"Of course you will notice that these were all for in-

(Continued on page 64)



There's Something To A Name!

Every hardware dealer sells paint. Some more—some less.

The dealers handling "Moore's" are invariably selling more and more paint all the time. The name "Moore" is their assurance of increased paint sales.

A display of Moore's Paints and Varnishes in your window or on your shelves affords your prospect such a complete line of highest quality guaranteed paints and varnishes to choose from that an ultimate sale is always assured.

Moore's Paints dry hard but retain sufficient elasticity to prevent cracking or peeling. Thus they combine tip-top appearance with unbeatable wear.

The Moore Agency proposition will interest you. Write for particulars.

Benjamin Moore & Co., Ltd.

West Toronto
Ontario

door use, but there appeared to be enough business in sight from these to warrant the undertaking, so we went to it, and planned a couple of window displays based on the suggestions I had gathered.

"But here's the main reason why I think we pull our early season's start off so successfully. We keep pace with the ideas that were beginning to hatch in the minds of the women folks. In March when the winter's social activities begin to wane and the first tinge of spring begins to be felt, the women begin to get the first hazy ideas of what they would like to do to change things around in the home. By displaying our indoor specialties and doing a little advertising, we bring these ideas to a head and they begin to get busy.

"Just like the man in a candy shop next door to a public school. When the melting snow reveals the first bare spot in the street, he sticks a box of marbles in his window, which suggests to the small boy rustling up pennies to start his first game of dibs."

In listening to Haines' story, we could not refrain from asking how this early start affected the rest of his seasons business.

All to the Good

'All to the good!" he exclaimed enthusiastically. "It promotes more business all round. You see, if a woman can get all these little things fixed up early, she gets them off her hands and off her mind, and this leaves her lots of time for other work. Naturally, if she has the renovating bug big in her bonnet, she turns to painting up a bedroom or two; or her dining room, or kitchen; or perhaps the whole house. The chances are, if she is left to fixing up the furniture and painting up the house all at one time, one or the other goes by the board. Spread your painting season over as much time as possible, and get a larger volume of business in the long run.

"And another thing; painting up one thing suggests painting up something else. Like a chain prayer, you never know how far it's going or where it's going. I've seen people come into the store early in the season intending only to paint up the inside floors, and before summer comes they end up with painting the whole house, inside and out.

Only Half Done

"When people leave everything to be done in a bunch, there is bound to be something left undone, or else many things are only half done. If they spread out these operations over a longer period of time, they are done more thoroughly, and they lead to more things being done than they intended. This applies to household painting as with everything else.

"As for outside painting," continued Haines, "we found that by promoting early inside painting it encouraged and left time for thinking about the outside of the house. When a woman can get everything set to rights inside, it makes her discontented with outside appearances if her home shows any neglect in this way. Several instances I know of, where there was no intention of painting the outside of the house, the owners came to it through the fact that they had gone through the house thoroughly early in the season. An early start with inside specialties certainly paves the way to a larger volume of business for outside use.

"How did it affect arrangements in your store?" was the next question we ventured.

Get Busy Early

"If there's any chance of getting our paint department in shape a day earlier than the previous year, we do it," answered Haines. "Some fellows seem to think that if they place their spring order in the fall and get it delivered anywhere along in March, they've done all that is necessary. I climbed out of that rut long ago. We get our stock in just as soon after Christmas as stock-taking will let us, and we hustle it on to the shelves. My season's plans are late if I don't have them out before the middle of February. The latter part of February we arrange our indoor specialty advertising and plan our window displays. Just as soon as that 'spring feeling' begins to show itself in March we commence operations.

"We make every effort to keep pace with the thoughts of the women as they work their way towards the spring clean-up. In fact, we are getting so that we can anticipate them, and are very often able to lead their buying inclinations our way. Our early starting methods have increased spring business in indoor specialties, and as I have said, this has made it easier for us to sell outside goods, and in greater volume."

Early Starting

The writer has always favored early closing, but is an enthusiast on early starting. Personal experience and observation have proven beyond a doubt that early starting has been a mighty factor towards the success of many a man and many a business. In younger and more athletic days, when able to step off in a hundred dash, I found that more than half the race was in getting away from the mark with the gun. An old timer, who took me in hand, spent 75 per cent. of his time on this part of the running.

"And so it is in the paint business, whether you start early in the day or early in the season. Getting off the mark with the gun is more than half the battle. The man who leaves the arranging of his plans and his stock until the demand begins, works under the handicap of a late start."

Kept Pace With Them

Which brings us back to Simmons, referred to at the outset, and also in an earlier issue of HARDWARE AND METAL. The reason why he desired to open the store of his employer at 6.30 a.m., instead of waiting for the janitor to do so at 7.30 a.m., was that he found the farmers of the community astir in town at the earlier hour. He wanted to be on the move when they were on the move. By stepping off the mark at the crack of the gun, Simmons soon became a partner in the store that he opened at 6.30, instead of 7.30.

Indoor paint and varnish specialties displayed in March, or February if need be, give the paint dealer an early start in the season's paint business. They increase the volume of business for the year. They are not a handicap, but a help in developing bigger business and better service to your trade.

USES FOLDER

An enterprising dealer who believes in going out after business is using a small folder as one of his plans. On the outside are the words "Of Special Interest to the Home of Mr. ——" Inside are the name and address and a space for body color, trim and sash. Then "We Estimate the Cost as follows:

Approximate cost of paint for (....) coats .....

Approximate cost of paint, including labor to apply same for (..) coats ...."

On the opposite page is the following tactfully worded suggestion.

"We are pleased to submit the color suggestion as shown on this card for your approval.

The color scheme is designed from personal observation of your residence and surroundings as best suited to set off or distinguish your house in its particular location.

We realize that correct color schemes are a problem for those who do not make this a lifelong study, and therefore feel that we are not encroaching upon your good taste if we submit the correct scheme and approximate cost unsolicited.

We did not take the liberty of trespassing upon your property in order to take exact measurements, therefore the estimates are only approximate.

The color scheme, however, is correct both from the standpoint best suited for the architecture and artistic color harmony as viewed from the street and as others see the pleasing effects.

The suggestion of painting is made by me because I frankly believe the house needs painting this year for protection as much as it does for its artistic appearance.

If further information is desired and exact estimates required I am cheerfully at your command.

Our telephone number is 22.

Yours truly."

CATALOGUES AND BOOKLETS

Catalogue No. 21A, issued by the Samson Cordage Works, 88 Broad St., Boston, contains twenty-three pages and lists with illustrations of solid braided rope, sash cords, clothes lines, signal cords, arc lamp and trolley cords, couplings, snaps, grips, lariats and small lines. Copies may be obtained by readers of HARDWARE AND METAL upon request.



MANY a retail business got its start on a career of prosperity, by being linked to the B-H line.

Not that the mere acceptance of the B-H Agency places a dealer on the high road to prosperity.

But this it will do—

It will label your store as a good store to trade with—bring to your store that large section of the people in your community who have come to know the merit of B-H Products, and who are ready to place complete confidence in any dealer who sells such products.

After that, it is up to you.

It must be admitted, however, that to gain the confidence of the better class of trade is a mighty big step in the direction of a prosperous business.

It is because their alliance with

B-H PRODUCTS

is daily winning such confidence for them, that the B-H Agents attribute much of their success to the fact that they had the foresight to select the right Paint and Varnish line.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

Government "Restraint of Trade"

THE Government is becoming increasingly stringent in its attitude toward every form of what is termed "price-fixing." Many trade practices which were openly encouraged during the war are now being closely scrutinized, with an inconsistency and sangfroid which are comparable to the famous "smile on the face of the tiger." Having urged the industries of the United States to adopt methods which would standardize costs and prices to an extent sufficient to allow a reasonable profit and thereby doing a genuine service to all branches of industry, and following this up with the Webb Law allowing combinations for export, the Government should be most careful how they undo the good work begun.

The attorney-general has taken the ground in a recent appeal that a resale price contract is in restraint of trade. This is contrary to a number of precedents which have been established by court decisions and directly contrary to recent legislation and the trend of popular opinion. It is very much to be hoped that a reactionary official may not be permitted to tear down the good constructive work which has been accomplished in permitting manufacturers to protect their own brands from unfair competitive price cutting. If the new federal incorporation act urged by many able men in the export trade becomes a law, we shall have the Government actually incorporating combinations of competitive companies for foreign commerce as is already done by the states under the Webb Law with full federal authorization. It is hard to reconcile this position with the strained construction of the Sherman Law apparently demanded by the attorney-general.

All the American business man wants is a reasonable opportunity to allow business to develop along modern and progressive lines. He does not want a monopoly; he delights in fair competition, but he does want a commensense and consistent attitude adopted and maintained by the authorities so that he may not have to spend the major part of his time with his attorney trying to determine whether his simplest and most natural actions may not contravene some official view of a reactionary and harmful public policy. The real harmful "restraint of trade" seems to be that which originates in official circles.—"Paint, Oil and Drug Review."

Firm Largely Supported By Farmers May Rival Grain Growers

WITH more than 700 farmers as shareholders, the Dauntless Manufacturing Company of Redcliff, Alberta, looms large as a possible rival of the United Grain Growers for the support of the agriculturists of the province. This company has just completed a large plant at Redcliff, and while it is beginning business in the iron rather than the grain world, its scope goes so far as to manufacture farm and other implements. Already there is a feeling among many farmers that many from the ranks of the U. G. G. will eventually tie up, so to say, with the new farmers' organization.

A meeting of those interested in the Calgary district is to be held very shortly, when the meeting will be addressed by W. D. Brown, president, and the whole matter of iron manufacture and its possibilities in helping the province from an industrial standpoint will be gone into. Calgary headquarters may be established later and while the location of the plant at Redcliff, because of the advantage of natural gas as fuel, means the general office in that town, it is the aim to establish warehouses and agencies at several Alberta points, one in Lethbridge, one in Edmonton and one in Calgary.

The administration is on the basis of co-operation to a certain extent at least, the voting power resting with all the shareholders, being on the basis of one vote for one man. This method of incorporation does away, it is claimed, with the possibility of what is known as the "freeze out" among corporation methods, for the men having a large holding have no more to say in its management than the man with the small holdings.

The executive officers are planning a provincial wide campaign by means of which they hope to line up as many members as has the U. G. G. or the U. F. A.

Trade Inquiries

486. **Enamelware.**—All kinds of enamelware as used in house or hospital required by a firm in Gloucester, England.

487. **Garden tools.** — A Gloucester, England, firm is prepared to purchase all kinds of garden tools, spades, forks, shovels, etc.

488. **Hay forks.**—A Gloucester, England, firm wants hay forks.

489. **Binder twine.**—Canadian firms in a position to export binder twine are asked to communicate with a firm in Gloucester, England.

490. **Barbed wire.**—A firm in Gloucester, England, wishes to hear from Canadian exporters of barbed wire, thickly set 4-point.

491. **Fancy fencing.**—A Gloucester, England, firm desires to import fancy fencing.

492. **Wire fencing.**—A Gloucester, England, firm desires to import wire fencing.

493. **Spokes.**—A Cheltenham firm desires to import spokes of all sizes for cart and carriage wheels.

404. **Wire nails, bolts and nuts.** — Will Canadian manufacturers of bolts, nuts and wire nails, with supplies either now or in the future for export, write to a firm in Cheltenham?

495. **Files.**—A Cheltenham concern wishes to import files.

496. **Brushes.**—A Cheltenham firm would be glad to hear from a Canadian exporter of brushes.

497. **Brooms.** — A firm in Cheltenham wants to import brooms.

498. **Handles.**—A Cheltenham firm is prepared to purchase hay fork, spade and handles of all kinds.

500. **Coffin furnishings.** — A Cheltenham firm desires to buy coffin furnishings of brass and imitation brass.

501. **Closet seats.**—A Cheltenham house wants to be put in touch with Canadian exporters of closet seats.

502. **Enamelware.** — A Cheltenham firm wishes to purchase enamelware.

503. **Bolts and nuts, etc.**—A firm in Gloucester, England, would be glad to get into communication with a Canadian manufacturer of bolts and nuts, etc.; they want cup square ¾-inch by 3-16-inch to 12-inch by ½-inch; bright motor hex, round hex, general assortment bright washers, taper pins (bright steel), set screws and split washers.

504. **Barbed wire.**—A Gloucester, England, firm asks for quotations on from 15 to 20-ton lots of barbed wire, 4-point, thick set in ¼-cwt. and ½-cwt. reels, principally the latter.

505. **Wire nails.**—Will Canadian manufacturers of wire nails with supplies for present or future delivery communicate with a firm in Gloucester? Rounds and ovals in all sizes, ¾-inch to 6-inch required in 1-cwt. gross paper-lined bags and not kegs.

512. **Small churns.** — A Gloucester, England, firm has a market for small churns.

513. **Strainers.** — A firm in Gloucester, England, desires to buy strainers of tinned sheet metal.

515. **Limewashing and spraying machines.** — A Gloucester, England, firm has a sale for these machines, for spraying potatoes, fruit trees, plants and shrubs; also stationary lime washer. Will Canadian exporters communicate?

516. **Clothes pegs.**—A Bristol firm desires to import clothes pegs.

517. **Horse nails.**—A firm in Gloucester, England, wants to purchase horseshoe nails.

518. **Hay fork handles.**—A Bristol house desires to make connections for after-war trade with a Canadian manufacturer of hay fork handles.

519. **Hoe handles** are required by a firm in Bristol.

520. **Rake handles.**—A Bristol firm is in a position to purchase straight rake handles, 1⅛ inch in diameter by 4 to 8 feet in length.

521. **Manure fork handles.** — A firm in Bristol wants bent and straight manure fork handles of 4 feet, 4½ feet and 5 feet in length by 1¼ inch in diameter.

522. **Navvy pick handles, 36-inch, 39-inch** and 42-inch in length, are wanted by a Bristol firm. Mostly the 36-inch required.

523. **Hammer and sledge handles.**—A firm in Bristol desires to import these handles in the usual sizes.

524. **Hatchet handles** required, 14-inch, 16-inch, 18-inch, 20-inch and 24-inch in length, by a Bristol importer.

525. **Felling axe handles.**—A Bristol importer desires to purchase fawn foot felling axe handles.

526. **Spade, fork and shovel handles** required by Bristol concern.

TOO LATE TO CLASSIFY

FOR SALE

HARDWARE BUSINESS FOR SALE, IN thriving Ontario city; $14,000 stock and fixtures at a bargain. Good reasons for selling. Apply Box 219, Hardware and Metal.

FOR SALE—A BATTERY OF SIX BOWSER pumps and tanks, together or separately. Also set Cameron & Campbell's drawers, nail bins and tool cabinet. Box 201, Hardware and Metal.



A Quality—economy trade mark

IN all wood finishing operations the matter of durability should be carefully considered by the varnish buyer, as upon this depends the ultimate cost to the user.

The question is not only how the finish will look, but how long will it last.

The long wearing period of Berry Brothers' Varnishes, Enamels, and Stains permits economy without any sacrifice of beauty or utility.

The "Berry" trademark is a valuable sales help for the dealer because it is so widely known and trusted by all varnish buyers.

PARTIAL LIST OF DISTRIBUTORS OF BERRY BROTHERS' PRODUCTS

Wood, Vallance, Ltd. - - Winnipeg, Man.	Sanderson Pearcy & Co., Ltd. - Toronto
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Revillon Wholesale, Ltd. - Edmonton, Alta.	A. M. Bell & Co., Ltd. - - Halifax, N.S.
Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.	Sumner Co., Ltd. - - Moncton, N.B.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.	Lariviere, Inc. - - - Montreal, Que.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.	L. H. Gaudry & Co. - - Quebec, P.Q.
Whites Co., Ltd. - - Collingwood, Ont.	

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties

WALKERVILLE, ONT.

(743

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, March 6.—There is another advance this week of two cents per gallon for linseed oil. Seed markets are much firmer, the difference within the week amounting to eight cents. Further increases of prices are not improbable.

There is no change for turpentine, but the market undertone is not as firm as it was and there may be some revision in the near future.

White lead and putty and also glass are ruling steady and firm, while there has been more enquiry of late for mixed paints and shipments are expected to be made early this year.

Stronger Linseed Oil Markets; Up 2c

Montreal.

LINSEED OIL.—The market is a stronger one again this week, and it gives no indication of lowering. Prices are up two cents over last week. The position of flaxseed is stiffer, and this is attributable to a dearth of seed stocks, United States markets being reported as working on limited supplies.

LINSEED OIL

	Raw Imp. Gallon—	
1 to 4 bbls.	$1 54	$1 55
5 to 9 bbls.	1 53	1 55
10 to 25 bbls.	1 52	1 55
Boiled, Imp. Gallon—		
1 to 4 bbls.	1 56½	1 57½
5 to 9 bbls.	1 55½	1 57½
10 to 25 bbls.	1 54½	1 57½

No Turpentine Change; May Lower

Montreal.

TURPENTINE.—This is no higher and while the market has held, tendencies would appear to indicate a lower price basis, if the better basis in the producing points of the South continues. There is a fair movement and stocks are fully ample.

Turpentine—	Imp. gal.
1 to 4 barrels	$1 00 $1 05
Small lots	1 07 1 17

(Packages extra).

Basis For Putty Shows No Change

Montreal.

GLASS, PUTTY.—The undertone of the market is steady and without change, supplies are being distributed in a seasonable way. The supplies are quite satisfactory and sufficient to meet all needs

Glass is steady and the undertone firm, but unchanged.

Standard Putty—	Per 100 lbs. 5 ton	1 ton	Less
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases.	7 15	7 40	7 75

Pure linseed oil putty, $2 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

Position Held on White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—With pig lead firmer, the position on white lead is maintained fully, and what limited business comes to hand is being filled on the basis of $15.50 per 100 pounds for five ton lots, and at $16 for ton lots, and $16.35 for lesser quantities.

Paint Selling is Promising Well

Montreal.

MIXED PAINTS.—There is a noticeable improvement in the movement of paints, and while the spring business will not open definitely for some time, manufacturers state that there is a desire upon the part of the retail trade to have their orders come along very soon.

TORONTO

TORONTO, March 6.—Linseed oil has advanced again this week, prices being up from 5c to 6c per gallon, and indications are that market is very firm. Turpentine is down 1c per gallon in some quarters, and the market in the South is rather heavy. Waxing brushes show a decline this week and new prices have been named in some quarters on glue. There seems to be a little more activity, but, generally, buying is on a pretty small scale.

Linseed Oil Moves Higher

Toronto.

LINSEED OIL.—Higher prices have been named on linseed oil again this week, this being a direct reflection of the stronger feeling in flaxseed. The market seems to be advancing steadily on seed, and there is no tendency showing now towards a reaction downward. The main factor seems to be that Argentine seed, which seemed likely to reach United States markets in large volume, is not coming, owing to tie-up of shipping through strikes, etc., and the United States crushers are facing a situation in regard to supplies which may show a serious shortage of seed. The Canadian markets have reacted in sympathy with conditions at United States points, and it seems that prices may go still higher before peak is reached. The range of quotations is quite wide this week, but the prices shown are up from 5c to 8c per gallon over those last Thursday.

Linseed Oil—		Raw Imp. gal.	
1 to 2 barrels, gal.	$1 59	$1 65	$1 68
3 to 5 barrels, gal.	1 58	1 64	1 67
10 bbls. and over	1 56	1 62	1 65
		Boiled Imp. gal.	
1 to 2 barrels, gal.	$1 61½	$1 68	$1 71
3 to 5 barrels, gal.	1 60½	1 67	1 70
10 barrels and over	1 58½	1 65	1 68

Turpentine Down 1c In Some Quarters

Toronto.

TURPENTINE.—Turpentine shows a slight decline in some quarters amounting to 1c per gallon. The markets in the South have developed remarkable heaviness, owing to absence of export movement and the fact that new crop turps will be distilled at an early date. There has been a substantial reduction of stocks during the past week, but this has not proved a factor to stiffen the markets as might have been expected. The wet weather prevailing throughout producing areas is adversely affecting situation as relative to the producers, new turpentine usually being offered around March 1, but indications are now that there will be little available before April 1, and a loss in production figures for the season may be shown. That, of course, is something for the future to show. Prices locally range as follows:

Turpentine—	Per Imp. Gal.	
1 barrel (barrel included)	$1 03	$1 05
2 to 4 barrels (barrel included)	1 02	1 04
5 gallon lots	1 13	1 15

Steadiness in Mixed Paint Situation

Toronto.

MIXED PAINTS. — Steadiness is shown in the situation on mixed paints, a very fair volume of orders being handled, though quantities are kept down to immediate requirements of the trade. Prices are maintained at unchanged levels and outlook for business seems very good.

CONCENTRATION

MEANS

LESS EFFORT

MORE SALES = INCREASED PROFITS

Have you as an up-to-date dealer ever stopped to consider what it means to handle a complete line of Paints and Varnishes all under the one label? Just consider for a moment and you will see that a satisfied purchaser of one product needs no persuasion whatever to buy another product under the same label.



PAINTS AND VARNISHES

are the result of many years experience and every one is the best it is possible to make. A real "ELASTICA" Sales Campaign has been planned for you—The kind that will bring customers right inside your store to buy "ELASTICA" goods.

If you are not now concentrating your efforts on the sale of "ELASTICA" Paints and Varnishes write today for our proposition

INTERNATIONAL VARNISH CO. LIMITED.

Vancouver Halifax TORONTO Montreal Winnipeg

White Lead in Oil Remains Steady

Toronto.

WHITE LEAD IN OIL.—New developments in respect to white lead in oil are lacking. There is some movement to the trade and the undertone to the market has strengthened a little owing to reaction of pig lead from low point reached and stronger feeling in linseed oil. Prices are ruling without change this week, pure white lead in oil being quoted at $16.30 per hundred pounds in ton lots; at $16.65 per hundred pounds in less than ton lots. The various brands are shown in current market quotations.

Glass Unchanged; Putty Holding

Toronto.

GLASS, PUTTY.—The situation in window glass shows little material change for the week. Business coming to hand just at present is rather small, but there seems reasonable assurance that there will be quite a lot of building activity this year and the result of such a condition will be reflected on glass. Prices are unchanged at discounts in current quotations.

Putty is quiet, prices holding firm and outlook that there will be only a fair movement until things open. This is not unusual by any means. Prices to-day are shown herewith:

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 30	$5 55	$5 90
Do., 100 lb. irons	6 15	6 40	6 75
Do., 25 lb. irons	6 40	6 65	7 00
Do., 12½ lb. irons	6 65	6 90	7 25
Bladder, in barrels	7 05	7 30	7 65

Pure putty advance $2 per 100 lbs. over above prices

Changes in Glue Prices

Toronto.

GLUE. — There have been some changes in the prices ruling on glue this week, quotations now named to the trade on sheet glue K.I.W. being 21c per pound, on G.S.W. 28c, and on ground glue W.B., 14c per pound.

Waxing Brushes Register Decline

Toronto.

WAXING BRUSHES.—Lower prices have been named this week on waxing brushes, the cheaper iron market bringing about this change, it is said, as bristles show no easing away. Quotations being made to the trade to-day are: 10 lb., $20.15 per dozen; 15 lb., $25.50; 20 lb., $30.40; 25 lb., $35.50.

MADE IN CANADA AUTOMOBILE IS PROGRAMME FOR PEACE TRADE

ANNOUNCEMENT has been made by T. A. Russell, concerning the reconstruction plans of the Russell Motor Car Co. These involve the construction of a made-in-Canada automobile by the Willys-Overland, Limited, and the reorganization of that industry. During the war passenger cars were assembled at the West Toronto plant of the Willys-Overland Company, and attention was concentrated on the manufacture of munitions. The machine tool equipment of the plant was wholly devoted to war work, including the manufacture of airplane engines. A peace program has now been developed that includes the manufacture of two models of automobiles, a popular-priced light four, equipped with electric lights and self-starter, and a higher-priced car, in which the Knight engine will be installed. Work will be commenced on the light four model almost immediately, and it is probable that it will be on the market by midsummer.

Will Make Gramophone Motors

The reconstruction plans of the Russell Motor Car Company as well have been brought to completion, at least in part. The headquarters of the automobile industry will be centred in the Willys-Overland plant, and the forward step marks the union of two organizations that were successful in two of the most intricate lines of war industry, namely, the manufacture of fuse parts and airplane engines. At the King street plant the manufacture of gramophone motors will be entered upon. This is an important line of manufacture which has not previously been established in Canada. Preliminary work has already been finished in connection with these motors, and after successful tests were made recently, the company is already entering on quantity production, which, it is expected, will be at the rate of 1,000 a month. This industry will supply an important part for Canadian-made gramophones, and the market is capable of great extension. Other lines of production at the Russell plant on King street will include gramophone and piano hardware, spark plugs and bicycle chains. None of the above articles has previously been manufactured in Canada, and the new ventures are more noteworthy for the reason that the commodities that will be turned out will widen the manufacturing field in Canada and will not be in competition with the products of existing industries.

The other products of the metals and stampings plant will comprise small stampings, including parts of electrical equipment and parts of safety razors that will be supplied to manufacturers.

Larger Bicycle Production

In connection with the Canada Cycle & Motor Co., Mr. Russell stated that production is being maintained at full capacity, and that there is a large market for the products of this industry which could not be taken advantage of during the war on account of other requirements. A representative will leave within the next month to secure business offering in Australia, which has been a profitable market in the past for bicycles, and which is believed to offer greater possibilities in the future.

The Willys-Overland plant will employ over 1,000 men, and will provide employment for practically all the executive and sales staff of this concern. Before and during the war some five models of assembled cars were handled. The fact that production will be confined to two models is significant of the policy of the company. The larger stampings will be secured in Canada from a company specializing in this department. This will mean that all the parts of the cars to be manufactured at the Willys-Overland plant will be made in Canada, with the possible exception of the springs.

Company Official Changes

Changes in the company include the retirement of Mr. F. J. Sleight, who has been general manager of the company, and who is leaving Canada about the first of May to take up important duties in connection with the Willys interests in the United States. Mr. Willys is retiring from the presidency of the Canadian company, and will become chairman of the Board of Directors. T. A. Russell, formerly vice-president of the company, will become president. It will require some months for the installation of machinery before the company can enter upon full production. The capital stock of Willys-Overland, Limited, is being increased considerably.

RAPID TOOL AND MACHINE CO. HAVE ADDED NEW LINES

F. E. Bedwell, sales manager for the Rapid Tool and Machine Company, Ltd., Montreal, stated to HARDWARE AND METAL that they will manufacture in the immediate future a number of lines heretofore made by Butterfield & Co. Among these lines are the Butterfield patterns of solid die plates for threading steam and water pipe, Armstrong adjustable stock and pipe dies, pipe cutters, pipe cutter wheels, and hinged pipe vises. They also have undertaken to manufacture parts for these various tools and are now engaged in readjusting their plant to handle this work.

WILL LIKELY SPEND HIS MONEY AT HOME AFTER THIS

An Alberta hardware firm has sent in a communication giving details about a resident of their own town who in February, 1918, sent a money order to a Winnipeg firm for $40 for goods, including hardware. The Winnipeg firm, it is stated, did not have the goods the Alberta man wanted and although he wrote them a number of times he got no answer. The Alberta hardware firm took the case up and got the man to put the matter in the hands of a solicitor. After eleven months and at a cost of $4.40 the Alberta man has got his money back.



BUY W·S·S WAR-SAVINGS STAMPS



About That Paint and Varnish Department

Are quick sales worth while?

Is a paying paint and varnish department worth considering?

Are you getting all that you are entitled to out of your paint department?

Your successful competitor, have you looked into the secret of his success?

When you have honestly answered these questions, you will then think of

RAMSAY'S

For they are the profitable fast selling paint lines that should dominate your shelves.

"THE RIGHT PAINT TO PAINT RIGHT"

is made by

A. Ramsay & Son Company

Makers of Paints and Varnishes since 1842

Toronto Montreal Vancouver

REVILLON WHOLESALE LIMITED, EDMONTON DISTRICT, DISTRIBUTORS

MAKE THIS A PAINT SPRING? GET DETAILS NOW.







CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps 25% B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Canuck" Shells, Smokeless, $41 per M, net; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 12½% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eve Augers, 35%.
Gilmour Ship Augurs, add 10%
Rockford Auger Bits 50 and 10%.
Irwin Auger Bits, 10% to 12½% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz	$13 25	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No 2. doz	12 50	13 20
No. 3. doz	13 50	14 20
No. 4, doz	14 50	15 25

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BARS, CLOTHES

No. 4, dozen	$10 00
No. 5, dozen	12 00
No. 6, dozen	14 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30%.
Standard Quality, 30, 10%.
Side Lace Leather, lb. $1.70-$1.90
Cut Lace Leather, lb. 1.90- 2.20
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb	$4 00
No. 2 x 50, lb	5 00
No. 3 x 60, lb	7 50
No. 4 x 100 lb	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, IRONING

No. 32, 5 x 12 in., doz	$11 00
No. 35, dozen	25 00
No. 36, dozen	29 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 20%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 25%.
Machine Bolts, ⅜ in. dia. and smaller, larger lengths, 15%.
Machine Bolts, 7-16 in. dia. and larger, 5%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 30%.
Square Head Blank Bolts, 5%.
Bolt Ends, 5%.
Plow Bolts, 15%.
Elevator Bolts, 10%.
Fancy Head Bolts, 10%.
Shaft Bolts ($3 list), 10%.
Step Bolts, large head ($3 list), 10%.
Whiffletree Bolts, 10%.
Nuts, square, blank, add to list, $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%. Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. ...12-14c
F.O.B. Montreal, London, Toronto.

BRASS

Spring sheets, 24 gauge and heavier, base	$0 35
Rods, base ¼ to 1 in., round	0 34
Tubing, seamless, base	0 42
Copper tubing, iron pipe size, base, ¾ in. up to 3 in.	0 44

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy	$14.50-$17
20-gal. Standard	14 00

BOARDS (Wash), Zinc

	Doz
Pony	$2 60
Improved Globe	5 40
Neptune	5 40
Standard Globe	5 40
Original Globe	5 90
Jubilee	6 05
Newmarket King	6 05
Western King (enamel)	8 25
Beaver (brass)	7 60

F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 80 4	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list + 5%.
Triplex Spring Hinges, 20-10%.
Chicago Mortise Floor (5,000), 20, 7½ and 5%.
Chicago Relax Floor (6,000), 25-10-10-2½%.
Chicago Premier (4000), 12½%.
Chicago Ajax (3,000), 12½%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20%.
Chicago Screen Door (2000), 40-2½%.
Chicago Screen Door (3000), 16 2-3 %.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc. B.B.B.

CHAIN

	Fire Welded Proof Coil Mont'l	Tor'to	Welded Fire Mont'l	Tor'to
3-16 in.	$22.75	$17.00	$.....	$.....
¼ in.	16.75	14.50	21.75	23.70
5-16 in.	14.15	12.50	19.00	18.35
⅜ in.	13.00	11.50	15.90	14.00
7-16 in.	12.75	11.30	15.65	13.80
½ in.	12.50	11.15	15.50	13.65
⅝ in.	12.35	10.95	15.25	13.45
¾ in.	12.25	10.70	15.10	13.20
⅞ in.	12.05	10.60	15.00	13.10
1 in.	11.90	10.50	14.85	13.00

Electric Welded

	B.B.	B.B.B.
3-16 in.	$18.00	$19.00
¼ in.	14.95	16.00
5-16 in.	12.55	13.50
⅜ in.	11.35	12.25
7-16 in.	11.10	12.00
½ in.	10.95	11.80
⅝ in.	10.70	11.55
¾ in.	10.40	11.25

Montreal and Toronto

American Proof Coil Chain

	B.B.	B.B.B.
3-16 in.	$17.25	$.....
5-16 in.	14.25	17.25
⅜ in.	13.00	16.00
7-16 in.	12.75	15.45
½ in.	12.55	15.25
⅝ in.	12.25	.....

Electric Welded B.B.B.—Chain, ¼ in., $13.75; 5-16 in., $12; F.o.b. Toronto.

Cow ties, 20%; trace chains net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl. $2.80-$2.95 in car lots; $3.40-$3.50 bbl. in small lots.

Paris plaster, five-barrel lots $4.00; single barrel, $4.50. F.O.B. Toronto.

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0 $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto Hamilton, Fergus, London, St John, N.B.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

CHOPPERS, FOOD

Universal—Dozen—No. 0, $19.25; No. 1, $23.30; No. 2, $28.35; No. 3, $36.45.

Russwin—Dozen—No. 0, $19.20; No. 1, $23.40; No. 2, $28.20; No. 3, $36.60.

F. o. b. Montreal, Toronto.

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6.85
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 60
18—6-strand, 50 ft. lengths	5 65
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER

Casting ingot, see weekly report.

Rods, ½ to 2 in.	$43 50	$36 00
Plain sheets, base, 16 oz., and heavier	42 00	36 00
Copper sheet, tinned, 14x60 in., 14 oz.	43 00	.....
Copper sheet, planished, base 16 oz. and heavier	50 00	36 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs: No. 111, $1.55; No 121, $1.70; No. 122, $2.25; No. 127, $2.25; No. 100, $2.80 per dozen.

F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	77
No. 7, lb.	76
Nos. 8, 9, 10, 12	75

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

	Montreal	Toronto
Prices nominal.		
Ordinary, 52 sheets.	$ 9 00	$ 8 00
Do., 60 sheets.	9 10	8 10

	Apollo	Crown	Gorbals
18x24x52	.....	....	....
60	.....	....	....

COKE, TIN PLATES

	Per box
IC, 20x28 base	$20 00
IX, 20x28 base	23 00
IXX, 20x28 base	27 00
IXXX, 20x28 base	31 00

F.O.B. Toronto

Raven and Murex Grades—
IC, 20x28 base, 112 sheets..
IX, 20x28 base, 112 sheets..
IXX, 20x28 base, 56 sheets..
IXXX, 20x28 base, 56 sheets (Nominal) f.o.b. Montreal

TERNE PLATES

I. C. 20x28, 112 sheets.... $22 00
F.O.B. Toronto.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$20 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50
Sleepmeter	1 65

F.O.B. Montreal, Toronto, London, Hamilton

CROWBARS, $10.50 per 100 lbs

DRILLS—

Standard Lists.

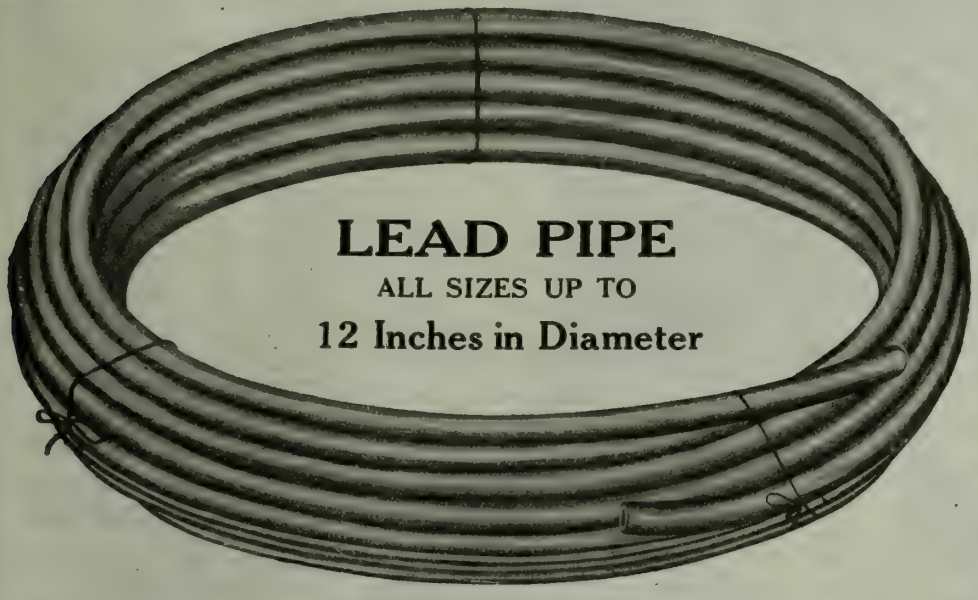
Blacksmiths', ½ in. x 2½ in. shank. List each.

⅛	$0.45	19/32	$1.20
5/32	.45	⅝	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.85	⅞	2.10
7/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

WE MANUFACTURE

BABBITT—SOLDER—LEAD PIPE—SHEET LEAD





HARRIS HEAVY PRESSURE IS THE MOST POPULAR

BABBITT METAL

IN THE DOMINION

WE HAVE EVERYTHING IN METALS GET OUR PRICES

THE CANADA METAL CO., LIMITED, TORONTO

Branch Factories: HAMILTON MONTREAL WINNIPEG VANCOUVER

Lowe Brothers Paints

Does the Paint You Sell Make a Permanent Customer of Each Casual Buyer?

DOES it give such satisfaction that he will always return to you for that particular brand? Has it increased his faith in your store?

Does it cause him to look with more favour on your general line of goods which he has formerly bought from your opposition?

Remember every can of paint you sell is an advertisement for you and your store—good or bad according to the satisfaction it gives the buyer.

Paint is not a thing that can be used once and then forgotten. It stands in front of your customer's eyes day after day and month after month, and if it breaks down, chalks, scales off or fades he blames not only the brand but the store where he bought it.

Sell the best paint—it will pay you. Sell Lowe Brothers' Paint—with the quality in the can and the reputation behind it.

WRITE FOR DETAILS OF OUR SPRING ADVERTISING CAMPAIGN AND SPECIAL SELLING HELPS

LOWE BROTHERS LIMITED, TORONTO

Dayton New York Chicago Kansas City Minneapolis Atlanta

Bit Stock, list per dozen—

3/32	$2.70	3/8	$8.50
1/8	3.00	7/16	10.50
5/32	3.50	1/2	13.00
3/16	4.00	9/16	15.50
7/32	4.50	5/8	18.00
1/4	5.00	11/16	21.00
9/32	6.00	3/4	24.00
5/16	7.00	7/8	30.00

Bit Stock Drills ..... 37½ to 40%
Blacksmiths', ½-in. shank.. 37½%
Straight Shank 37½%
Straight Shank, wire..... 37½%
Taper Shank 37½%

DOORS,
See Screen Doors.
F.O.B. Toronto.

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares.

FILES AND RASPS
Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	25-27½%
Black Diamond	25-27½%
Delta Files	20
Firth Files	50

F.O.B. Toronto, Montreal, London and Hamilton.

FITTINGS
Cast iron fittings, 12½%; Malleable bushings, 28%; cast bushings, 28%; unions, 35%; plugs, 22% off list. Net prices Class B, black, 24c lb.; Class C, 16c lb.; galvanized, Class B, 33c lb.; Class C, 24c lb.
Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	3 00
Under 40 lbs.	3 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼ in.	12-50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼ in.	18 75

Halters (Sisal)
7-16 in. gross, $24; 9-16 in., $36.
F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)
All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neckyokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.
F.o.b. St. Thomas, London, Strathroy, Toronto, St. Marv's

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP
Heavy, Net Prices.

	Strap	Tee
	Doz. pairs.	
4-inch	$2 70	$2 30
5-inch	3 33	2 88
6-inch	3 60	3 24
8-inch	4 86	3 69
10-inch	8 64	6 57
12-inch	10 71	10 44
14-inch	12 24	10 62

Light, Net Prices, figured at discount 10%.

3-inch, doz. pairs	$0 90	$0 90
4-inch	1 08	0 99
5-inch	1 26	1 17
6-inch	1 58	1 35
8-inch	2 25	1 60
10-inch	....	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6-in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.
Discount, 25%.
F.o.b. Toronto, London, Hamilton, and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOES, Grub $10 50 11 00

HOOKS, GRASS

	Canadian	Fox
No. 2, per doz.	$4 15	$5 00-$5 50
No. 3, per doz.	4 25	5 50- 6 40
No. 4, per doz.	4 35	6 00- 7 40
Little Giant	6 00	....
Barden Patent	6 00	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c	No. 1 and smaller
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heav yiron	6-8	7 75	....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Fetherweight "XL" steel	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight(front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS
Nos. 0, 1, 2, and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$17 50
Corrugated, ⅝ in., 100 ft.	20 50
Corrugated, ¾ in.	$23 50
Corrugated, 1 in., 100 ft.	35 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS
Coppered wire, 3 in., $1.10 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL
See weekly report.

IRON, TINNED
Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished per set	$1 95
Mrs. Potts, No. 50, nickel-plated, set	2 10
Mrs. Potts, handles, japanned, doz.	1 65
Sad irons, common, plain, 3, 4, and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	$4 00 4 10
Canadian Beauty Electric Irons—	
Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

Step Ladders	Per ft.
Perfect, 6 to 16 ft. only	$0 32
Hercules, 4 to 10 ft.	0 34
Hercules, 12 to 14 ft.	0 30
Faultless, 4 to 10 ft. only	0 30
Ontario, 4 to 10 ft. only	0 27
Shelf Lock, 4 to 8 ft. only	0 22

Single and Fruit Picking

10 ft. to 16 ft.	20c ft
18 ft. to 20 ft.	23c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders Per ft.

20 to 32 ft.	$0 24
36 to 40 ft.	0 27
44 ft.	0 30
Over 44 ft.	0 40

F.O.B. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (round reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short	$0 95-$1 10
Cold blast	1 00- 1 10

3 doz. cases, 95c doz.z; 6 dozz. cases, 90c doz.

Cold blast, genuine ruby	$4.75

F.o.b. Toronto, London, Hamilton, and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2	$1 90-$2 00
Steel Thumb, No. 3	2 50- 2 70
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING) List Each

Canadian	$10 00
Dowswell	10 00
Noiseless	15 50
Hamilton	12 00
Ottawa	10 50
Peerless	10 50
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	22 00
Ideal Power	28 00
Seafoam, electric	107 00
Seafoam, engine drive	49 00
New Idea, electric	134 00
Sunshine	9 50
Popular, No. 1	10 50
Popular No. 2	10 00
Economic	12 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	50 50
Do., do., electric	108 50
Low pressure water motor washer, each	30 00
Connor, ball-bearing, with rack	18 50
I X L	18 50
Perfection, engine drive	55 50
Perfection, engine drive	15 50
Gem	16 50
Winner, plain	18 50
Connor Improved	10 00
Jubilee	8 50
Canada First	19 00

Discount, 30% and 10%. Freight equalized with Montreal. Ottawa Toronto, Hamilton, Kingston, London and St. Marv's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$12 50 $13 25
Pick, doz.	12 50 13 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$29 40
No. 8, dozen	33 60
Universal—	
No. 4, doz.	$38 10 39 60
No. 8, doz.	46 40 48 60

MOPS

O-Cedar, doz. net	$12 00
Samsotex, No. 2, doz.	$8 00 8 40
S.W. Mops, complete, doz.	5 25 5 40
Mop Sticks, doz., No. 8	2 00
Cast Head Mop, doz.	2 00
Crescent, doz., No. 10	2 50 3 35
Crank wringing, doz.	8 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London Hamilton.

NAILS
List adopted July 10, 1912.
Advance over base on common wire nails in kegs.

		2¾ inch	15c
1	inch $1	3 inch	10c
1⅛	inch 1	3¼ inch	10c
1¼	inch 65c	3½ inch	10c
1½	inch 40c	4 inch	5c
1¾	inch 40c	4½ inch	5c
2	inch 30c	5inch base.	
2¼	inch 30c	5½ inch base.	
2½	inch 15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.95 base.
Freight equalized on above points.
F.o.b. Montreal, Gananoque, Collingwod and Owen Sound, $5.90 base.
Freight equalized on above points.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $5.10.
Sault Ste. Marie, Port Arthur, Fort William, $5.05 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.
Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.
Cut Nails—Montreal, $5.35 base; Toronto, $5.35 base; London, $5.35; Hamilton, $5.35; no equalization of freights.
Roofing Nails—American, large head, keg, $10; 25 lb. boxes, per 100 lbs., $10.50.
F.o.b. Montreal, Toronto, Hamilton.

NAILS (HORSE)
C Brand

Size	Per 100 lbs.
Capewell—	
No. 5	$23 00
No. 6	22 00
No. 7	21 00
No. 8	20 00
Nos. 9 to 12	19 00

Discount, 10%.

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
4	1¾"	10 00
3	1⅞"	$20 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY
List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.			
12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		
1½ inch mesh and 19 ga. wire.			
12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		
1 inch mesh and 20 ga. wire.			
12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00
¾ inch mesh and 20 ga. wire.			
24 inch	10 50	36 inch	$15 00
30 inch	12 75		



YOUR customer can save on those big jobs by Prepared Paints and Varnishes.

And on the small job, too. Jamieson's are pure and uniform in quality and color—most for the money.

R. C. Jamieson & Co., Limited
ESTABLISHED 1858
Calgary Montreal Vancouver
Owning and Operating P. D. Dods & Co., Ltd.

JAMIESON'S
PURE PREPARED PAINTS

½ inch mesh and 22 ga. wire.
24 inch...$16 50 36 inch...$24 00
30 inch... 20 10

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 15% off list.

American netting, 10% off list.

	Per rod
Invisible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

OAKUM

Best (American)	$21 00-$22 00
U.S. Navy (unspun)	
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	
U.S. Navy (spun)	21 50
Plumbers (spun)	$10 00- 10 50

F.o.b. Montreal, Toronto

OILS	Montreal	Toronto
Royalite, gal.	0 20½	0 19½
Palacine, gal.	0 23½	0 22½
Gasoline, net, gal.	0 34	0 33
	List	Gallon
Black oil (Summer)	0 19½	0 18½
Black oil (Winter)	0 20½	0 19½
Imperial Kerosene Tractor		0 60
Capital cylinder	0 62	0 61
Machine oil, regular grades	33½-42½	32½-41½
Standard gas engine oil	0 40½	0 39½
Paraffine	0 25	0 24

List, less 15% on above.

Polarine Oil, list	0 90
Polarine Oil, heavy, list	0 90
Gargoyle Mobiloil, list	1 38

List, less 25% on above.

Fuel oil, bbls. net	0 08½
Fuel oil, tank cars, net	0 07 7-10

OLD MATERIALS
See weekly report.

PACKING	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER	Per 400-ft. roll
Dry Fibre, No. 1 roll	$1 10-$1 20
Dry Fibre, No. 2 roll	0 62- 0 65
Anchor Brand	1 20
Rosin Sized Sheeting, red	1 05
Do., blue	1 10
Tarred Fibre, No. 1 roll	1 25- 1 30
Tarred Fibre, No. 2 roll	0 77- 0 88
Surprise Fibre	0 67- 0 71
Tarred felt, per cwt.	4 10
Cyclone (dry)	1 20
Cyclone (tarred)	1 30
Joliet (dry fibre)	0 65
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeting (per 100 lbs.)	13½ 0 15
Carpet Felt, 16 oz., per 10 lbs.	$5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—	
5 to 6 lbs., doz.	$12 00
6 to 7 lbs., doz.	12 75
7 to 8 lbs., doz.	13 50
Rock—	
7 to 8 lbs., doz.	12 50

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in.	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE
Price List No. 38.
Standard Buttweld
Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 00	$ 8 00	$.....	$.....
¼ in.	4 68	6 81	5 28	7 41
⅜ in.	4 68	6 81	5 28	7 41
½ in.	6 21	7 78	7 06	8 63
¾ in.	7 82	9 95	8 97	11 10
1 in.	11 56	14 71	13 26	16 41
1¼ in.	15 64	19 90	17 94	22 20
1½ in.	18 70	23 76	21 45	26 54
2 in.	25 16	32 01	28 86	35 20
2½ in.	40 37	51 19	.....	.....
3 in.	52 79	66 94	.....	.....
3½ in.	67 16	84 18	.....	.....
4 in.	79 57	99 74	.....	.....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in.	$28 86	$35 34	$32 56	$39 03
2½ in.	42 12	52 36	47 97	58 21
3 in.	55 08	68 47	62 73	76 12
3½ in.	69 00	86 94	78 20	96 14
4 in.	81 75	193 00	92 65	113 90
4½ in.	93 00	118 00	112 00	137 00
5 in.	108 00	137 00	130 00	159 00
6 in.	140 00	178 00	169 00	206 00
7 in.	283 00	292 00	219 00	268 00
8 L in.	193 00	244 00	230 00	281 00
8 in.	222 00	281 00	265 00	324 00
9 in.	266 00	336 00	.....	.....
10L in.	246 00	312 00	294 00	360 00
10 in.	317 00	402 00	379 00	464 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES
4" and under, 45%.
4½" and larger, 40%.
4" and under, running thread 25%.
Standard couplings, 4" and under, 35%.
4½" and larger, 15%.
Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)	Plain	List
2 in., in 10-ft. lengths, list		$8 00
3 in., in 10-ft. lengths, list		9 70
4 in., in 10-ft. lengths, list		12 80
5 in., in 10-ft. lengths, list		17 50
6 in., in 10-ft. lengths, list		21 30

Net list.
F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD
See weekly report

PIPE (SOIL)

Medium and extra heavy pipe, 2 to 6 inch	15%
Medium and extra heavy fittings, 2 to 6 inch	25%
8 inch pipe and fittings	Net list

F.O.B. Toronto, Montreal

PIPE (STOVE)
See prices under Wares, etc.

PITCH

Pine, black, per bbl.	8 50
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz bottles, doz., list	3 00
12-oz. bottles, doz., list	6 00
1-qt. can, doz., list	15 00
½-gal. cans, doz., list	24 00
1-gal. cans, doz., list	36 00
Discount, 33 1-3 per cent.	
Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS
Iron rivets, blacked and tinned, 35 and 5%; Iron Burrs, 35 and 5%.
Copper rivets, usual proportion of burrs, add 15%; burrs, add 40%.
Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.
F.o.b. Montreal, Toronto, London.

ROOFING	Per square
Samson, 1-ply, roll	$2 30
Samson, 2-ply, roll	2 75
Samson, 3-ply, roll	3 30
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
R. S. Special, 3 ply	2 25
Amazon, 1-ply	2 05
Amazon, 2-ply	2 35
Amazon, 3-ply	2 65
Everlastic, 1-ply	1 80
Everlastic, 2-ply	2 10
Everlastic, 3-ply	2 40
Good Luck, 1-ply	1 80
Good Luck, 2-ply	2 10
Good Luck, 3-ply	2 40
McCombe Sp., 1-ply	1 75
McCombe Sp., 2-ply	2 00
McCombe Sp., 3-ply	2 25
Black Cat, 1-ply	2 05
Black Cat, 2-ply	2 35
Black Cat, 3-ply	2 65
Black Diamond Ready Roofing, 2 ply	1 12
Black Diamond Ready Roofing, 3 ply	1 38
Liquid roofing cement, per gal. in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 50
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto, London, Montreal.

ROPE	Lb
Pure Manila basis	37½
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	54
Halyards	47
Hemp, deep sea line basis	47
Hemp, tarred ratline basis	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42
Italian rope basis	On application
Cotton, ⅛ in.	0 81¾
5-32 in.	0 80¾
3-16 in.	75 77½
¼-in. and up	74 76¼

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

RULES, BOXWOOD (LUFKIN)—
651B (68), $2.10 dozen; 751 (61), $2.70; 851 (51), $3.25; 771 (84), $6.35; 781 (62), $7.80; 861A (53¼), $7.85; 852 (73), $5.10; 752B (7), $6; 386 (32), $6.90; 3851 (66¼), $5.85; 465 (69), $1.80; 171 (86), $4.60.
F.o.b. Montreal, Toronto, London.

TAPES, MEASURING (LUFKIN)—	Each
263, 50 ft. Challenge Steel	$3.95
103, 50 ft. Reliable Jr. Steel	4.05
243, 50 ft. Rival Steel	3.50
1243, 50 ft. Rival Jr. Steel	3.50
603, 50 ft. Metallic	3.00
604, 66 ft.	3.30
403, 50 ft. Linen	2.15
	Dozen
713, 50 ft. Ass Skin	5.40
714, 66 ft. Ass Skin	6.50
143, 8 ft. Steel Pocket	7.10
145, 5 ft. Steel Pocket	9.65
175, 5 ft. Linnine Pocket	5.65
165, 5 ft. Cotton Pocket	1.60

F.o.b. Montreal, Toronto, London.

SANDPAPER
B. & A. sandpaper, 12½% off list.
Star Sandpaper, 12½% off list.
B. & A. emery cloth, 30% on list.
F.o.b. Toronto, Montreal.

SCALES	Scale List	Stamping extra
Champion—		
4 lb.	$ 5 50	$0 20
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 5%; Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES	Doz
Cast Steel	$15 00
Golden Clipper	16 00
Little Giant	17 00
Bush	15 50

F.o.b. Toronto, London.

SCREEN DOORS
Kasement, No. 1, 2 ft. 8 in., $28.80; 2 ft. 10 in., $30.00; 3 ft., $31.20; Nos. 2, 3 and 4, 2 ft. 8 in., $31.20; 2 ft. 10 in., $32.40; 3 ft., $34.20 dozen.

SNATHS	Doz.
00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS
Discounts off Standard List adopted Aug. 1, 1908.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	87½
Wood, R. H., brass	82½
Wood, O. H., brass	82½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	20
Hexagon cap	20
Wooden Bench Screws	
Dozen	$7 00

SHEETS, BLACK
See Montreal and Toronto report

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
Premier Galvanized

10¾ oz.	$8 50
U.S. 28	8 10
U.S. 26	7 80
22 and 24	7 65
18 and 20	7 50
16	7 35
14	7 20

F.o.b. Hamilton and Toronto

Apollo Brand.	Montreal	Toronto
14 gauge		
16 gauge		
18-20 gauge		
22-24 gauge		
26 gauge		
28 gauge		
10¾ ozs.		

Add 25c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorham "best-best"
16			
18-20			
22-24			
26			
28			

Less 25c in case lots.

SHINGLES	Per sq
Standard galvanized	$10 00
Standard painted	8 00

Discount 7½%.

SIDING METAL

Standard galvanized	$8 50
Standard painted	6 50

Discount, 7½%

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

SOLDERING COPPERS
Base, 3 to 8 lbs., 54½c.. F.o.b. Toronto and Hamilton.

SOLDER, BAR
See Weekly Report.

SPOUTS, SAP

Eureka, per M	$13 25	$16 50

STAPLES
See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	18 75
Perfection No. 33, 3-burner	24 25
Perfection No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Discount 25% off list.
Freight allowed on shipments of 12 stoves.

McClary Glass Front Oven No. 70, each, net	4 25
Detroit Glass Front Oven No. 85, each, net	4 50

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters.	List
No. 525, each	7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list.
Freight allowed on shipments of 24 heaters.

STRETCHERS, CURTAIN—	
No. 33, per dozen	$34 50
No. 98, per dozen	18 50
No. 99, per dozen	23 00

C·C·M· BICYCLES are

"90% Made-in-Canada"

NOW that so many Canadians are looking for goods made in their own country, it is well to make sure that articles described as "Made-in-Canada" are really what they claim to be.
For example, a bicycle might claim to be "Made-in-Canada," although, as a matter of fact, it was merely put together here from cheap, foreign-made parts, most of the wages going to foreign workmen.

But C.C.M. bicycles are just what we say they are.
With the exception of the saddle, steel balls, and some of the chains and grips, they are made complete in Canada, from the steel tubing and other raw material.
The exceptionally high quality of C.C.M. bicycles makes them the most satisfactory line to handle in any case.

The principal C.C.M. nameplates are:

"MASSEY" "COLUMBIA" "BRANTFORD RED BIRD" "CLEVELAND" "PERFECT"

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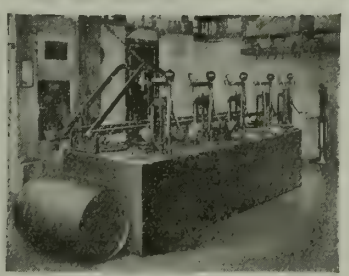
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BLACK DIAMOND
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and SHEATHINGS

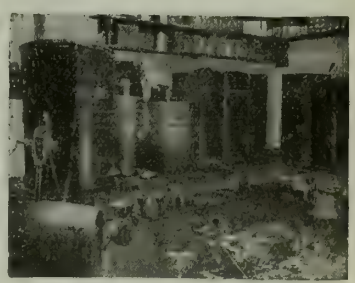
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The two illustrations above are from actual photographs and vividly picture the advantages of a Bowser equipped oil room.

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Paint Oil Storage Systems

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	25 and 25	25 and 25	25 and 25
Draining Tools	25 and 25	25 and 25	....
Hollow Back Scoops	25 and 25	....	25 and 25
Sand Shovels	25 and 25	....	25 and 25
Hollow Back Shovels	25 and 25	....	25 and 25
Hollow Back Coal Shovels	25 and 25	....	25 and 25
Riveted Back Scoops	25 and 25	25 and 25	25 and 25
Miners' Spring Point Shovels	25 and 25	....	....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	....
Hollow Back Scoops, No. 2, black	34.50	....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	....	30.00
Sand Shovels, No. 2, black	27.50	....	24.00
Hollow Back Shovels, No. 2, black	27.50	....	24.00
Riveted Back Scoops, No. 2 black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	....	....

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET — Bissell's Doz.

American Queen, Nickeled Fittings, Cyco Ball Bearing	$48 00
Club, Jap. Cyco Bearing	102 00
Champion, Nickeled Fittings	40 00
Champion, Japan'd Fittings	34 00
Grand, Nic., Cyco B.B.	61 00
Grand, Jap., Cyco B.B.	55 00
Grand Rapids, Nic., Cyco B.B.	45 00
Grand Rapids, Jp., Cyco B.B.	39 00
Parlor Queen, Nic., Cyco, B.B.	51 00
Princess, Nic., Cyco B.B.	46 00
Standard, Nickeled Fittings	42 00
Standard, Jap'd. Fittings	36 00
Universal, Nic., Cyco Bearing	43 00
Universal, Jap., Cyco Bearing	37 00

SWEEPERS, VACUUM — Bissell's Doz.

Grand Rapids, Nic.	$98 00
Household, Jap.	88 00
Superba, Nic.	114 00

F.o.b. factory Niagara Falls, Ont., Prices guaranteed by manufacturers against their own decline to June 30, 1919. Also stocked by jobbers.

SWEEPERS (ELECTRIC)

Steel frame	36 40
Aluminum frame	43 90
Attachments, set	8 25

F.o.b Toronto, Hamilton, London.

TACKS — Discount

Wire Tacks	60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 10%
Shoe findings list adopted July 5, 1917—Net list. List of Capped Goods adopted Jan. 1, 1916	60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOASTERS, ELECTRIC

Canadian Beauty	$4 50
Upright, with rack	$6 40

TOOLS, HARVEST

Waverly, Wellandvale, Rixford. Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount. F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

Size in girth	Per 100 ft.		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10		Net List

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) — Doz. with chain

Victor, No. 1	$2 20
Jump, No. 1	2 95
Hawley & Norton, No. 1	3 45
Newhouse, No. 1	5 00

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER) — Per lb.

600 ft.	$0 22
550 ft.	0 23¾
600 ft.	0 25
650 ft.	0 26½

In 5-ton lots ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb. 75-77-80¾

4-ply, wrapping, lb. 79-81¼-85

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.o.b. Newmarket

VALVES — %

Ground work	40
Compression work, standard	45
High grade	41
Cushion work	40
Fuller work, standard	43
High grade	36
Basin cocks, No. 0 Standard	38
High grade	38
Bath cocks	48
Flatway stop and waste cocks, standard	47
High grade	45
Roundway stop and waste cocks, standard	45
High grade	45
Brass steam cocks, standard.	10% advance on list
Radiator valves, standard	10
D., removable seat	Net list
Patent quick opening valves.	30
Globe, angle and check valves, standard	Net
Do., Jenkins Disc, 5% advance	on list

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 40-10%.
Colonial, 27½%.
Imperial Ware, 27½%.
Pearl, 27½%.
Premier, net list.
Canada Ware, net list.
Diamond, net list. White Ware, 45%
Japanned Ware, list plus 30%.
Japanned Ware, White, list, plus 40%.
Plain and Jap Sprinklers, list plus 30%.
Barb $6.75
Stamped Ware, plain, 45%.
Stamped Ware, retinned, 40%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 45%.
Tinners' Trimmings, retinned, 40%.
Tinners' Trimmings, general, list plus 20%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list plus 25%.
Railroad Cans, list, plus 20%.
Pieced Tinware, C.B., list, plus 70%.
Sheet Iron Ware, list, plus 20%.
Pieced Ware, ordinary, list, plus 50%. Fry Pans, 40%.
Spiders, steel, net list; cast iron, 10%.
Fire Shovels, Japanned, list, plus 20%.
Steel Sinks, painted, list plus 25%.
Steel Sinks, galvanized, list plus 25%.
Light Galv. Pails and Tubs, list plus 30%.
Heavy Galv. Pails and Tubs, list, plus 20%.
Garbage Pails, list, plus 20%.
Jap. Coal Hods, list, plus 40%.
Galv. Coal Hods, list, plus 50%.
Paper Lined Boards, 30 and 10%.
Wood Lined Boards, 30%.
Stove Pipe, patent, per 100, 6 in., $22.28; 7 in., $23.87.
Common, made-up, per 100, 5 and 6 in., $24.67; 7 in., $26.07.
Polished, made-up, per 100, 5 and 6 in., ...; 7 in., ...
Stove Pipe Thimbles, 45%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.
Nickel-plated Ware, 50%.

F.o.b. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS

Round plain. Sizes given are size of hole. In boxes of 50 lbs., list prices, per 100 lbs.—¼-in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.20; ⅞ in., $18.20; 15-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 33 1-3 per cent. Net extras, 26 to 49 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb. per 100 lbs.	$5.50-$5.85	$5.50	$5.85
Section, ½ lb. per 100 lbs.	$5.50-$5.85	$5.50	$5.50
Solid, 3 to 30 lbs., per cwt.	4.25	4.25	3.75

WHEELBARROWS

Navvy, steel wheel, doz.	$58 20
Garden, steel wheel, doz.	68 40
Light garden, doz.	55 80

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire — Per 100 lbs

No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	9 00
No. 19	9 50

Hay Wire in Coils

No. 13	6 85
No. 14	7 00
No. 15	7 20
No. 16	7 45

Smooth Steel Wire.

Nos. 0-9 gauge, base 5 75

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra: No. 11, 12c: No. 12, 30c: No. 13, 30c: No. 14, 40c: No. 15, 55c: No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

List of extras in 100-lb. lots, net

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 [illegible]
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 10

Oiled and Annealed Wire

No. 10	$5 95
No. 11	5 92
No. 12	6 05

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire

No. 9 pl. galv.	5 40- 5 75
No. 12 pl. galv.	5 55- 5 95
No. 13 pl. galv.	5 65- 6 05
No. 9 coil sp.	5 45- 5 85
No. 12 coil sp.	5 60- 6 00

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright	$5 50
Fence staples, galvanized	6 25

In 25-lb. boxes add 50c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00

Less discount of 12½%.

Bright poultry netting staples $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire 10%

Brass wire, 8 to 24 gauge, add 40%

25 to 36 gauge, add 25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls	$3 25
In 50-ft .rolls	3 30
Galvanized, per 100 sq. ft. in 100 ft. rolls	4 75 5 50
Bronze, sq. ft.	9 14

F.o.b. Toronto, Hamilton, London

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., dos. list	$84 80
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 40
Eclipse	97 70

Discount off above list, 30% and 5%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

For zinc products and zinc sheets. See weekly report.

WRENCHES

Trimo—	Doz. net		Doz. net
8 in.	$15 60	18 in.	$35 00
10 in.	17 40	24 in.	50 60
14 in.	24 45		

Coes—	Doz. net		Doz. net
6 in.	$14 60	15 in.	$35 00
8 in.	17 50	18 in.	46 60
10 in.	28 40	21 in.	56 80
12 in.	26 20		

Stillson—	Each	Doz. net
6 in.	$1 20	$14 00
8in.	1 35	15 60
10 in.	1 50	17 40
14 in.	2 10	24 45
18 in.	3 00	35 00
24 in.	4 25	50 40
36 in.	....	94 20
48 in.	....	139 20

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SPRING BUSINESS
with
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"The Finish That Endures"

Floglaze M L Quality

The greater bulk of spring business opens up with indoor specialties.

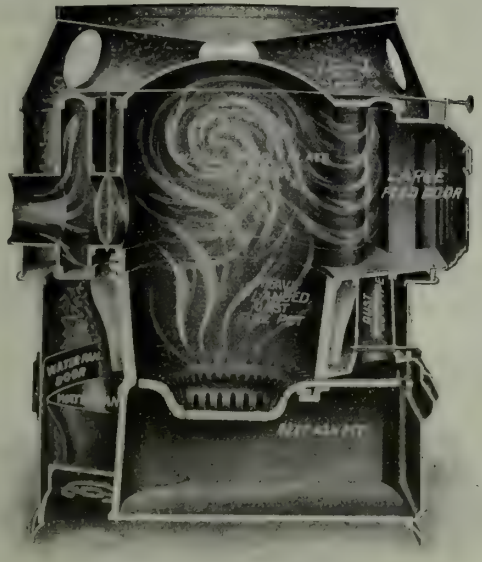
FLOGLAZE meets every household demand adequately.

It is a condensed household line that promotes the largest turnover and profit with the least expenditure of capital and shelf space.

Nothing just like our Floglaze proposition on the Canadian market. Satisfaction guaranteed the consumer, and larger business for the dealer.

Write us for our dealer co-operation methods.

THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA



Agencies and Show Rooms:
Chas. Rankow, Durban, South Africa; Webb Brothers, Georgetown, Demerara, British Guiana; Burns Export Corporation, 56 Pine St., New York, N.Y.

New Idea Warm Air Furnace

MORE HEATING SURFACE on every NEW IDEA FURNACE than any other furnace. Ash pit large and roomy, less chance of ashes banking up and burning out grates.

FIRE POT one piece, with deep flanges adding one-third more heating surface. Very heavy. Guaranteed for FIVE YEARS.

RADIATOR large, giving more surface than found in other furnaces.

NEW IDEA DUPLEX GRATES (Patented) take care of any size clinker from either Hard or Soft Coal. They operate so easily a child can operate them. They work so well that there are never any ashes worth sifting, saving the dirtiest work necessary in attending old-style furnaces.

New Idea Furnace made in seven sizes. And every one Guaranteed.

Get the NEW IDEA FURNACE AGENCY for 1919 and see your furnace business grow. They sell themselves and others. Write now for Agency.

The Hamilton Stove & Heater Company, Limited.
SUCCESSORS TO
Gurney, Tilden & Company, Limited
Head Office and Works: - HAMILTON, ONTARIO
Offices and Warerooms: Winnipeg, Vancouver, Montreal

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8.90 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID

Bronzing liquid, No. 1.$1.50-$2.00
Banana oil, gal. 3.50- 7.99
F.o.b. Montreal, Toronto.

BLUE STONE	Montreal	Toronto
Per lb.	13-14	15-16

COLORS (DRY)	Per lb.
Raw Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Raw Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Imp. green, 100 lb. kegs	0 25
Chrome green, pure	0 35
Chrome yellow	17-31
Brunswick green, 100 lb. k..	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100 lb. k..	0 06
Venetian red, best bright	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry	0 15
Golden ochre, 100 lb. kegs..	0 06½
White ochre, 100 lb. kegs..	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	3½-5
French ochre, barrels	0 06
Spruce ochre, 100-lb. kegs	7-8c
Canadian red oxide, bbls	2 -2¼
Super magnetic red	2¼-2½c
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE	
1 lb. tins—	
Venetian red	0 21
Indian red	0 35
Chrome yellow, pure	0 53
Golden ochre, pure	30-32
French spruce ochre, pure	25-28
Greens, pure	28-35
Siennas	0 32
Umbers	0 32
Ultramarine blue	0 52
Prussian blue	1 50
Chinese blue	1 50
Drop black	0 30
Ivory black	0 31
Signwriters' black, pure	0 40
Lampblack	0 40
Marine black, 5 lb. irons	0 20

F.o.b. Montreal, Toronto.

ENAMELS (white)	Gal.
Duralite	$6 50
Albagloss	3 50

GLUE	Per lb.
Brantford All Round Glue—	
Case No. 7—50 1-lb. pkgs	$25 00
Case No. 8—100 ½-lb. pkgs	28 00
Case No. 9—200 ¼-lb. pkgs	35 00

Discount.

French medal (prices withdrawn)	
English common sheet	32-34
English prima	35-38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	28-30
Ground glue, No. 2, 112-lb. bags	22-24
Do., No. 2, less than bags	24

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 5[illegible]
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 20 to 25%.

Sheet glass, 5 to 10%. Cash 2%. F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE	
Plates up to 1 foot, each	$0 80
Plates from 1 to 2 feet, each	0 90
" 2 to 3 "	0 95
" 3 to 4 "	1 15
" 4 to 5 "	1 35
" 5 to 7 "	1 50
" 7 to 10 "	1 70
" 10 to 12 "	1 75
" 12 to 15 "	1 85
" 15 to 25 "	1 95
" 25 to 50 "	2 15
" 50 to 75 "	2 20
" 75 to 90 "	2 25
" 90 to 100 "	2 30
" 100 to 120 "	2 60
" 120 to 140 "	2 90
Plates 101 to 110 wide containing not over 100 ft. each	3 00
Plates 111 to 120 wide containing not over 100 ft., each	3 40
Plates 101 to 110 wide containing over 100 ft., each	3 40
Plates 111 to 120 wide containing over 100 ft., each	3 75

Trade Discount, 25%.
City deliveries, 33 1/3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS

Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 20c advance per 100 lbs. F.o.b. London and Windsor, 40c per 10 0lbs. F.o.b. Toronto and Hamilton, 30c per 100 lbs. F.o.b. Fort William and Port Arthur, ... per 100 lbs.

Maritime differential 35c per 100 lbs over Montreal.

	Montreal	Toronto
Anchor, Pure	$16 00	$16 30
Crown Diamond	16 00	16 30
Crown, Pure	16 00	16 30
Green Seal	16 00	16 30
Ramsay's Pure	16 00	16 30
Moore's Pure	16 00	16 30
Tiger, Pure	16 00	16 30
O.P.W. Dec. Pure	16 00	16 30
Red Seal	16 00	16 30
Decorators' Pure	16 00	16 30
O.P.W. English	16 20	16 50
Elephant Genuine	16 50	16 80

B.B. Genuine Lead, less than tons, $17.45, Toronto; $16.90, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$14 00
Genuine, 100-pound kegs, per cwt.	14 75
Less quantity	16 00

	Toronto
	$14 50
	15 50
	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE

	Per pound Dry	Paste
Barrels, 600 lbs.	$....	$0 21
200s	0 32½	....
100s	0 33	0 22
50s	0 33	0 23
25s	0 34½	0 23
10s	0 35	....
5s	0 36	0 25
2s	....	0 26½
1s	0 39½	0 29
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton and London.

MURESCO

Tints, 5-lb. packages, per 100 lbs.. $9.60; white, 5-lb. packages, $9.00.
F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon, 1 gallon can basis

Elephant, white	$4 20
Elephant, colors	3 80
B.H. English, white	4 30
B.H. English, colors	4 05
B.H. Floor	3 50
B.H. Porch Floor	4 05
Minerva, white	4 15
Minerva, colors	3 90
Crown Diamond, white	4 05
Crown Diamond, colors	3 80
Crown Diamond, floor	3 50
B.H. Fresconette, white	3 35
B.H. Fresconette, colors	3 25
Moore's House Colors, white	4 05
Moore's House Colors, colors	3 90
Moore's Egyptian Paint, all colors	3 25
Moore's Floor Paint	3 50
Moore's Sani-Flat	3 00
Moore's Mooramel	6 50
Jamieson's Crown Anchor	3 55
C.P.C. Pure, white	4 30
C.P.C. Pure, colors	4 05
O.P.W. Canada Brand, white	4 05
O.P.W. Canada Brand, colors	3 75
O.P.W. Canada Brand, floor	3 50
O.P.W. Flat Wall, white	3 35
O.P.W. Flat Wall, colors	3 25
Ramsay's Pure, white	4 15
Ramsay's Pure, colors	3 85
Martin-Senour, 100%, white	4 30
Martin-Senour, 100%, colors	4 05
Martin-Senour, Porch Paint	4 05
Martin-Senour, Neutone, white	3 35
Martin-Senour, Neutone, colors	3 25
Senour's Floor Paint	3 50
Sherwin-Williams, white	4 30
Sherwin-Williams, colors	4 05
Sherwin-Williams Floor	3 50
Flat Tone, white	3 35
Flat Tone, colors	3 25
Lowe Bros., H.S., white	4 30
Lowe Bros. H.S., colors	4 05
Lowe Bros. Hard Drying Floor	3 50
Mellotone, white	3 50
Mellotone, colors	3 35
Sanitone, white	3 35
Maple Leaf, white	4 30
Maple Leaf, colors	4 05
Maple Leaf, floor	3 50
Pearcy's Prepared, colors	3 50
Pearcy's Prepared, white	3 75

F.o.b. Montreal, Toronto.

PARIS GREEN	Per lb.
In barrels, about 600 lbs.	0 48
In kegs, about 250 lbs.	0 48½
In 50 lb. and 100 lb. drums	0 49
In 25 lb. drums	0 50
In 1 lb. packets, 100 lbs. in case	0 62
In ½ lb. packets, 100 lbs. in case	0 64

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY	Montreal Standard	Toronto Less than ton
Bulk, in casks	$5 60	$5 90
Bulk, 100-lb. drums	6 45	6 75
Bulk, 25-lb. drums	6 70	7 00
Bulk, 12½-lb. irons	6 95	7 25
Bladder, in bbls.	7 35	7 65

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.

Pure Putty, $2 cwt. advance.

Ottawa prices are 20c, Hamilton 30c, London and Windsor 40c per 100 lbs over Montreal quotations.

ROSIN

Barrels, 100 lbs.	$8 00
Less, per lb.	0 10

SHELLAC

Pure White, gal.	5 15
Pure Orange, gal.	4 75

Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$3 30
B.H. Vanisher	3 00
Cumoff	3 30
Takof	3 25
O.P.W. Presto	2 75
Lingerwett	2 80-3 25
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES Per gal. can

No. 1 Furniture, extra barrels, $1.10-$1.21 gal.; gal. tins ..... $1.32-$1.45

B.H. Stovepipe Varnish, Anchor, ½ pints, per doz.	1 40
Depend-on, list	3 50
B.H. Maritime Spar, list	7 90
Everlastic, Depend-on and Maritime Spar subject to discount of 40%	
Elastilite	3 50
Granitine Floor Finish	3 50
Hydrox Spar	3 65
Sun Varnish	2 60
Sun Spar	4 65
Sun Waterproof Floor	3 40
Jasperite Interior and Exterior	3 00
Jasperite Pale Hard Oil	2 25
Jasperite Indestructo Floor Varnish	3 00
Jamieson's Copaline	3 [illegible]
M-S Marble-Ite Floor	8 2[illegible]
M-S Wood-Var	3 2[illegible]
M-S Double Spar	4 5[illegible]
M-S Finest Interior	3 8[illegible]
Elastic Interior	2 6[illegible]
Mar-not	3 40
Quick Action House	2 47
Rexspar	4 6[illegible]
Sear-Not	3 3[illegible]
Kyanize Spar	4 9[illegible]
Kyanize Cabinet Rubbing	3 8[illegible]
Kyanize Interior	3 2[illegible]
Luxeberry light	3 3[illegible]
Luxeberry granite	3 8[illegible]
Luxeberry spar	4 9[illegible]
Ramsay's Universal	2 92
Crown Diamond Floor	2 60

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 97
Coralite, 5-lb. pkgs., colors	0 97½
B.H. Frescota, 5-lb. pkge., white	7 80
B.H. Frescota, 5-lb. pkge., colors	8 40

F.o.b. Montreal, Toronto.

WASTE	
Cream, Polishing	$0 20

WHITE	
XXX	0 19
XX	0 18
X	0 16½
XC	0 15
Japanese	0 14
XXX Extra	0 19½
XX	0 18¼
XLCR	0 17
X Empire	0 15½
X Press	0 14

COLORED	
No. 5	15
No. 1	0 13½
No. 7	0 12
No. 1A	0 10¾
No. 1B	0 09½
Fancy	16½
Lion	15
Standard	13½
Popular	12
Keen	10½

Above lines subject to trade discount for quantity.

WAX	Per lb
WAX	Per lb.
C. & B. Floor Wax	$0 40
B.H. Wax	0 40
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 45
Old English	0 53 0 62
Johnsons	0 57 0 62
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Edwards, lb.	0 40
Ramsay's	0 45
S. & W.	0 54
Crown Diamond	0 45

F.o.b. Montreal and Toronto.

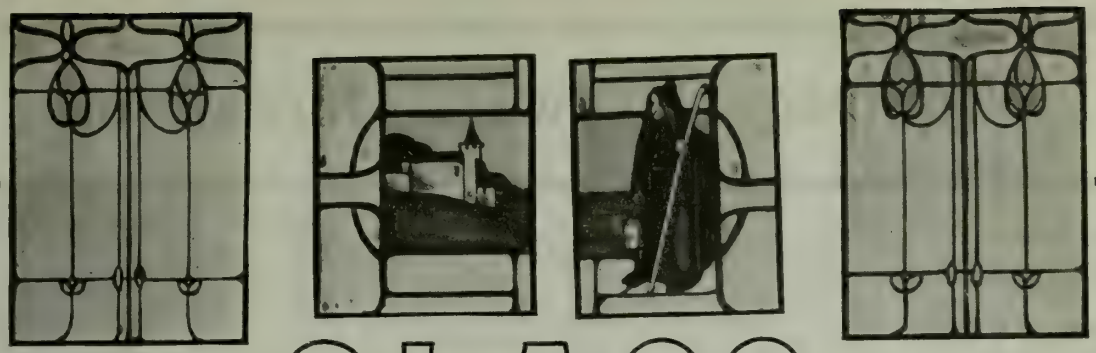
WHITING	
Plain, in bbls	$2 50

F.o.b. Montreal, Toronto, London.

Gilders, bolted, in bbls.	$3 00

WOOD ALCOHOL per gal.	
In five gallons	$1.80-$1.90
In barrels	1.70

$4 extra for barrels
F.o.b. Montreal, Toronto, London.



GLASS

Now is the Time to Sort up on

WINDOW GLASS

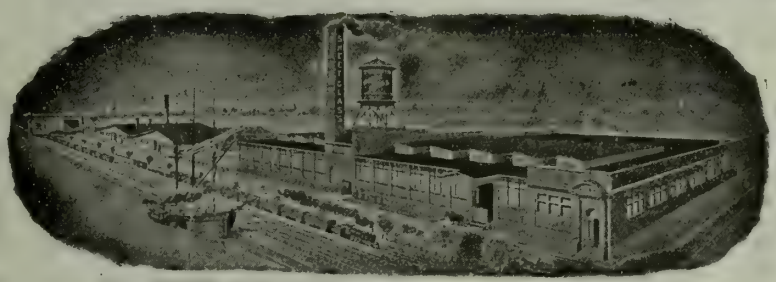
ALL WEIGHTS

16-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce and 39-ounce.
WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS.
WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE, MIRRORS, FIGURED, WIRED, LEADED AND WINDOW GLASS.
CATALOGUES AND PRICE LISTS FREE ON APPLICATION. WRITE, PHONE OR WIRE YOUR WANTS.

HOBBS MANUFACTURING COMPANY, LIMITED

MONTREAL TORONTO LONDON WINNIPEG

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regale Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 26c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Rouble Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	6 00	19	14 00
5	6 00	20	14 00
6	6 00	21	16 00
7	6 00	22	16 00
8	6 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $11.25 per 100 lbs.

BAR IRON

Bar Iron—$5.25 base; Swedish iron, $6.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 15-2½%.

Agricultural or No. 1 leather belting, 30-10-7½% off list.

Standard, 27-10% off list. Extra 27%.

"The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.60 per lb.; cut, $1.80 per lb.; rawhide, sides, $1.55; cut, $1.75.

Blue Stone (Vitriol), 11¾c.

BOLTS

Carriage, ⅜ and smaller, up to 6 incr, 20%; over 6 inch, 10%; 7-16 inch and larger, net list, machine, ⅜ and under, up to 6 inch, 25%; over 6 inch, 15%; 7-16 and over, 5%; machine set screws, 20%; plough bolts, 10%; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $19.20; ¼, $16.25; 5-16 in., $13.75; ⅜, $12.75; 7-16, $12.35; ½, $12.25; 9-16, $12.25; ⅝, $12.00; ¾, $11.65; 1 in., $11.40; Logging, 5-16 in., $15.55; ⅜, $14.55; ½, $14.05; tie-out, 47½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 35
Lookout	1 75
Sleepmeter	1 85

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 76 lb.

DRILLS

Bit stock, 37½%; Blacksmith, ½ in. round shank, 25%.

EAVETROUGH

Eavetrough, per 100 ft., 3 in., $6.10; 10 in., $6.80; 12 in., $8.00.

Conductor pipe, 2 in., per 100 ft., $7.15; 3 in., $8.65; 4 in., $11.40.

ENAMELWARE

See Wares.

FILES

Globe	Discount 40-5%
Nicholson Gen.	Discount 30%

FITTINGS—Malleable.

Class A	60%
Class B and C, off new list	60-10%
Bushings	10%
Unions	25%
Nipples 4" and under	40%

FORMALDEHYDE

400-lb. bbls., 32c lb.; 200-lb. bbls., 33c lb.; 100-lb. bbls., 34c lb.; 10-lb. jugs, $3.75 each; 5-lb. jugs, $2.00 each; 2-lb. jugs, 85c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$15 50	19 50
26 to 40	16 50	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	21 50	27 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 05
Cold Blast, regular	1 05

GRINDSTONES

Per 100 lbs., $3.50.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 15% off.

Corrugated Strap Hinges — 4, $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherweight, $9.95.

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$10 00
28 Am. or 26 Eng.	9 60
26 Am. or 26 Eng.	9 30
24	9 15
22	9 15
18 and 20	9 00
16	8 85

IRONS, SAD

Common Sad Irons, 8 lbs., 11c uer lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$2 00
Mrs. Pott's No. 50, set	2 15

Mrs. Pott's common and iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

15% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $12.40.

LEAD WASTE, $13.40.

LATCHES—THUMB, STEEL

	Doz.
2	$1 90
3	2 50
4	4 75

Barn Door

5	2 95
8	3 20
9	5 50

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	
New Century B	
New Idea	
Snowball	

Prices on application.

MATTOCKS

Pick, $13.85; cutter, $13.85.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 00	
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $5.35 base; Winnipeg, $5.85 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	$6 30
30 in.	7 65
36 in.	9 00
2 in. mesh x 24 in.	3 05
30 in.	3 60
36 in.	4 20
48 in.	5 60
60 in.	6 95
72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.75; 36 in., $6.10; 48 in., $7.25; 60 in., $8.50; 72 in., $9.75.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 25c; Ideal Thresher, 50c; "B" Caster machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 52c.

PAINTS

Stephens' Out White, $4.45; Stephens' House, $4.20; Stephens' Floor, $3.40; Silkstone, $3.40; Stephens' Barn Paint, $1.85.

POLISH

O'Cedar —

	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00

Liquid Veneer—

4 oz.	$2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page)



"House Cleaning Days" Mean Greater Wa-Ko-Ver Sales

If you keep Wa-Ko-Ver well to the fore just now, in your windows and on your counter, the housewives' mind will become receptive to the Wa-Ko-Ver idea.

Wa-Ko-Ver beautifies all woodwork, and literally wears "like iron." Wherever there are worn floors and scratched woodwork you can safely recommend Wa-Ko-Ver Stain to restore the old-time freshness.



Write us a card and we'll be glad to tell how you can profitably represent us in selling Stephens' paints and varnishes.

G. F. STEPHENS & CO., LIMITED

Paint and Varnish Makers

WINNIPEG - - CALGARY

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 ft.	Black	Galv.
¼ inch	$ 5 40	$ 7 74
⅜ inch	5 50	7 88
½ inch	7 38	9 10
¾ inch	9 32	11 60
1 inch	13 77	17 20
1¼ inch	18 63	23 22
1½ inch	22 28	27 77
2 inch	30 00	37 40
2½ inch	48 10	59 80
3 inch	63 87	78 20
3½ inch	81 80	.....
4 inch	96 90	.....
4½ inch	113 00	.....
5 inch	131 40	.....
6 inch	171 00	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $9.25; full polished, ...; 18 x 24, half polished, $9.25; full polished, ... 20 x 28, half polished, $9.50; full polished, ...

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 15%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 28¼c base; pure Manila, 39c base; British Manila, 34¼c base; lath yarn, 28¼c base; African hemp, 34¼c base; cotton rope, ¼ and over, 71c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90

B. & A.—

00, 0	$0 37	$6 75
½	0 40	7 15
1	0 45	8 10
1½	0 52	9 45
2	0 60	10 90
2½	0 70	12 50
3	0 80	14 30

SASH BALANCES (Caldwell). 10% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 25%. Set Screws, 20%.

SCYTHES—

	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—

No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—

	Doz.
Grand Rapids, Nic.	$101 00
Household, Jap.	91 00
Superba, Nic.	117 00

F.o.b. Jobbers' Warehouse, Winnipeg. Prices guaranteed by manufacturers against their own decline to June 30, 1919.

STEEL SHEETS, BLACK

10 gauge	$7 65
12 gauge	7 65
14 gauge	7 70
16 gauge	7 75
18-20 gauge	8 30
22-24 gauge	8 35
26 gauge	8 40
28 gauge	8 50

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., $15.05 per doz.; D.H. Rd. Pt., $15.05 per doz.; L.H. Sqr. Pt., $15.05; L.H. Rd. Pt., $15.05; Bulldog & Jones, D.H., Rd. Pt., $16.30; D.H. Sqr. Pt., $16.30; L.H. Rd. Pt., $16.30; L.H., Sqr. Pt., $16.30; L.H., Rd. Pt., $16.30; Black Cat and Crescent Scoops—No. 4, $19.00 doz.; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50; Moose & Jones Scoops, No. 4, $19.90; No. 6, $20.90; No. 8, $21.40.

SOLDER. Per pound, 40 to 41.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $6.05 at Fort William, $6.45 Winnipeg; galvanized staples, $6.85 Fort William, $7.25 Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes $5.50 base. Band steel, $5.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

15% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 10%.

TIN AND TERNE PLATE—

20 x 28 I.C. box	$23 50
20 x 28 I.X. box	27 00
20 x 33 I.C. box	28 50
20 x 33 I.X. box	32 50
Terne plates	24 00

TRAPS, GAME—

	Victor	H.& N.	Jump	Doz.
No. 0	$1 95	$....	$....	
No. 1	2 30	3 60	3 10	
No. 1½	3 45	5 40	4 55	
No. 2	4 80	7 50	6 70	
No. 3	6 75	10 00	....	

TUBS—

	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply, cones	$0 72
Cotton, 3-ply, balls	0 76
Cotton, 4-ply, cones	0 75
Cotton, 4-ply, balls	0 79

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40% discount.

Colonial, Imperial, Pearl, 0% discount.

Premier, Canada, Diamond, plus 12½%.

Whiteware, 40% discount.

Japanned Ware, list, plus 40%.

Japanned Ware, white, list, plus 50%.

Japanned Sprinklers, list, plus 40%.

Stamped Ware, plain, 40% discount.

Stamped Ware, ret'd, 33 1/3% discount.

Pieced Tinware, ordinary, list, plus 65%.

Pieced Tinware, copper bottoms, list, plus 85%.

Sheet Iron Ware, list, plus 30%.

Light Galv'd Pails and Tubs, list, plus 40%.

Heavy Galv'd Pails and Tubs, plus 30%.

Jap. Coal Hods, list, plus 50%.

Galv'd Coal Hods, list, plus 60%.

WASHERS—

Iron, small lots, 33% off list plus $1.50; full boxes, iron, 33 1/3% off list plus $1.00.

WHITE LEAD—

Decorators' pure, ton lots, $16.90; less than ton lots, $17.25.

WIRE, BARB—

Lyman, 4-point, $5.05 Winnipeg; Glidden Cattle, 2-pt., $5.10 Winnipeg; Baker, 2-pt., $4.80 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; plain galvanized; Winnipeg, No. 9, $6.00; No. 12, $6.15; coil spring, Winnipeg, No. 9, $6.05; No. 12, $6.20.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN—

Bale ties, 14 gauge, single loop $7.65 Winnipeg; $7.25 Ft. William

Brass snare wire, per lb., 80c.

WIRE, ANNEALED—

No. 9, $6.75; 10, $6.80; 12, $6.95; 14, $7.15; 15, $7.25; 16, $7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 6 70
8 in.	8 00
10 in.	9 40
12 in.	12 00
15 in.	16 80

Perfect Handle—	
6 in.	15 00
8 in.	18 00
10 in.	21 00
12 in.	27 00
15 in.	36 00
18 in.	48 00

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$ 1 05
8 in.	1 20
10 in.	1 30
14 in.	1 85
18 in.	2 60
24 in.	3 80
36 in.	7 05

Trimo—	
10 in.	$1 50
14 in.	2 10
18 in.	3 00
24 in.	4 35

Always Ready—	Black	N.P. Dozen
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS—

Eze, $62.55 per doz.; Reliance,

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS, MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON, FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER—THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED

VLIT
FURNITURE & AUTOMOBILE
POLISH
Velvet Finish. Instantaneous.
Lighter Labour. Troubles Over.

MR. HARDWARE DEALER

VLIT sells quickly, yields you 100 per cent. profit.

It is made in Canada too.

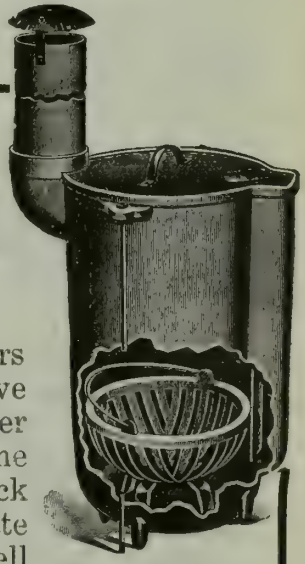
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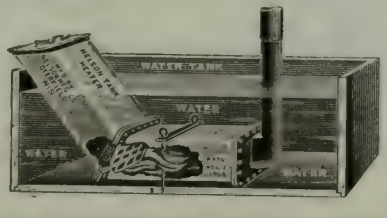
MEHASCO

Another Mehasco Message 27

STOCK TANK HEATERS



We keep to the front with the best sellers in Stock Tank Heaters, and you can have from us the Harvard Basket Grate Heater in either 16 or 19 inch diameter; the Down Draft Junior or Senior, the Black Jack Cast Iron Heaters with Basket Grate in 14" and 17" Diameter, and the well known Nelson Heater. By buying a year ahead we have been able to get a price that will be interesting to you.



Write us for our Catalog and price list.

Merchants' Hardware Specialties, Limited

CALGARY

KINDLY MENTION THIS PAPER WHEN WRITING TO ADVERTISERS

THE BUYERS' GUIDE

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The Carborundum Co., Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Agricultural Products
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Merchants Hardware Specialties, Ltd., Calgary, Alta.

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Asbestos
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Asbestos Pipe Specialties
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Asbestos Pipe Coverings
Canadian Asbestos Co., Montreal, Que.

Ash Sifters
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

Ankle Supports
Owen Sound Steel Press Works, Owen Sound, Ont.

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Auto Accessories Ltd., Winnipeg, Man.
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Canada Sales Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
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North American Hardware Co., Ltd., Montreal.
Prairie Motor Sales Co., Moose Jaw, Sask.
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Auto Accessories, Equipment and Supplies (Manufacturers)
Air-Tite Mfg. Co., St. Thomas, Ont.
W. H. Banfield & Sons, Ltd., Toronto.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
Barcalo Mfg. Co., Buffalo, N.Y.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
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Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Kinsinger, Bruce & Co., Niagara Falls, Ont.
Line, Kimball Co., Moose Jaw, Sask.
The Lockwood-Ash Motor Co., Jackson, Mich.
Metal Specialties Mfg. Co., Chicago, Ill.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
Will B. Lane, Chicago, Ill.
Perfection Sanitary Brush Co., Toronto.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
The Steins Tire & Tube Co. of Canada, Ltd., Toronto.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties Co., Hamilton, Ont.

Automobiles
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Automobile Parts
Kinzinger, Bruce & Co., Ltd., Niagara Falls, N.Y.
McKinnon Industries, Ltd., St. Catharines, Ont.

Awnings
J. J. Turner & Co., Peterboro, Ont.

Axes
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Foundries & Forgings, Brockville.
Can. Warren Axe & Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Babbitt Metal
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

Barb Wire
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Bars and Racks, Clothes
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrell Covers
E. B. Eddy Co., Ltd., Hull, Que.

Barrel Liners
J. N. Warminton & Co., Montreal, Que.

Batteries, Dry
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.

Batteries, Flashlight
The Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Toronto, Ont.
Usona Mfg. Co., Inc., Toledo, Ohio.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
Kinzinger, Bruce & Co., Ltd., Niagara Falls.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
Wentworth Mfg. Co., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.

Brake Lining
Thermoid Rubber Co., Trenton, N.J.
Haddow Brokerage Co., Montreal, Que.

Brass Goods
Haddow Brokerage Co., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
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Williams Bros. & Piggott, Ltd., Birmingham.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Conveyor
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
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Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.
Plewes, Ltd., Winnipeg, Man.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.
Samuel Trees & Co., Toronto, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
London Bolt & Hinge Works, London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Wilkinson & Kompass, Hamilton.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boxes, Tin
A. R. Whittal Can. Co., Ltd., Montreal, Que.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co. Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Black Sheets
The Steel Co. of Canada, Ltd. Hamilton, Ont.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal, Que.

Butchers' Tools
Haddow Brokerage Co., Montreal, Que.

Butter Tubs (Covered)
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Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

"The Mysterious German Onions"

On nights when the German air raiders were out, they sent up strange, luminous balls behind their lines and anchored them above the clouds—globes of fire which could be seen for forty miles or more. What these "onions" were, or how they were kept in stationary position above the clouds, is still a profound mystery. The Allies never learned anything about them, but the Allied night bombing crews steered their course to the Rhineland by the luminous buoys thus provided.

What is known about the onions is told by Lieut. J. Vernon McKenzie in the course of an article, "Raiding the Rhineland," in MARCH MACLEAN'S. It is an intensely interesting article, telling all about the great reprisal campaign which implanted the fear of war in the German civilian heart.

"NO HOPE FOR THE WETS"

"Already the temperance forces are lined up to stop any possible break in the prohibition dam," writes J. K. Munro, in discussing what is going to happen at the coming session at Ottawa. He predicts that Union Government will hold together, but that the habit it has contracted of promising everything asked is going to make a lively session. He expects:

Dry legislation at the earliest possible moment.
The moral reform forces in control.
No change in the Divorce Law.
Tariff concessions made to the West.

The March number, in fact, is full of live, up-to-the-minute features.
The famous Canadian Ace, Lieut.-Colonel W. A. Bishop is on the cover.

Some of the outstanding articles and stories are:

The Transformation (a new serial)—By Frederic S. Isham.
A Canadian King-maker (the story of Lord Beaverbrook in Britain)—By Maurice Woods.
Fitting in the Returned Soldier—By George Pearson.
The Three Sapphires—By W. A. Fraser.
The Strange Adventure of the Nile Green Roadster—By Arthur Stringer.
Fakers—and Others—By E. Ward Smith.
Lend Me Your Title—By Onoto Watanna.
A Shady Deal—By Archie P. McKishnie.
The City of Lost Laughter—By Mary Josephine Benson.

The Voice of Canada Interpreted

A new department starts in this number given over to summarizing and presenting opinion in Canada on outstanding topics, as reflected in the press. In this issue the department is given over to a careful compilation of opinion on the problems of the returned soldier.

Events of the World in the Remaking

Germany Ready for Trade War
Three-Year Marriages in France
No Solution in Ireland Possible?
Controlling Booze in Britain
Is Czar Still Alive?
Did Dr. Diesel Die?
The Secret British Ferry
The Poison That Didn't
The Problem
The German Spy in Holland
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Perfection Sanitary Brush Co., Toronto.
The Rubberset Co., Limited, Toronto.
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Walter Woods & Co., Hamilton.

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Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

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Progressive Mfg. Co., Torrington, Conn.

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Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

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Canadian Veneering Co., Montreal, Que.

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National Mfg. Co., Sterling, Ill.
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Stratford Brass Co., Ltd., Stratford, Ont.

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Cabinet Hardware
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Peterborough Canoe Co., Peterborough, Ont.

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The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

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Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

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J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
Cannon Oiler Co., Mattoon, Ill.

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McKinnon Industries, Ltd., St. Catharines, Ont.

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Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

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Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

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Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

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Canada Foundries & Forgings, Ltd., Brockville

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpenters' Tools
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Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
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Walter Woods & Co., Hamilton.

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Cement, Rubber

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

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Canadian Veneering Co., Acton Vale, Que.

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Vol-Peek Mfg. Co., Montreal.

Choppers, Food
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Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co., Ltd., Ottawa.
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Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
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Closets
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The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Lines
Coleman Fare Box Co., Toronto.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

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Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

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Wentworth Mfg. Co., Ltd., Hamilton, Ont.

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Brantford Cordage Co., Ltd., Brantford, Ont.
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Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

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Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
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Lewis Bros. Ltd., Montreal.
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Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers' Sons & Co., Ltd., Sheffield, Eng.
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Trimont Mfg. Co., Roxbury (Boston, Mass.).

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Canada Foundries & Forgings, Brockville.

Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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Butterfield & Co., Rock Island, Que.
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Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. Co. of Canada, Galt.

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Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

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National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

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Wm. Newman & Sons, Birmingham, Eng.

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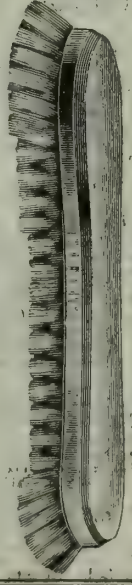
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Canada Foundries & Forgings, Brockville.

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Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

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A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
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McArthur Irwin, Montreal.

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Du Pont American Industries, Wilmington, Del.

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Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
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Spielmann Agencies, Ltd., Montreal, Que.

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Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
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Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

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Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
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Northern Electric Co., Ltd., Montreal.

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Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man
The Hessco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
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Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Usona Mfg. Co., Toledo, Ohio.

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W. H. Banfield & Sons, Ltd., Toronto.
The Hessco Electric Mfg. Co., Toronto, Ont.

Emery
Dominion Glue & Emery Co., Montreal, Que.

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Boston Varnish Co., Everett Station, Boston, Mass
British America Paint Co., Ltd., Victoria, B.C.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
DesRochers, Ltd., Montreal, P.Q.

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D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Excelsior
Rankin & Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Garanoque, Ont
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
H. W. Johns-Manville Co., New York.
Northern Electric Co., Montreal.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
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Canada Foundries & Forgings, Brockville.

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Wheeler & Bain, Toronto.

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Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

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Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

Fences, Woven Wire, Farm and Ornamental
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Fenders for Buggy and Carriage
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The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Appliances and Liquids
Pyrene Mfg. Co., Ltd., Montreal, Que.

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Harrington & Richardson Arms Co., Worcester, Mass.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Files
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Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
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Port Hope File Mfg. Co., Port Hope, Ont.
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Wilkinson & Kompass, Hamilton.
DesRochers, Ltd., Montreal, P.Q.

Fillers
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Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont
Taylor-Forbes Co., Guelph, Ont.

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Pyrene Mfg. Co., Ltd., Montreal, Que.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal

Fire Pails
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Finnie & Murray, Ltd., Winnipeg, Man.

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Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
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Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

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Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Specialties
Benjamin Electric Co., Toronto.
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Forgings, Drop
McKinnon Industries, Ltd., St. Catharines, Ont

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Enterprise Mfg. Co., Sackville, N.B.
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Record Fdry. & Machine Co., Ltd., Moncton, N.B.
Saunders & Co., Montreal, Que.

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Walter Woods & Co., Hamilton.

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Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
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Sherwin-Williams Co., Montreal.

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The Hessco Electric Mfg. Co., Toronto.

Fuses, Electric, Refillable
The Clemens Electrical Corporation, Hamilton.

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

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Floor Checks, Single or Double
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Winnipeg Ceiling & Roofing Co., Winnipeg.

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Eureka Planter Co., Woodstock.

Garden Seeders and Hoes
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Garden Seats
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Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Garages
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Garbage Cans
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J. Samuels, Toronto.
Soren Bros., Toronto.

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The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Iron Cornices
Pedlar People Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co. Ltd., Toronto.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.



"DOMINION"

COTTON AND WOOL WASTE
AND COTTON WIPERS
WASHED AND STERILIZED

A WASTE FOR EVERY USE

6 Grades White Cotton Wiping Waste.
5 Grades Colored Cotton Wiping Waste.
4 Grades Wool Packing Waste.
3 Grades Cotton Wipers, Washed and Sterilized.

Samples with Prices on Request

Scythes & Company Limited
Montreal TORONTO, ONT. Winnipeg

Guaranteed to cut 10% more Timber

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"THE SAW MAKERS"



The only successful Crescent Ground one-man Cross-Cut Saw on the market. Accurately tapered from cutting edge to back, it cuts easily and saws fast. Crescent Grinding prevents binding in the kerf.

Write for Booklet and Discounts covering Simonds Cross-Cut and Hand Saws.

Simonds Canada Saw Co., Limited
St. Remi St. and Acorn Ave.
MONTREAL, QUE.
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SIMMS SET IN RUBBER

BRUSHES

GUARANTEED

FOR USE IN ANYTHING

Soaked in paint remover or boiled in water, the setting composition in these brushes remains as solid as concrete.

Try this test on some of the OTHER kinds.

Why sell your customer CEMENT-SET brushes or those set in some imaginary SECRET COMPOSITION that won't stand use in alcohol, spirit varnishes, lacquers, paraffine, crude oil, grease, paint removers and a dozen other things, or

A GLUE-SET brush that cannot be used in water, kalsomine, paste, glue sizing, etc., and dries out if carried on the shelves over the season?
Why not sell him a

SIMMS

SET IN RUBBER

Brush and tell him to use it in any old thing? He can drive nails with it if he wants to; he can't harm the setting.

Samples and Prices through our jobbers on request.

T. S. SIMMS & CO.

LIMITED

ST. JOHN (FAIRVILLE), N.B.

THE BUYERS' GUIDE

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
J. H. Williams & Co., Brooklyn, N.Y.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glasses, High Pressure
The Strong Machinery & Supply Co., New York, N.Y.

Gauges, Water (Standard Extra Heavy Automatic
The Penberthy Injector Co., Ltd., Windsor, Ont.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
The Johnston Brokerage Co., Pittsburgh, Pa.
A. Ramsay, Son & Co., Montreal.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.

Glue Pots, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Glue, Sheet and Ground
Canada Glue Co., Brantford, Ont.
DesRochers Ltd., Montreal, Que.
Dominion Glue & Emery Co., Montreal, Que.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves
American Pad & Textile Co., Ltd., Chatham, Ont.
Hamilton-Carhartt Co., Toronto.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Poison
Kill-em-Quick Co., Regina, Sask.
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

Granaries, Portable, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg.

Graphites
Canadian Asbestos Co., Montreal, Que.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Ground Wood
E. B. Eddy Co., Hull, Que.

Guns
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd., Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.

Hames, Steel and Iron
McKinnon Industries, Ltd., St. Catharines, Ont.

Hammocks
Galt Robe Co., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles, Canthooks and Peevies
West-Woods, Ltd., Winnipeg, Man.

Handles, Chest and Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hangers, Door
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Hangers, Barn Door
Allith Mfg. Co., Ltd., Hamilton, Ont.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Can.
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling Ill.
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Harness
Samuel Trees & Co., Toronto.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
Belleville Hardware Mfg. Co., Belleville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Coleman Fare Box Co., Toronto.
Lyons & Marks, Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling Ill.
North American Hardware Co., Ltd., Montreal Que.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
McKinnon Industries, Ltd., St. Catharines, Ont.

Hatchets
Canada Foundries & Forgings, Ltd., Brockville
Haddow Brokerage Co., Montreal, Que.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Electric
Chicago Flexible Shaft Co., Chicago, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Stover Mfg. & Engine Co., Freeport, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., Ltd., St. Marys, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Plewes Ltd., Winnipeg, Man.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hooks for Logging Chains
McKinnon Industries, Ltd., St. Catharines, Ont.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Household Pails
E. B. Eddy Co., Hull, Que.

Hubs for Ford Cars
McKinnon Industries, Ltd., St. Catharines, Ont.

Hub Caps
McKinnon Industries, Ltd., St. Catharines, Ont.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Ingersoll Watches
R. H. Ingersoll & Bro., Montreal, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Insecticides
The McDougall Bros., Ltd., Manchester, Eng.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Ironing Boards and Tables
J. E. Beauchamp & Co., Montreal.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Iron, Corrugated
Canada Metal Co., Toronto.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary
National Stamping & Electric Works, Chicago
The Royal Self-Heating Iron Co., Big Prairie, O.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Jardinieres
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Jugs
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Kalsomine
British America Paint Co., Ltd., Victoria, B.C.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

TINKER TOM'S TALKS.



Talk No. One Hundred and Eighty-Eight

Trough and pipe repair season is here—Get ready for the spring rains. Tell the maker you want your Eavestrough and Conductor made of "PREMIER" GALVANIZED STEEL SHEETS, soft for forming and heavily coated for durability. Costs you no more, and adds to your reputation.

TINKER TOM.

Look for Talk No. 189 next week.

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HAMILTON, CANADA

The Megantic Broom Mfg., Co., Ltd.

Manufacturers of Brooms and Clothes Pins



Lake Megantic, Que.

Our clothes pins are made and designed to **stay on the line.** And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada.

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QUALITY
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Your customers will need Red Lead to protect the iron work around their homes. The Painters want a Genuine Red Lead for their work. Are you prepared for this demand? If not, put in a good stock of

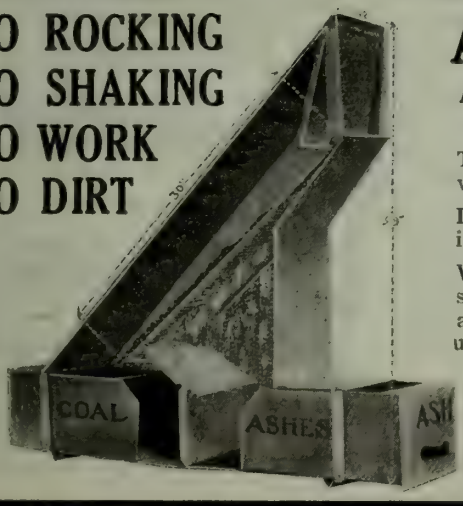
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They are the best quality you can buy. Made in Canada from the best grade of Canadian Pig Lead.

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NO WORK
NO DIRT



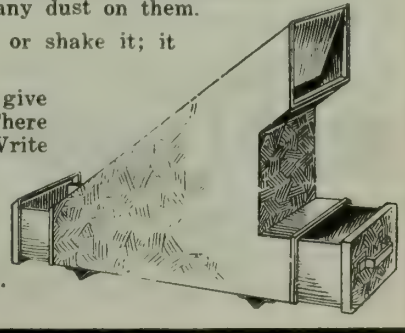
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Made of Galvanized Iron with Black Iron Doors, Self-Closing Doors, Removable Screens

This makes ash-sifting a pleasure instead of a horror; you can wear your best clothes and yet not get any dust on them.

It is dustless; you don't have to rock it or shake it; it is self-operating, a child can work it.

We guarantee that this ash sifter will give satisfaction or your money refunded. There are good profits in it for the dealer. Write us to-day for prices and information.



FURNIVAL & CO.
631 Dupont St. TORONTO, ONT.

THE BUYERS' GUIDE

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extention, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.
Otterville Mfg. Co., Ltd., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.

Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automhobile
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.
North American Hardware Co., Ltd., Montreal

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.
North American Hardware Co., Ltd., Montreal, Q.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago
North American Hardware Co., Ltd., Montreal.
Powerlight Co., Winnipeg, Man.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.
Schultz Mfg. Co., Hamilton, Can.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Lawn Swings
J. E. Beauchamp & Co., Montreal.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Taylor-Forbes Co., Guelph, Ont.

Lawn Sprinklers
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

Leather Belting and Soles
Plewes Ltd., Winnipeg, Man.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Leather Dashes and Fenders
McKinnon Industries, Ltd., St. Catharines, Ont.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lighting Systems, Store
Benjamin Electric Co., Toronto.

Lighting Fixtures, Store
Benjamin Electric Co., Toronto.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass

Linseed Oil
Brandram-Henderson, Montreal.
Canada Linseed Oil Co., Ltd., Montreal and Toronto.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont
The Hamilton Stove & Heater Co., Hamilton, Ont.
Peterboro Lock Mfg. Co., Peterboro, Ont.

Logging Chain Hooks
McKinnon Industries, Ltd., St. Catharines, Ont.

Lugs for Silos
McKinnon Industries, Ltd., St. Catharines, Ont.

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machinists' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

Malleable Iron Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Malleable for Carriages
McKinnon Industries, Ltd., St. Catharines, Ont.

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Marine Supplies
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

Metallic, Ceilings, Walls, Roofing, Skylights Siding, Cornices, Ventilators, Valley Windows.

Doors, etc.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Menders, Utensils
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
North American Hardware Co., Ltd., Montreal
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal

Milling Cutters
Pratt & Whitney Co. of Canada, Ltd., Dundas

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg Mass.
North American Hardware Co., Ltd., Montreal, Q

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal.

Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Neckyokes
McKinnon Industries, Ltd., St. Catharines, Ont
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Oarlocks
McKinnon Industries, Ltd., St. Catharines, Ont.

Nipples
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Nipples for Radiators
McKinnon Industries, Ltd., St. Catharines, Ont.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Oakum
Canadian Asbestos Co., Toronto, Ont.
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

Oil, Coal
Imperial Oil Co., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Gilbert & Barker Mfg. Co., Springfield, Mass.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Stains
British America Paint Co., Ltd., Victoria, B.C.

Oil Storage and Distributing Systems
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Orange Derinders
J. E. Beauchamp & Co., Montreal.

Ornamental Fence
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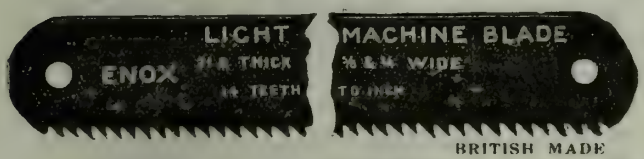
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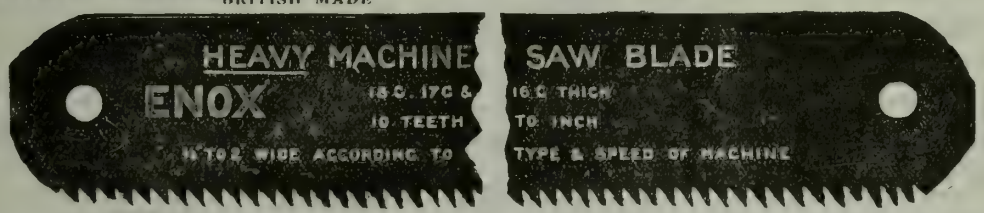


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McGregor, Banwell Fence Co., Ltd., Walkerville

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor, Ont.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.
British America Paint Co., Ltd., Victoria, B.C.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., St. John, N.B.

Paint, Copper
British America Paint Co., Ltd., Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paint Oil Storage and Handling Systems
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal

Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Paper, Wrapping
Walter Woods & Co., Hamilton.

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Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg.
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Patches
W. C. Wood Co., Minneapolis, Minn.

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.

Percolators, Coffee
Canadian General Eletric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pick Handles
J. H. Gelt Mfg. Co., St. Thomas, Ont.

Pidgeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Piston Rings
The Ever Tight Piston Ring Co., St. Louis, Mo.

Piston Rod Packing
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestos Co., Montreal, Que.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Ivor Johnson's Arms & Cycle Works, Fitchburg Mass.

Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.

Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal

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Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conducter
Canada Metal Co., Toronto

Planters, Corn
Otterville Mfg. Co., Otterville, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Barcalo Mfg. Co., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Plumbers' Tools
Barcalo Mfg. Co., Buffalo, N.Y.
J. H. Williams & Co., Brooklyn, N.Y.

Planes
Caverhill, Learmont & Co., Montreal
Stanley Rule & Level Co., New Britain, Conn.

Polishes
Vlit Mfg. Co., Montreal, Que.

Polishes, Auto and Furniture
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Vlit Mfg. Co., Montreal, Que.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pony Kars
J. E. Beauchamp & Co., Montreal, Que.

Post Hole Diggers
Otterville Mfg. Co., Otterville, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.

Powder, Gun
Hercules Powder Co., Delaware.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

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Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont
R. McDougall Co., Ltd., Galt.
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Pumps, Curb, for Oil and Gasoline
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North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

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R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
Canada Foundries & Forgings, Brockville
Stover Mfg. & Engine Co., Freeport, Ill.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
Rapid Radiators, Limited, Toronto, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal

Radiolite Watches
R. H. Ingersoll & Bro., Montreal, Que.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto
The Toronto Lock Mfg. Co., Toronto, Ont.

Rakes
Coleman Fare Box Co., Toronto.
Ward & Payne, Sheffield, Eng.

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Sheffield, Eng.

Reamers
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester Mass.

Rivets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Parmenter Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Roofing Cement and Paint
The Alpine Chemical Co., Ltd., Toronto.

Roofing, Ready
Bird & Son, Hamilton, Can.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.

Rope Grips
Coleman Fare Box Co., Toronto.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., North Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont
Fred Smith, Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass

Rules, Steel, Straight and Folding Rules, Folding Boxwood
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Spring Joint
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Sand Paper
United States Sand Paper Co., Williamsport, Pa

Sanitary Tissue Towels
E. B. Eddy & Co., Hull, Que.

Saddlery Hardware
McKinnon Industries, Ltd., St. Catharines.

Saws, Crosscut and Band
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Sawset
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Frys (London), Limited, London, Eng.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Victor Saw Works, Hamilton, Ont.

Scales
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canadian Fairbanks-Morse Co., Ltd., Montreal
Renfrew Machinery Co., Ltd., Renfrew, Ont

Scales, Machinists'
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.



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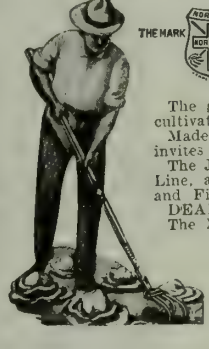
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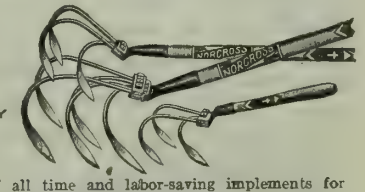
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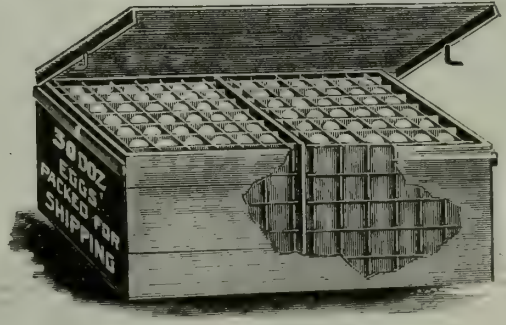
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Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Windows
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.
J. E. Beauchamp & Co., Montreal, Que.

Gorden Seats
J. E. Beauchamp & Co., Montreal, Que.

Seats, Fibre
J. E. Beauchamp & Co., Montreal, Que.

Separators
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
B. & S. H. Thompson, Montreal, Que.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.

Shovels, Snow
J. E. Beauchamp & Co., Montreal, Que.
Coleman Fare Box Co., Toronto.

Shingle Stains
The Alpine Chemical Co., Ltd., Toronto.
British America Paint Co., Ltd., Victoria, B.C.
Sturgeons, Ltd., Toronto.

Sifters, Ash
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Silver Plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Solder
J. E. Beauchamp & Co., Montreal, Que.
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Sleighs
J. E. Beauchamp & Co., Montreal, Que.

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.
Soren Bros., Toronto, Ont.

Soldering Paste
Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Anglo-Canadian Leather Co., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

Soot, Destroyer
Canada Witch Co., Ltd.
Moncrieff & Endress, Ltd., Winnipeg, Man.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.

Spark Plugs
The Canadian National Carbon Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Jas
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind
W. T. Evans, 1684 St. Urbain St., Montreal
Hyslop Bros., Toronto
The Lockwood-Ash Motor Co., Jackson, Mich.
Northern Electric Co., Ltd., Toronto
The Royal Canadian Specialties, Hamilton.
Sharp Spark Plug Co. Cleveland, Ohio
Walker, Vallance, Limited, Hamilton, Ont.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sporting Goods
J. E. Beauchamp & Co., Montreal, Que.

Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stable Pails
E. B. Eddy Co., Ltd., Hull, Que.

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Sturgeons, Ltd., Toronto.

Stampings
Coleman Fare Box Co., Toronto.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Stoneware
Medalta Stoneware, Ltd., Medicine Hat, Alta.

Store Fixtures
Cameron & Campbell, Toronto.

Stoves
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Gurney Foundry Co., Toronto
The Hamilton Stove & Heater Co., Hamilton, Ont.
Merchants Hardware Specialties, Ltd., Calgary
Record Foundry & Machine Co., Moncton, N B
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.
Royal Fireless Cooker Co., Ottawa, Ont.

Stoves, Gas and Coal
The Burrow, Stewart & Milne Co., Ltd., Hamilton Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Cold Rolled Band
J. E. Beauchamp & Co., Montreal, Que.
J. N. Warminton & Co., Montreal, Que.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Hamilton

Steel Wagon Hardware
McKinnon Industries, Ltd., St. [illegible] Ont

STUCCO BOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sulphite Fibre
E. B. Eddy Co., Ltd., Hull, Que.

Sweat Pads
American Pad & Textile Co., Chatham
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Tacks
Steel Co. of Canada, Ltd., Hamilton, Ont.

Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont
R. McDougall Co., Ltd., Galt, Ont.

Tanks, Galvanized Steel
Winnipeg Ceiling & Roofing Co., Winnipeg

Tanks, for Paint Oils, Oil, Gasoline, Kerosene, etc.
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Storage
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co. of Canada, Ltd., Dundas
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa

Tapping Attachments
Pratt & Whitney Co. of Canada, Ltd., Dundas
Wells Bros. of Canada, Galt

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tapes, Measuring, Steel and Woven
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Tents
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
Soren Bros., Toronto, Ont.

Tin Plate
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.
North American Hardware Co., Ltd., Montreal Q

Tires and Tubes, Automobile and Motor Truck
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
The Sterne Tire & Tube Co. of Canada, Ltd. Toronto, Ont.

Tire Patch
W. C. Wood Co., Minneapolis, Minn.

Automobile, Aeroplane, Bicycle, Carriage, Motorcycle, and Motor Trucks

Tires and Tubes,
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
W. C. Wood, Minneapolis, Minn.

Tire Repairs
W. C. Wood, Minneapolis, Minn.

Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Q
Kribs, Wm. A., Hespeler, Ont.

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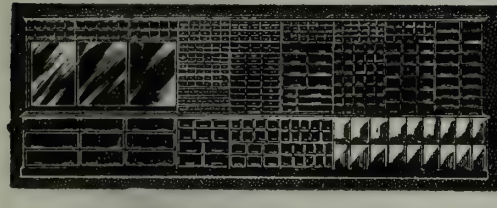
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E. B. Eddy Co., Ltd., Hull, Que.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

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Jas. Chesterman & Co., Ltd., Sheffield, Eng
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Jardine & Co., Ltd., A. B., Hespeler, Ont.
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North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.
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Tool Cabinets
Eagle Mfg. Co., Hamilton, Ont.

Tools, Garden
Coleman Fare Box Co., Toronto, Ont.
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Tools, Logging and Lumbering
Canadian Warren Axe & Tool Co., St. Catharines
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders
Williams & Co., J. H., Brooklyn, N.Y.

Toys
J. E. Beauchamp & Co., Montreal, Que.
Coleman Fare Box Co., Toronto.
The Crown Mfg. Co., Hamilton, Ont.

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Tools, Small
Pratt & Whitney Co. of Canada, Ltd., Dundas

Towel Bars
Kinzinger Bruce & Co., Niagara Falls, Ont

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
Oneida Community, Ltd., Niagara Falls, Ont

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Ward & Payne, Sheffield, Eng.

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Canadian Pneumatic Tool Co., Ltd., Montreal
Canada Foundries & Forgings, Brockville
Wm. Kribs, Hespeler, Ont.
John Watson Mfg. Co., Ltd., Winnipeg, Man

Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn

Truing Devices
Cleveland Stone Co., Cleveland, Ohio

Tube Rubber
K. and S. Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps
Canadian Tungsten Lamp Co., Hamilton, Ont.
Canadian Laco-Phillips Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
North American Hardware Co., Ltd., Montreal.
Vivid Electric Lamp Co., Toronto.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Tub Stands, Folding
Otterville Mfg. Co., Otterville, Ont.

Tube Rubber
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tumbler Holders
Kinsinger Bruce & Co., Niagara Falls, Ont.

Tubing, Brass
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd. Toronto
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto.

Tubing, Steel
Standard Tube & Fence Co., Woodstock

Turpentine
Brown Corporation, Portland, Maine.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont
Fred Smith, Toronto.

Twines
Consumers Cordage Co., Montreal
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Air
The Penberthy Injector Co., Ltd., Windsor, Ont

Valves, Brass
National Brass Co., London, Ont.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Standard, Globe, Angle and Check
Canadian Fairbanks-Morse Co., Montreal.
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Canadian Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Varnishes—Auto, Caoch, House, Marine
Berry Bros., Walkerville
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
Glidden Varnish Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal, Que.
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son, Montreal
R. C. Jamieson & Co., Montreal
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Stewart & Wood, Toronto.
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton

Vehicles, Business
Canadian Pneumatic Tool Co., Ltd., Montreal, Q

Veneer Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Ventillators, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn
Stover Mfg. & Engine Co., Freeport, Ill.

Vises, Chain Pipe
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
Adamson Mfg. Co., Hamilton
Northern Electric Co., Montreal
The Presto Patch Co., Toronto, Ont.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Gregg Mfg. Co., Ltd., Winnipeg, Man
The Steel Co. of Canada, Ltd., Hamilton, Ont

Wagon Woodwork
West-Woods, Ltd., Winnipeg, Man.

Wallboard
Bishopric Wall Board Co., Ltd., Ottawa, Ont

Wall Finish
British America Paint Co., Ltd., Victoria, B.C.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill

Washers
Beauchamp & Co., J. E., Montreal, Que.
DesRochers, Ltd., Montreal, P.Q
C. Kloepfer, Ltd., Toronto
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
Otterville Mfg. Co., Otterville, Ont
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd. Toronto

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa
Dowswell, Lees & Co., Hamilton.
Great West Electric Co., Ltd., Winnipeg, Man
The Hurley Machine Co., Ltd., Toronto.
Kribs, Wm., Hespeler, Ont.
Maytag Co., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Nineteen Hundred Washer Co., Toronto, Ont.
Northern Electric Co., Montreal

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
E. Pullan Waste & Wipers Co., Toronto
Scythes & Co., Ltd., Toronto
Wilkinson & Kompass, Hamilton

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy & Co., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont

Watches
R. H. Ingersoll & Bro., Montreal, Que.

Watch Specialties
R. H. Ingersoll & Bro., Montreal, Que.

Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canadian Warren Axe & Tool Co., St. Catharines, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto
Spramotor Co., London, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheelbarrows
Erie Iron Works, Ltd., St. Thomas, Ont.

Wheelbarrows (Steel)
Bateman, Wilkinson Co., Ltd., Toronto, Ont.

Wheels, Well
J. E. Beauchamp & Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wheeled Goods
The Crown Mfg. Co., Hamilton, Ont.

Whips
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The Penberthy Injector Co., Ltd., Windsor, Ont.

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Frothingham & Workman, Montreal
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal
Merrick Anderson Co., Winnipeg, Man.
Miller-Morse Co., Winnipeg, Man.
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Rice, Lewis & Sons, Ltd., Toronto
White's, Ltd., Collingwood, Ont.

Windshield Cleaner
The Outlook Co., Cleveland, Ohio.

White Lead
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
McArthur Irwin, Montreal
Stewart & Wood, Toronto.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont

Wipers
Scythes & Co., Ltd., Toronto, Ont.
E. Pullan Waste & Wipers Co., Toronto.

Wire
Canadian Tube & Iron Co., Ltd., Montreal
Canada Wire & Iron Goods Co., Hamilton, Ont
Caverhill, Learmont & Co., Montreal
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Montreal
Northern Bolt Screw & Wire Co., Owen Sound
The Steel Co. of Canada, Ltd., Hamilton, Ont
Western Wire & Nail Co., London

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
B. Greening Wire Cloth Co., Ltd., Hamilton.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal

Wire, Hay
Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Wood, Ground
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Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex. McArthur & Co., Montreal, Que.

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J. H. Williams Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Wrench Sets
Williams & Co., J. H., Brooklyn, N.Y.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
Spielman Agencies, Montreal

Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal

Wrought Washers
The Union Iron & Metal Co., Ltd., Toronto.

Wringers, Hand and Power
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal
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Dowswell, Lees & Co., Hamilton.
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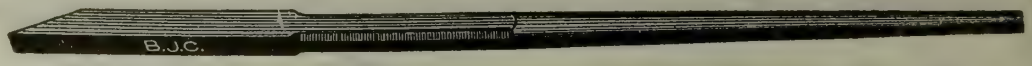
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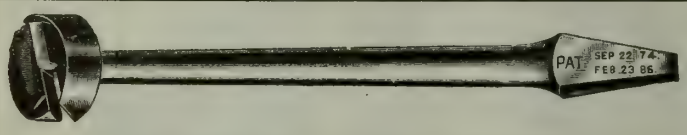
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CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

The Greatest Cleanser and Abrasive On Earth!



AMERICAN STEEL WOOL cleans, smooths and polishes anything and everything. It does the work of pumice, sandpaper, pastes, powders or home cleansers and does it better, quicker and at a far lower cost. Below are a few of the purposes to which it is being applied with wonderful success.

AMERICAN STEEL WOOL

IN THE HOUSEHOLD:
Hotel, Institution and Public Building:
American Steel Wool is the housewife's best friend. Saves the hands—no gloves needed. Saves time and energy, too. It's the aluminum cleanser par excellence.
Grade No. 0 is used to thoroughly cleanse and impart a slick, shining polish to aluminum, Pyrex, copper, brass, glassware, enamel. Also to clean and polish crockery, bric-a-brac, marble ornaments and glassware. Gets into the corners and crevices of cut glass and leaves gleaming glassware. Excellent for removing rust, grease, food and scratch-marks from cutlery and chafing dishes, for polishing brass bells, ornaments, bath-room fixtures. Grade No. 00 is best for sprucing up a coat of enamel, paint or varnish, for removing stains and brightening up parquet floors, hard and iron floors. Grade No. 1 is invaluable for removing stains and water marks from porcelain bath tubs, basins, toilets, sinks and refrigerators. Use it for cleaning earthenware. Grade No. 2 for linoleum floors. Nos. 3 and 4 are just right for removing grease, soot, burnt food, rust and deposits of all kinds from stoves, gas and oil heaters, radiators, ovens, sinks, rough tubs, garbage cans, exposed pipes and flues. American Steel Wool beats everything for cleaning windows, glass doors, store fronts and show cases.

METAL INDUSTRIES:
For Japanning, Plating, Moulding, etc. American Steel Wool is rapidly displacing emery cloth, sandpaper and pumice.

IN THE PLATING ROOM:
American Steel Wool used on Nickel, Copper and Brass can be absolutely relied upon to make a clean all-round job. For taking off rust and tarnish on hollow ware it never fails to accomplish results. American Steel Wool is ideal for removing nickel from articles that have peeled and left a smooth surface to renickel. If there are brass signs, plates, railings, machine parts, use a wad of American Steel Wool to polish up.

FOR BUILDING TRADES:
Wood Work. American Steel Wool can't be beat for removing deep scratches, tool marks, stains and bruises. For rounding off and shaping woodwork. For smoothing rough surfaces. For rubbing down surfaces preparatory to painting, varnishing. For removing blisters from woodwork before applying first coat. For removing surface stains from parquet and hardwood floors, panelling and wainscotting.

IN THE FACTORY, SHOP AND GARAGE:
American Steel Wool is wonderful effective on all surfaces and on all materials, metals and non-metals. Invaluable wherever there are vats, caldrons, cisterns, kettles, hoppers, etc. Readily adapts itself to corners and crevices. Can be used to the last particle—thus its vast economy.

FOR RUBBER TIRE FACTORIES:
The value of American Steel Wool is attested by its use in the largest rubber factories in America, in making tires, also in cleaning moulds.

FOR RAIDROAD USES:
American Steel Wool can't be beat for cleaning signal lamps, also for polishing and brightening brass work, railings, car door knobs, windows, etc.

PAINTERS, VARNISHERS AND WOODWORKERS:
American Steel Wool is regarded as a necessity in fine cabinet work, such as pianos, graphophones, art and china cabinets, etc. It can't be excelled for cleaning, refinishing and reviving parquet and all hardwood floors. For removing old coats of paint, enamel, varnish, japan from boats, floors, bowling alleys, furniture, metal roofs, ceilings, automobiles, before giving a fresh coat of paint or varnish.

There's a Grade of American Steel Wool for Every Purpose.

American Steel Wool is available in fine grades from No. 0 for finer cleaning to Nos. 2-3 for rough work. Comes in small and large packages for household uses. Also sold in 100 pound bales for manufacturing and industrial uses.



Small Household Package

Write Now For Samples and Prices.
Tell us what lines you sell to and we will send you samples and prices. Remember American Steel Wool is the coming abrasive. Nothing can compare with it in getting results. Your customers want that kind. So send for samples now.

AMERICAN STEEL WOOL MFG., CO. Inc.
451-453 GREENWICH ST., NEW YORK CITY
Western Canada A. E. HINDS & CO., Galt Bldg. Winnipeg, Man.
Eastern Canada: W. J. CHAMBERS & CO., 43 Scott Street, Toronto, Ont.





WHY have our sales increased 200% over last year?

BECAUSE our prices, quality equal, are 10% lower than others

OUR GRADES

Colored---1B, 1A, 7, 1, 5

White---Jap, XC, X, XX, XXX

ACME WASTE MFG. CO.
LIMITED
482 WELLINGTON ST. W., TORONTO
5 Queen Street, Montreal 810 Confederation Life Bldg., Winnipeg

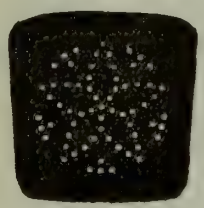
C. KLOEPFER, LIMITED
Edward Halloran, General Manager
44-50 Wellington St. East, TORONTO
Factory at Guelph, Ont.

We solicit your enquiries on—

IRON and STEEL

CARRIAGE HARDWARE and AUTOMOBILE ACCESSORIES
BLACKSMITHS' HARDWARE and SUPPLIES, Etc.

Prompt attention and quick delivery assured.



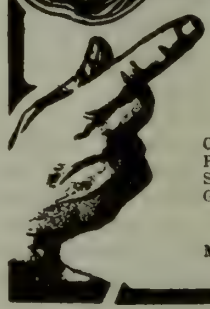
J.E.B. Quality CO.

Ideal Veneer Chair Seats

Of all sizes and styles. Write for our Catalogue A.

J. E. Beauchamp & Co., Montreal
Agents at Vancouver, Winnipeg, Toronto, Quebec, St. John, New York

GERMANTOWN
LAMPBLACK

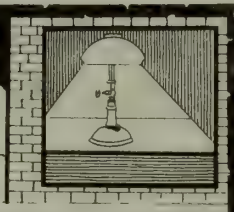


THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.
Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.
Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

Dixon Safetee Lamp



DIXON'S SAFETEE LAMP
—a real home light for Rural Canada.
Safe, practical, efficient. Operates with gasoline. Lights with ordinary matches.
A money-maker for the hardware dealer. Order your stock now.

The Hamilton Gas Mantle Company, Limited
TORONTO Head Office and Factory: HAMILTON, CANADA MONTREAL

BUR-NOR HATCHETS
WITH STEEL HANDLES

A Handle that doesn't break.
A Blade that keeps its temper.

15 Different Styles.

Make inquiries to-day about it.

BURGESS-NORTON MFG. CO.
GENEVA, ILL.

Representatives for Quebec and the Maritime Provinces:
HARDWARE AGENCIES, SOUTHAM BUILDING, MONTREAL

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

R. JOHNSON, CLAPHAM & MORRIS, LTD.
HARDWARE FACTORS
24-26 LEVER STREET
MANCHESTER - ENGLAND

Invite correspondence direct from Canadian Manufacturers of Builder's Hardware, Woodenware, Handles, Shelf and Heavy Hardware for immediate purchase and shipment to the British Market.

Address all correspondence to

Mr. R. A. COWMAN, c/o. the above Company

Look for the full name

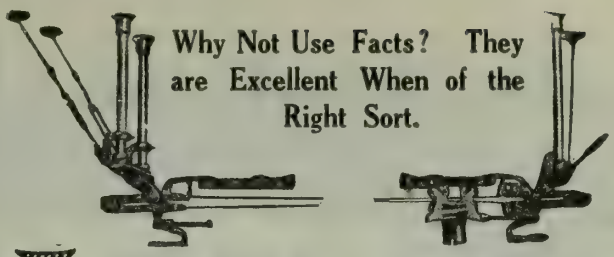
Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.
CHESTER, CONN., U.S.A.



Why Not Use Facts? They are Excellent When of the Right Sort.

Then why not have your store equipped with the best and latest time and labor-saving devices? Our cash carrier service will afford one of them. The merchant without it is losing more dollars in one year than are required to defray its cost. Your money, by it, would be sent to the office, where it properly belongs.

Our circular—full of information—will tell you more about it, and a post card costs but two cents to enable you to get it.

GIPE-HAZARD STORE SERVICE CO., LTD.,
Toronto, Ontario, Canada

We Carry a Complete Stock of Thomas Goldsworthy & Sons

"GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

Prices on Application. *Immediate Shipment*

JAMES HUTTON & CO.
706 Shaughnessy Building - MONTREAL

Get Ready for Official Peace Celebration

All Wool Bunting **FLAGS** *Write for Prices*

OF ALL NATIONS NOW IN STOCK

FINNIE & MURRAY, LTD.
WINNIPEG, MANITOBA
Manufacturers of Tents and all Canvas Goods

GLUE
IN PACKAGES

Put up in the way that best appeals to the people—that's "Brantford" GLUE

It's an all 'round glue and makes good profits for dealers.
In ¼, ½ and 1 lb. packages at your jobbers.

CANADA GLUE CO., Limited, Brantford, Ont.

Canada Wire and Iron Goods Co.

Manufacturers of Wire Cloth, Perforated Sheet Metals, Metal Lockers and Wire Work. Fireplace Screens.

Hamilton - - Canada



Bolts

We have a large stock of **Carriage and Machine Bolts** and **Coach Screws, Rivets, Nuts and Washers,** from which we can fill all orders immediately.
Prompt Shipments. Reasonable Prices.

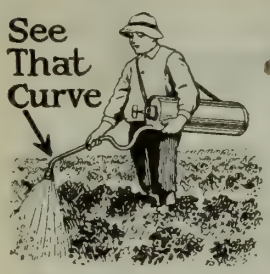
London Bolt & Hinge Works
LONDON, CANADA

EXCELSIOR
Wood Packing

Manufacturers and Jobbers Using EXCELSIOR
Write Us for Prices.

RANKIN & CO., LIMITED
1535 Dundas St. W., Toronto, Ontario

Exceptional Selling Features



are shown in this new hand sprayer. The curve in the lance takes the place of the curve in your back when using an ordinary sprayer.

The O-K-Spra

is also equipped with the efficiency non-clog nozzle. This has a thimble-shaped strainer which prevents clogging and will keep in action longer without attention than any other sprayer.

Write for information

Canadian Potato Machinery Co., Ltd.
Stone Road -- Galt, Ont.

The O en Sound Wire Fence Co.

LIMITED
OWEN SOUND, ONTARIO

Manufacturers of
FARM FENCING
LAWN ,,
POULTRY ,,
Gates and Stretchers

Write for Catalogue and Prices.

Standard Tube & Fence Co., Ltd.

Manufacturers of

STEEL TUBING—

Butted and Welded, for structural work and all kinds of manufacturing purposes. Sizes ⅜" to 2", 14 to 20 Gauge.

Galvanized Wire and Woven Wire Fencing.
Steel Tube Fence Posts, Farm Gates, etc.

WOODSTOCK ONTARIO

Live Salesman

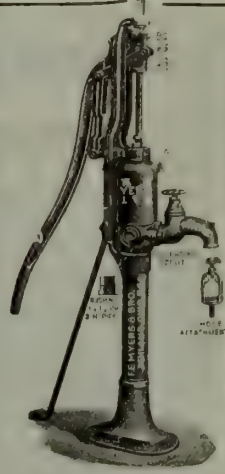
You will find that live retail salesmen invariably read Hardware and Metal each week. You can reach the best retail salesmen in Canada through the "Wanted" page of HARDWARE AND METAL.

MILBRADT LADDERS



are made in many styles and to fit all kinds of shelving. Write to J. H. Ashdown Hdwe. Co., Ltd., Winnipeg; Marshall - Wells Co., Ltd., Winnipeg, or direct for catalog and prices.

John Calander Mfg. Co.
155 E. 13th Street
St. Paul, Minn., U.S.A.



MYERS
Hand and Power
PUMPS

Wherever there is a demand for Hand, Windmill or Power Pumps — the sale of Myers' Pumps for every purpose is an attractive and profitable proposition for dealers. Nearly fifty years on the market, sold everywhere, they have the qualities which produce sales. Leading Canadian jobbers can supply you with MYERS' PUMPS. Ask them or write us. 550-page Catalog on request.

F. E. Myers & Bro.
Ashland, Ohio

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



STEP LADDERS

Two Styles. All Lengths

Curtain Stretchers
Tub Stands Ironing Boards
Clothes Bars
Quilting Frames, etc.

Hand Corn Planters
Drive Well Points
Post Hole Diggers, etc.

Ask for Catalogue

Otterville Manufacturing Co.
OTTERVILLE



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

"WELLINGTON"

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

AGENTS:
Geo. B. Jenkinson, 78 Wellington Street North, Hamilton, Ont., and J. E. Huxley & Co., 220 McDermid Street, Winnipeg.

WHEN WRITING TO ADVERTISERS KINDLY MENTION THIS PAPER

More than 260,000 Customers

There are more than a quarter of a million motor vehicles in Canada. Most of these are lubricated by Polarine. Mark your store with the Red Ball Sign and put Polarine into your show windows. The results will speak for themselves. Stock the full Polarine line and give every customer the right lubricant. That is the way to create customers that come back.

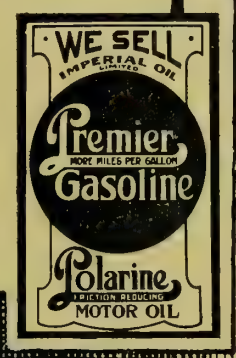
Use the slogan "Polarine Makes a Good Car Better" and tie your store up to Polarine advertising. There is 33 1-3% or more profit in every Polarine sale you make.

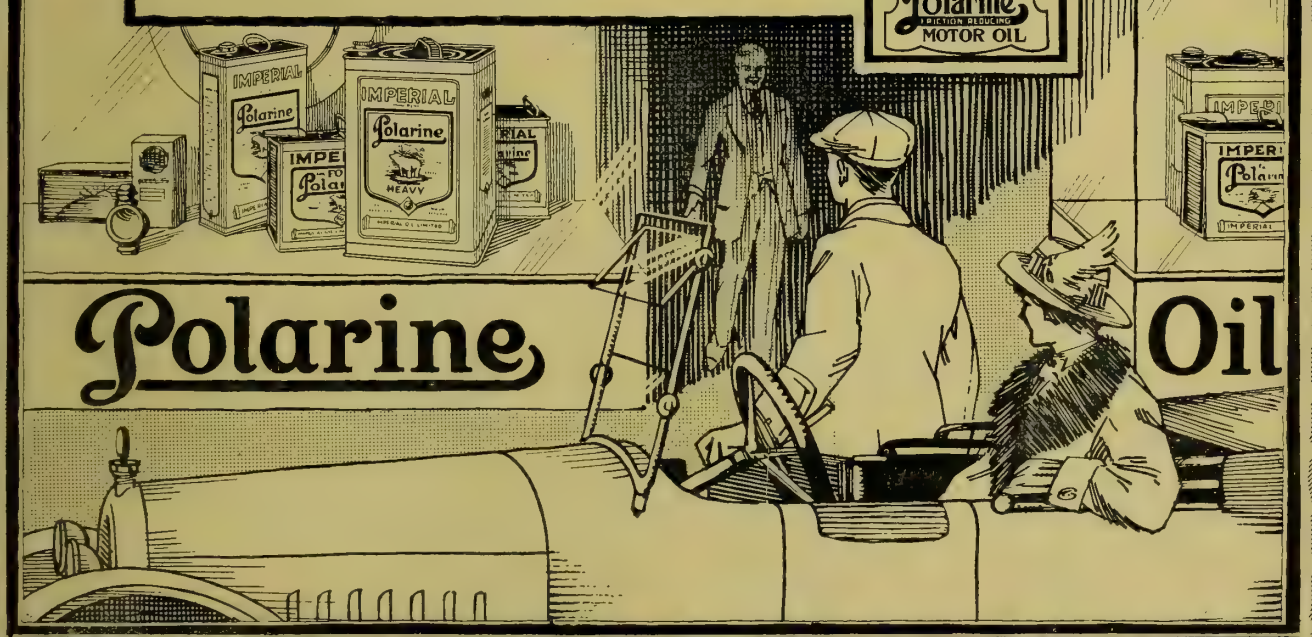
Two grades of Polarine for cylinder and engine lubrication —Polarine and Polarine heavy. Polarine lubricants for every other bearing and moving part also.

Polarine comes in sealed cans, half gallon, one gallon and four-gallon and in twelve and a half-gallon steel kegs, half-barrels and barrels.

If you have not put in a stock of Polarine you should investigate our dealer proposition.

Write our Branch near you, or write us at 56 Church Street, Toronto, Ontario.





Polarine Oil

IMPERIAL OIL LIMITED

Manufacturers & Marketers of POLARINE MOTOR OILS & GREASES

Marketers of *Gargoyle Mobiloils* in Canada

BRANCHES IN ALL CITIES

Turn Your Oil Losses Into Profits

In handling Motor Oils or any kind of oils, the old-fashioned way, barrel and spigot method, losses are inevitable.

There shrinkage, leakage, seepage, waste, in filling measures or cans. You cannot keep your oils clean, your store clean or yourself clean.

A Gilbert & Barker T-230 Outfit, single or in battery form, is a positive insurance against waste and inefficiency.

The installation of a G. & B. T-230 Outfit has made it possible for hundreds of dealers to build up a **profitable** business in oils.

If you have a T-230 it pays for itself—quickly.

If you haven't a T-230 you are paying for it in losses of oil, time, labor, business.

Last year your best investment was a Victory Bond—or a dozen.

To-day your best investment is a T-230—or a battery.

Bulletin 52 tells the story

Today is a better day than tomorrow—write



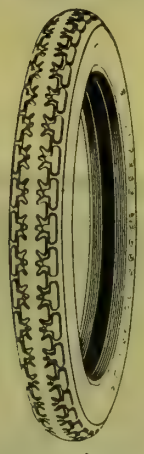
GILBERT & BARKER MFG. CO.

Established 1865

SPRINGFIELD, MASS. - U.S.A.

IMPERIAL OIL, LIMITED, Canadian Distributors

BRANCHES IN ALL CITIES



**Note the latest improvement—
the "continuous" Tread**

Hardware Men—— Have You Seen the

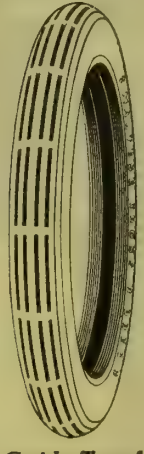
new 1919 "continuous" Non-Skid Tread on the latest Maltese Cross Tire? It is a feature you should get posted on so as to show it to your customers. It prolongs the life and mileage of the tire, and is the most important improvement in Non-Skid Tires in many years. Write us if our salesman has not yet shown you this new feature.

MALTESE CROSS TIRES



Paragon Tread

Maltese Cross Inner Tubes
Maltese Cross Blow-out Patches
Maltese Cross Cementless Patches
Maltese Cross Lace-on Boots
Maltese Cross Hook-on Boots
Maltese Cross Pedal Rubbers
Maltese Cross Mats for Ford Cars



Guide Tread

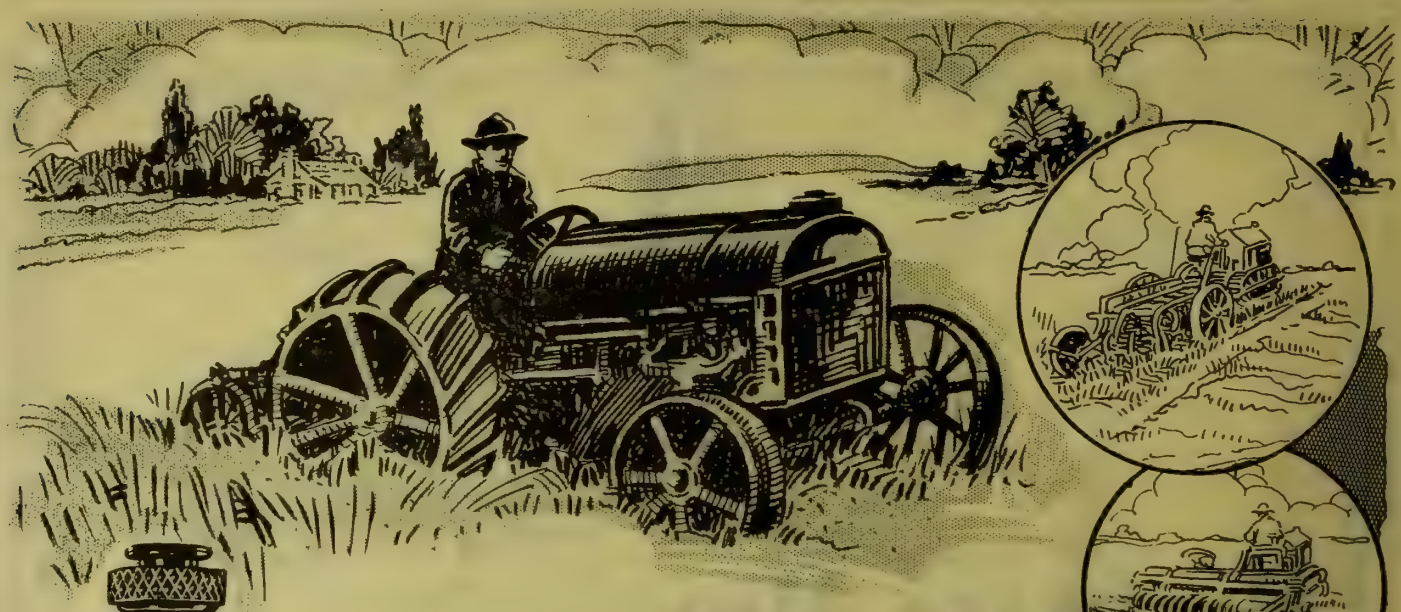
Write for prices and full particulars

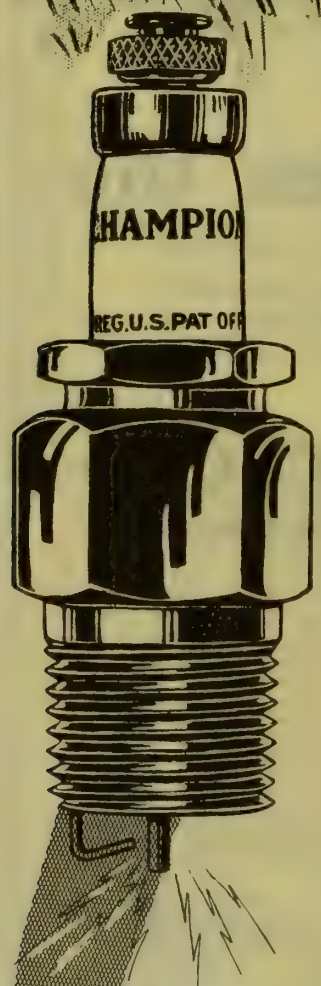
Gutta Percha & Rubber, Limited

Manufacturers of all kinds of Rubber Goods, Tires, Accessories, etc.

Head Office and Factories: TORONTO

Branches: Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Lethbridge, Vancouver, Victoria.





Your Farmer Customers Will Insist on

Champion

Fordson Tractor Plugs

Through the necessity for increased production and labor shortage the tractor has attained its rightful place in agriculture.

Fordson Tractors have taken their places in the agricultural life of Canada and wherever Fordson Tractors are used the proper spark plugs are Champion Fordson Tractor Plugs. Link up your business with this new and increasing element in the spark plug field.

Many of your farmer customers own Fords and other Champion-equipped cars and recognize in Champions the Spark plugs that give efficient, dependable and economical service.

It is only natural that they will insist on Champion Spark Plugs on their tractors. Add to your stock of Champion Fordson Plugs. They are equipment on Fordson Tractors and meet every requirement of other tractors using standard half-inch plugs.

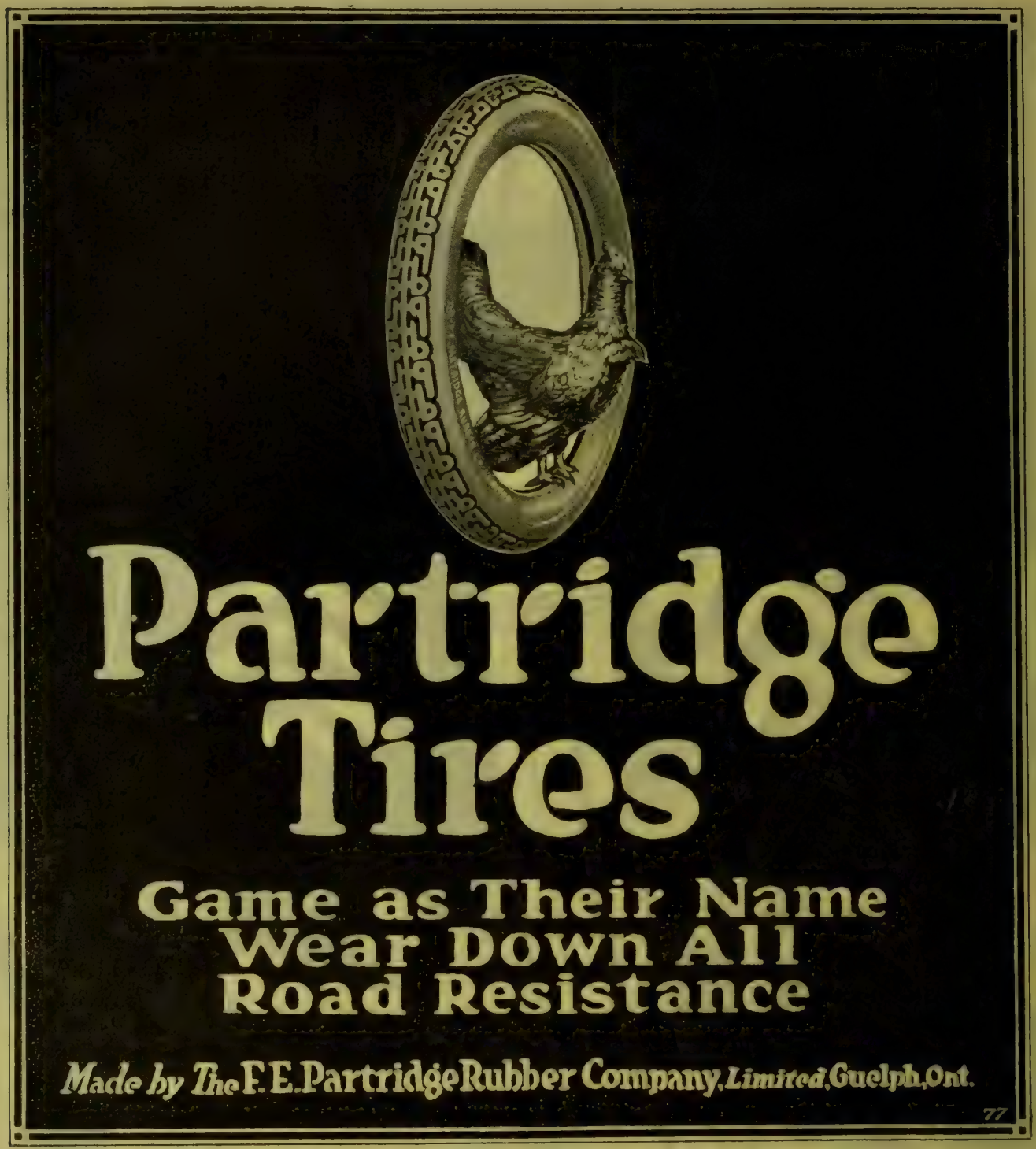
Be ready for the tractor business which will bring to your store the farmers who are an important element in the motor accessory business. Order a supply of Fordson Tractor Plugs from your jobber that you may be able to give your customers a complete service.

Champion Spark Plug Co. of Canada, Limited

WINDSOR - ONTARIO



DUNLOP TRACTION TREAD



The advertisement shown above is No. 3 of a series that will appear during 1919 in newspapers and magazines from Coast to Coast. Hardware dealers can profit by this advertising by placing an order at once with any of the following distributors:

E. T. Black Tire Company - - Vancouver, B.C.	The Marks-Clavett-Dobie Co., Ltd., Port Arthur, Ont.
Border City Auto Supply Co. - - Windsor, Ont.	Marshall-Wells Co., Ltd. - - Winnipeg, Man.
The Chapin Company - - - Calgary, Alta.	Marshall-Wells Alberta Co., Ltd. - Edmonton, Alta.
The Canada Auto Devices Co. - - London, Ont.	Ontario Auto Spring & Supply Co. - Guelph, Ont.
Edwin Chown & Son - - - Kingston, Ont.	Thomas Plimley - - - - - Victoria, B.C.
Cragg Bros. Co., Ltd. - - - Halifax, N.S.	Summer Company - - - Moncton, N.B.
Hugh Carson Co., Ltd. - - - Ottawa, Ont.	Samuel Trees & Co., Ltd. - - Toronto, Ont.
G. L. Griffith & Son - - - Stratford, Ont.	The United Automobile Tire Co., Ltd., St. John, N.B.
Lamontagne, Ltd. - - - Montreal, Que.	Wilson Auto Specialties Co. - Hamilton, Ont.

DUTCH BRAND

PRODUCTS

RUBBER CEMENTS AND CHEMICAL SPECIALTIES

FOR MOTORISTS AND CYCLISTS

There's a **Dutch Brand** product to fill the desire of every motor-cycle owner entering your store. You can sell from one to five or more items at one time. The high quality and reliable usefulness of **Dutch Brand Products** is your assurance of more sales and greater profits.

"Keeping Down the Upkeep"

is the title of our new, handsomely illustrated catalogue, sent free on request. It will tell you all about this great line and will enable you to place your spring order with as much ease as if you had the actual samples before you. It is illustrated in the attractive orange, white and blue of the packages themselves. We are holding a copy for you. Write for it to-day.

Leaders in the DUTCH BRAND line are Auto and Cycle Patching Cement, 2-in-1 Tread Filler, Rubber Seal, Vulcanizing Cement, Radiator Seal Compound, Carbo-Cide, Valve Grinding Compound, Gasket Shellac, Varni-Brite (a polish), Tire Talc, Friction Tape, Tire Fluid, Graphites, etc.

Order through your jobber or write us direct



VAN CLEEF BROS.

Manufacturers Dutch Brand Rubber Cements and Auto Chemical Specialties

7701-7711 Woodlawn Avenue **Chicago, Illinois**



OFF
Marquette Tire Tool

OFF WITH THE OLD

BE ON YOUR TOES

FOR SPRING TRADE

Our stock of **Automobile Accessories** is a new stock.

COMPLETE, CLEAN, VARIED

Selected with Quality as the first consideration.

DEALERS! SEE OUR SALESMEN

Our salesmen are now covering the Prairie Provinces with a full line of Automobile Supplies: Springs, Wheels, Tire Accessories, Radiator and Engine Supplies, Tire Chains, Shock Absorbers, Bumpers, Car Equipment Specialties, and Garage Appliances.

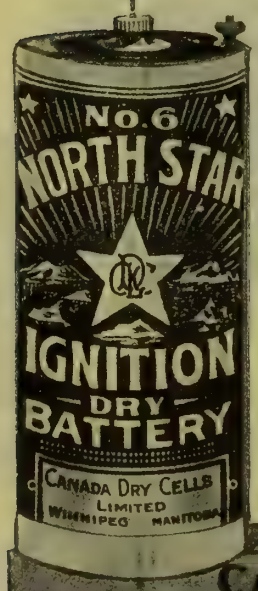
Write us for Prices.

D. ACKLAND & SON, LIMITED

WINNIPEG

Our Specialties Carry the Punch that Sells





Quality Batteries at Reasonable Prices and Good Profits

The superior construction and quality of North Star Batteries will steadily pull sales and increase business for *you* by the repeat order route.

All good jobbers sell them.

CANADA DRY CELLS, LIMITED, WINNIPEG, CANADA

ANNOUNCING THE

H & R Self-Loading (Automatic) Pistol

Caliber .32 (765 M/M)



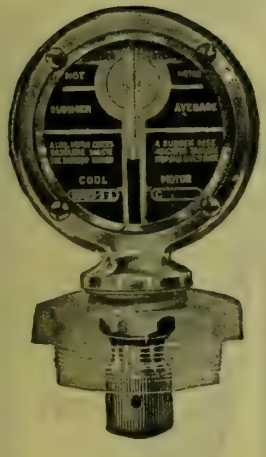
A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

LEADING HARDWARE AND SPORTING GOODS JOBBERS CAN SUPPLY.

HARRINGTON & RICHARDSON ARMS COMPANY

715 PARK AVENUE, WORCESTER, MASS., U.S.A.



It is Cheaper to Prevent Trouble than to Cure it

The BOYCE MOTOMETER installed on a car insures safety in operation. No driver, not even an expert, can absolutely guess at motor temperatures. And a Boyce Motometer installed on a car absolutely demonstrates this fact the first day it is installed.

It immediately detects motor troubles, such as overheated engines, lack of oil, radiator leaks, any defects in the circulating systems, improper carburetor adjustment, and like troubles, and gives warning in ample time to avoid serious injury, with its consequent expensive repairs.

WHEN THERE IS TROUBLE THE MOTOMETER SAYS—STOP!

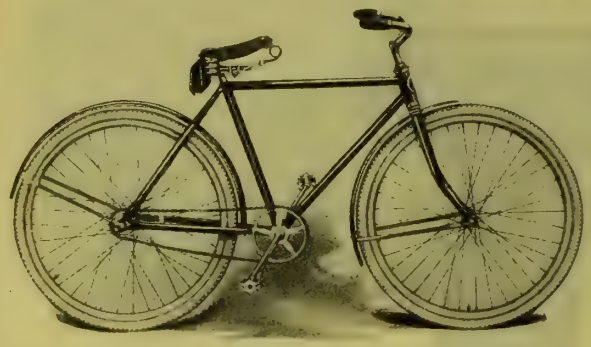
Send for descriptive booklet, "What Every Car Owner Should Know," and complete information.

GREAT WEST ELECTRIC CO., LIMITED

WINNIPEG

Distributors of Laco Tungsten and Nitro Lamps

HYSLOP BICYCLES



The Bicycle is more than coming to its own. Its popularity is growing beyond our most sanguine expectations, and the 1919 sales will eclipse anything in previous years.

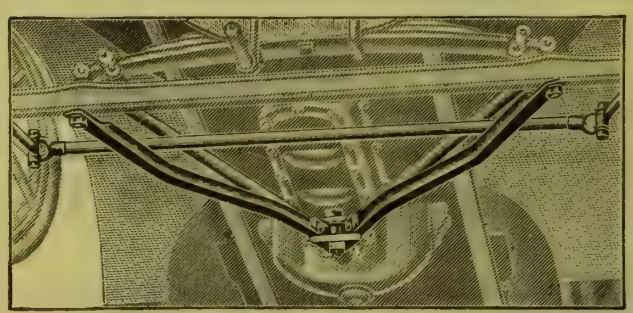
Are you, Mr. Dealer, prepared with a sufficiently large stock to meet the overwhelming demand this season will make upon you?

Our new 1919 Bicycle Catalogue is just off the press, and you will find therein the newest and up-to-the-minute models. If you haven't received a copy a postal card will bring you one.

WHOLESALE ONLY

HYSLOP BROTHERS LIMITED

Shuter and Victoria Streets **TORONTO, ONTARIO**





Big Opportunity To Sell To Owners of Small Cars

SUB-RADIUS ROD.—A boon to small car owners. Prevents rods from breaking or bending and eliminates chance of accidents. Stops vibration. Simple, dependable, durable.

Rear Axle Truss.—Prevents rear axle housing from sagging or being thrown out of line. No extra fittings, no holes to drill, all ready to easily adjust.

These accessories are money makers. Write direct or see your jobber.

LINE & KIMBALL CO.

Manufacturers of Auto Accessories

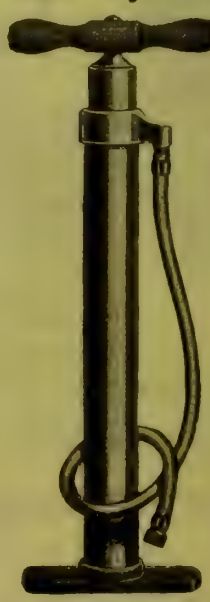
Moose Jaw **Saskatchewan**

Insist on Getting

A

Tallman Two Cylinder Double Action Pump

Easy on Your Back



Saves Your Tires

Tallman Brass & Metal Limited

HAMILTON, ONT.

CLASCO

This Trade-Mark is a guarantee of Highest Quality and Workmanship

We specialize in, and our Plant is fully equipped to produce

STEEL and BRASS STAMPINGS of all kinds

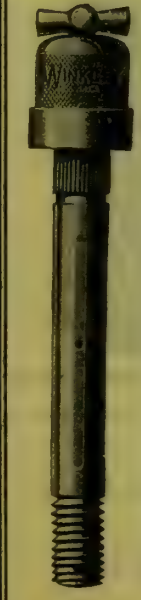
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CANADIAN LAMP & STAMPING CO., LIMITED

Makers of the celebrated CLASCO Lamps for Motor Cars

FORD CITY, ONTARIO

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins





"Oil Cup"



"Ratchet"





"D"





"M"

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR, ONT.

From A to Z

VERY little verbal argument is necessary to effect a sale in the case of

"SPHINX"

England's Most Durable Plug

Interest is at once created nthe attractive green metal box wit- the ingenious sealing band per mitting the lid to be opened and the identification card to be perused. The sterling merits of the plug enclosed are vouched for by the Guarantee, unequivocal and without time limit, printed plainly on the box.

It is easy to sell Sphinx Plugs—and profitable. I shall be pleased to quote and to send you litera ture on request.

Sole Agent for Dominion: Wm. T. Evans, 1684 St. Urbain St., Montreal

Manufacturers: Sphinx Mfg. Co., Birmingham, England



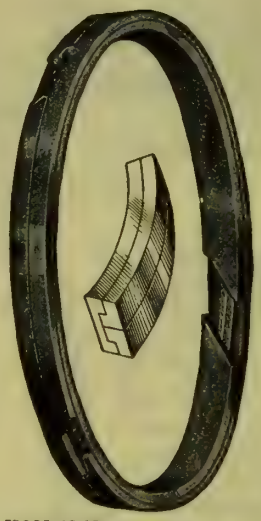
'SPHINX'

England's most Durable Plug

Ever-Tyte PISTON RINGS

B79

READ THIS GUARANTEE:—



We guarantee ***EVER-TYTE*** Piston Rings to produce higher compression, develop more power, and use less fuel and lubricating oil than any other piston ring; and we will return the full purchase price to any purchaser upon the return of rings, if they fail to meet the conditions of this guarantee after six months actual service—provided the cylinders are not scored, nor badly warped and the motor is fully equipped with ***EVER-TYTE Piston Rings.***

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GREAT WEST ELECTRIC CO., Ltd., Winnipeg, Manitoba
MERRICK-ANDERSON, Ltd., Winnipeg, Manitoba
MILLER-MORSE HARDWARE CO., Ltd., Winnipeg, Manitoba
PRAIRIE MOTOR SALES CO., Ltd., Moose Jaw, Sask.
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WALKER-VALLANCE, Ltd., Hamilton, Ont.
WOOD, VALLANCE & ADAMS, Ltd., Calgary, Alberta

F. G. MAXWELL & CO., Canadian Representatives
WINNIPEG, MANITOBA

MADE BY
THE EVER TIGHT PISTON RING CO.
3124 LOCUST STREET, ST. LOUIS, MO., U.S.A.

The right-angle interlock is your safeguard



H&M. 12-18

MADE IN CANADA

BUFFALO OILS

Special Cylinder Oil for Steam Engines
Harness Oil. Neatsfoot Oil
A Gas Engine Oil (for gasoline engines).
Tractorlene Oil (for oil burning engines).
Ideal Thresher's Machines Oil (for general use).
Automobile Oil and Transmission Greases.



These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

EASY MONEY FOR DEALERS
BY SELLING

Presto Patch
5-Minute Vulcanizer

Every Machine Guaranteed

SO SIMPLE SO PERFECT
NO GASOLINE NO CEMENT

Patches Made in 3 Sizes

PRESTO PATCH CO.
122 VICTORIA ST. - TORONTO



Sell this Vest Pocket Lock for Chevrolet Cars

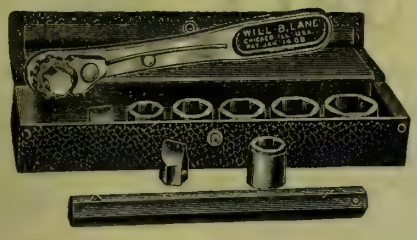
Every Chevrolet owner will want this lock. Easy and simple to operate. Inexpensive.

Dealers, write us.

Manufactured by
HOMER & WILSON
1-5 Lancaster Street, HAMILTON



LANE'S HANDY AUTO RATCHET TOOLS



FORD SET

Contains—1 Handle, 7 inches in length; 2 Screw Driver Bits; 1 Extension Bar, 6 inches in length; 6 Sockets to fit all nuts and bolt heads on Ford cars, including the cylinder head. Put up in strong leatherette case. Weight 22 ounces.



STANDARD SET

Contains—1 Handle, 7 inches in length; 2 Screw Driver Bits; 7 Sockets to fit all size nuts in: U.S. Standard from ¼ inch bolt to ½ inch bolt; S.A.E. Standard from 5-16 inch bolt to 11-16 inch bolt. Cap screws from 5-16 inch bolt to ⅝ inch bolt. Put up in strong leatherette case. Weight 18 ounces.

The **"Standard"** and **"Ford"** Sets of the Lane **"Unique"** Ratchet Wrench and the Lane **"Super-Unique" Ratchet** Wrench Set, together with the Lane **"Unique"** Off-Set Ratchet Screw Driver, present unusual selling opportunities for the dealer.

All Lane's Ratchet Tools are durable products. Machine-made, sockets turned from Grade "A" cold rolled steel, case hardened, Pawl and Ratchet Wheels milled, handles drop-forged and case hardened.

Their ability to perform tasks, where other wrenches fail, make them easy to sell.

Your jobber has them.

Manufactured by

WILL B. LANE

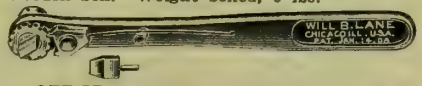
180 N. Dearborn St.

CHICAGO, ILL.



SUPER-UNIQUE SET

Contains—1 Drop Forged Handle, 9 inches in length; 1 Extension Bar, 8 inches in length with thimble attached; 15 Hexagon Sockets to fit all size nuts within 7-16 to 1¼ inches **broached opening.** The sockets fit all S.A.E. standards from ¼ to ⅞ inches. U.S. standards from 3-16 to ¾ inches (bolt). Cap screw sizes from ¼ to 1 inch. Put up in strong wooden box. Weight boxed, 6 lbs.



OFF-SET RATCHET SCREW DRIVER

Consists of—1 Six-inch Drop Forged Handle, polished and case-hardened; 2 Size accurately milled Screw Driver Bits made from the highest grade screw driver steel and oil tempered. Bits are interchangeable and can be removed and replaced in one second. This article is fully warranted. Weight in paper box, five ounces.



A LOGICAL SOLUTION OF MOTOR TROUBLES

Stock the **GILL Piston Ring** and thus be able to better serve your customers.

Made from single piece castings of special fine gray iron, accurately machined. The easiest piston ring on the market to-day to install. A self-fitting ring of sturdy construction, with a distinct joint forming a seal against the escape of gas, oil getting into the combustion chamber, and excessive carbon.

Gives maximum power at minimum cost.

For Tractors, Trucks and Pleasure Cars.

At all leading Wholesale Hardwares.

The Canadian General Electric Co. carry Gill Piston Rings at all their branches.

Manufactured in Canada by

Brown Engineering Corp., Ltd.

415-19 King St. West, Toronto, Ont.

ADVERTISING to be successful does not necessarily have to produce a basketful of inquiries every day.

The best advertising is the kind that leaves an indelible, ineffaceable impression of the goods advertised on the minds of the greatest possible number of probable buyers, present and future.

BUDDIE'S SPECIAL CAR

A profitable line that every dealer should handle.



Buddie's Special Car is so strong and durably made that it gives an unusual length of service to the purchaser. It has Steel Bearings, one-piece solid steel axles front and rear, bolts, nuts and washers are used in the making.

Finished in natural and red. Its attractive, well set up appearance makes it a general favorite. Shipped completely assembled, 6 or 12 to a crate.

Write us for prices and particulars

THE CROWN MFG. CO.

144 York St., Hamilton, Ont.

FOR SALE

MACHINERY USED BY THE ROYAL AIR FORCES AT REPAIR PARKS

All in first-class condition, much of it absolutely new and never uncrated:

MACHINE TOOLS

Lathes, Millers, Drill Presses, Grinders, Buffers, Stamping Presses, Power Saws, Hardening Furnaces, Rotary Shears, Punch and Shears.

TINSMITHS' MACHINERY

Shears, Rolls, Folders, Burring and Wiring Machines.

WOODWORKING MACHINERY

Band Saws, Trim Saws, Rip Saws, Shapers, Buzz Planers, Sandstones, Lathes.

BLACKSMITHS' TOOLS

Forges, Tools, etc.

MISCELLANEOUS

Parker Rust-proofing Outfit, Nickel Plating Outfit, Electric and Acetylene Welding Outfits, Surface Plates, Tool Tables, Tool Trays, Power Sewing Machines, Cranes, Pipe-bending Machines.

SMALL TOOLS

Reamers, Drills, Taps, Dies, Chasers, Cutters, Files, Emery Wheels, Chucks, Micrometers, Calipers, Gauges, etc., etc.

TRANSMISSION

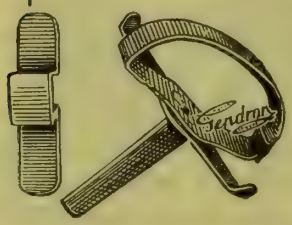
Hangers, Belting, Shafting, Pulleys.

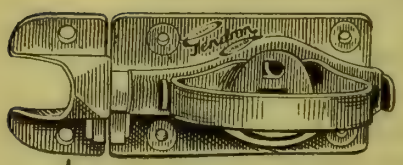
Price lists will be forwarded on application to

Imperial Munitions Board

AVIATION DEPARTMENT

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Steel Barn Door Latch

Whitcomb Pattern

A strong, durable, neat, convenient latch, easily adjusted to any door. Has two handles so that door or gate may be opened or closed from either side. Has two catches that hold door or gate open or closed. Enamel finish, with tinned bolt. Fully guaranteed. A rapid seller and profitable, too.

TORONTO Gendron CANADA

We manufacture velocipedes, express wagons, children's autos, toy carts and barrows, bathroom fittings and hardware specialties, etc. Write for particulars and prices on any of our lines.

The Gendron Manufacturing Company, Limited

Duchess and Ontario Streets, Toronto, Ontario

Consult Hardware and Metal Buyers' Guide

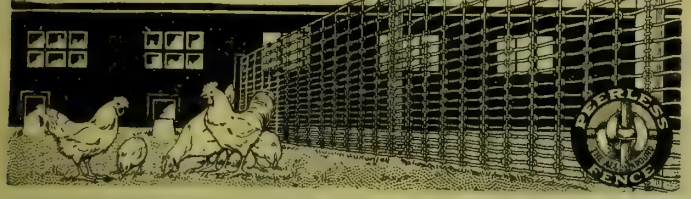
If what you want isn't advertised in this issue, consult our Buyers' Directory. If it isn't listed in our Directory, write us and we will give you the information.

PEERLESS PERFECTION POULTRY FENCING

The first cost of a good fence is but little more than a cheap or poor one—no more work and lots more satisfaction. **A REAL FENCE—NOT NETTING**

Strongly made and closely spaced—making it a complete barrier against large animals as well as small poultry. Top and bottom wires No. 9—intermediates No. 13 wire—made by the Open Hearth process which time and other tests have proven to be the best. Ask about our farm and ornamental fencing. Write today for catalog. Do it now. It is sent free on request.

THE BANWELL-HOXIE WIRE FENCE CO., Ltd.
Winnipeg, Man. Hamilton, Ont.



Shaving Brushes BRITISH MADE

In multiplicity of self-selling patterns
Bone, Woodmounted and Metal.

Razor Strops

"The Hanging Type" in various qualities from cheapest to best.

WHOLESALE ONLY

The Fram Mfg. Co., Limited
BIRMINGHAM, ENGLAND

After heavy war time calls on their production are now in a position TO EXPORT THE GOODS IN THE MODELS you want, at the price you want to pay.



HARNESS COLLARS AND SADDLERY

Write for

NEW ILLUSTRATED CATALOGUE

NOW READY FOR DISTRIBUTION

We have just issued one of the most complete Catalogues, and merchants who handle Harness will find it a great help.

"IMPERIAL BRAND HARNESS"

IS WELL KNOWN FOR QUALITY

THE TREES SPRIGGS CO., LTD.

WINNIPEG, MAN.

MANUFACTURERS' AGENTS and BROKERS

THE ENGINEERS' SUPPLY CO. REGISTERED TRADE ESCO MARK WINNIPEG. MAN. CANADA

Boiler Gaskets
Asbestos Manhole and Handhole Gaskets

Asbestos Gasket Tape, Adjustable Rubber Gaskets, all sizes. We make a specialty of supplying the wants of the Engineer. Put your trouble up to us.

THE ENGINEERS' SUPPLY CO.
173 McDermot Ave., E. Winnipeg, Man.

A. H. FRASER Representing Manufacturers of
Hardware and Auto Accessories in Western Canada
1150 Homer St. VANCOUVER, B.C.

G. T. MUMFORD
Manufacturers' Agents
GALT BUILDING
WINNIPEG CANADA
Bank and Commercial References

Advertising makes for better merchandise—

Not only does advertising create a good impression regarding the merchandise advertised but it MAKES FOR BETTER MERCHANDISE. There are added responsibility and written-printed claims to substantiate.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

BADGES

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD
HAMILTON, ONT.

ALLEN FLUX

NON-ACID—FOR SODERING

at it since '93

Makes a joint three times as strong as muriatic acid-flux—takes a quicker bite and does not corrode the joint. Sample stick, paste, liquid or salts free. Also get posted on our Aluminum Flux.

BISSETT & WEBB, Ltd., 126 Lombard St., Winnipeg, Man.

BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

STOVE MICA

All sizes of Clear Mica in stock for immediate shipment.

Price List on Application

Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.

DOON TWINES, LIMITED

KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.

TRADE SAWYER MARK Registered

STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG
A good concern to do business with

STERLING

Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

BRITANNIC MILLS

Manchester England

Blue Twill Cloth — DO ROCHERS — Emery Grains & Flour Made from Pure Turkish Rock

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Canadian Distributors
DesRochers, Limited Montreal, Que

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST NEW YORK

GASOLINE MANTLES

FOR THE FINEST···BUY AN R·M·

ASK FOR SAMPLES & PRICES

R.M. BAG — JUNIOR R·M·MC

RECOGNIZED AS THE STANDARD MAKE

FOR LIGHTING SYSTEMS FOR HANGING LAMPS AND LANTERNS

R.M. Moore & Co. Ltd. VANCOUVER B.C.
PACIFIC COAST MANTLE FACTORY

DENNISTEEL

Made in Canada

Lockers for Factories Stores, Offices Etc.

THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON

TENTS, AWNINGS

FLAGS ALL SIZES, ALL KINDS

Lumbermen's, Sportsmen's, Hunters' and Campers' Complete Outfits. Clothing, Footwear, Supplies and Accessories.

Send Postcard for Catalogue

GRANT, HOLDEN, GRAHAM LTD.
OTTAWA, CANADA

The PARMENTER BULLOCH CO., Ltd.

GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

Poultry Leg Bands, Ear Tags and Buttons

48c

FOR STOCK	*Retail Prices*
Challenge adjustable Leg Bands	15c per doz. 85c per 100
Single spiral colored bands	20c per doz. 90c per 100
Three spiral colored bands	25c per doz. $1.25 per 100

Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free

H.E. ROSS — THE RIDEAU SPECIALTY CO. MANUFACTURERS SMITHS FALLS ONT.

NOH

Manufacturers of Builders' Hardware, Castings and Steel Stampings

NATIONAL HARDWARE CO. LIMITED
GUELPH ONTARIO, CANADA

PETERBOROUGH CANOES

We make Canvas Covered and All Wood Canoes Skiffs, Motor Boats and Toboggans

The Peterborough Canoe Co., Limited
Peterborough, Canada

CANADIAN CANOES

All Wood and Canvas Covered
Catalogue "H" on request
THE CANADIAN CANOE COMPANY LIMITED
216 RINK STREET PETERBOROUGH ONT.

"Maple Leaf" Brand BELTING

STITCHED CANVAS

"Maple Leaf" Brand Belt Dressing

DOMINION BELTING CO. LTD.
HAMILTON, CANADA

THE ORIGINAL RUBBER PUTTY

Vulcanizes without heat. Repairs tires, tubes, hot water bottles. Put up in three sizes: 25, 60, 150. Dealers wanted.

"TITE-WAD"
"STICKS LIKE A BULL-DOG"

E. Schofield, 620 Dominion Bank Bldg., Toronto

Wanted

POSITIONS WANTED

RETAIL HARDWAREMAN WITH OVER FIFteen years' experience and not afraid of hard work, wants position as manager of branch store, Alberta preferred. Good references. Box 209, Hardware and Metal.

YOUNG HARDWAREMAN DESIRES POSItion. Fifteen years' retail experience. A1 salesman and stockkeeper. Best of references Box 218, Hardware and Metal.

HARDWARE SALESMAN OR MANAGER.—We have in our employ a young married man who will be giving up his position on March 15th to a returned soldier, a former employee. Anyone wishing a first-class salesman and window dresser or manager of a hardware store would do well by writing Fred. W. Karn, hardware merchant, Woodstock, Ont.

MISCELLANEOUS

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

MERCHANTS' STATIONERY. — 150 EACH — Letterheads, Envelopes, Statements and Shipping Tags,—Post paid anywhere in Ontario, $5.00 —other provinces, $5.25—The Farmers' Printery, Beaverton, Ontario.

STOVE REPAIRS FOR ADMIRALS, CLIMAX, Pen Esthers, Acmes, Crown Hurons, Garlands, Colonials, Marvels, Silver Kings, Souvenirs, Imperial Oxfords, Jewels, Peninsulars, Sterlings, Oak Laurels, Sunlights, Pandoras. Write for full list of stoves and prices. Grundy Bros., Strathroy, Ont.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITER, WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fensome hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis Fensome Elevator Co., Toronto.

TRANSLATIONS

ENGLISH INTO FRENCH. COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

WANTED

WANTED—HARDWARE BUSINESS IN LIVE town in good farming community. Stock about six thousand. State full particulars. Box 222, Hardware and Metal.

FOR SALE

1—NO. 8, 37" x 2" SLIP ROLL FORMER, Brown-Boggs make. Used about six months. W. J. Heaman, Exeter, Ont.

FOR SALE—HARDWARE BUSINESS RIGHT on the main street. Stock about $25,000.00. Building 25 x 120, two-storey. Can be leased for a term of years. Owner retiring. Apply Box 226, Hardware and Metal.

UNIVERSAL ELBOW PATTERNS CAN BE SET in one minute to make any size elbow up to 12 inches, at any angle. We have six of these patterns for sale at $10.00 each. Chapman & Flinn, Ltd., Amherst, N.S.

ONE POINT MATTRESS NEEDLES—9 IN., 1¼ gross, $3.90 gross; 10 in., 1¾ gross, $4.25 gross; 12 in., 2¼ gross, $4.95 gross; 14 in., 4½ gross, $5.90 gross. Any quantity, first quality. Des Rochers, Limited, 268 Centre Street, Montreal, P.Q.

TINSMITH AND PLUMBING BUSINESS IN small but growing town in Eastern Ontario. Population 1,400. Waterworks. No opposition. Good proposition for live man with small capital. Town is located on Lake Ontario. Box 224, Hardware and Metal.

GENERAL HARDWARE STOCK FOR SALE IN Sudbury. Old-established business of Purvis Bros., Ltd. Good general stock of shelf and heavy hardware, about $20,000.00, with twenty-nine years' good-will and fair dealing. Premises can be leased or bought. Retiring on account of failing health. Purvis Bros., Ltd., Sudbury, Ont.

OWING TO THE SERIOUS ILLNESS OF THE proprietor, which has necessitated his removal to a Southern climate, I am offering for sale that well-known and established business in the town of Oshawa now being carried on by Glenn A. Henry & Co. This is a straight hardware business —no tinshop,—and has been conducted on practically a cash basis. It has always been a good paying business and would not be on the market were it not for Mr. Henry's failing health. Stock will run from $10,000 to $12,000. Here is a first-class proposition for someone. Wire or write, W. E. N. Sinclair, Barrister, Solicitor, etc., Oshawa, Ont.

Getting Results

A large firm in a Western Canada city recently advertised in Hardware and Metal Want Ad. Page for a man to fill a responsible position—result 21 replies. This indicates that the want ad. page is followed closely. The man YOU want to reach is reading this page.

Brass Tubes

HOSKINS & SEWELL LTD., BIRMINGHAM, England, invite applications from established firms with Selling Organizations in Canada to act as their Agents for the sale of Brass Tubes for the Bedstead, Coach Fittings, Chandelier and Electrical Trades.

HELP WANTED

FOREMAN WANTED FOR TINSMITH AND plumbing shop in Maritime Provinces. Apply Box 208, Hardware and Metal.

EXECUTOR'S SALE

by Tender of Commercial Property and an Old Established Hardware Business

In the matter of the Estate of the late Wm. Strachan of Ottawa, Hardware Merchant.

The valuable commercial property on the corner of Booth and Queen Streets West, Ottawa, Ontario, consisting of three stores, two apartments, two dwellings and a two-storey stone store house and stable in rear; also an exceptionally well-assorted stock of hardware.

This is a very prominent situation, being on a street railway transfer corner.

This business, established for thirty years, is without doubt one of the best hardware locations in Eastern Ontario. An exceptionally fine business has been done here, and it is an unusual opportunity for some live man.

Tenders will be received by me up to three o'clock P.M., on Saturday, the fifteenth day of March, 1919, for the purchase of the property and hardware stock, either en bloc or separately. The buildings, stock, etc., may be inspected any time up to the closing of the tenders.

A marked cheque for Five Thousand ($5,000.00) Dollars, payable to the Estate of Wm. Strachan, must accompany each tender.

The highest or any tender not necessarily accepted.

Cheques will be returned to unsuccessful tenderers.

Further information regarding terms, etc., may be obtained upon application at my office.

WM. A. COLE,
63 Sparks Street,
Ottawa, Ont.

Hardware and Metal Subscribers

Buy for business as well as for private consumption. That is why one inquiry frequently pays for an entire year's advertising. Advertisers in HARDWARE AND METAL reach only the cream of the trade—the best and biggest buyers in Canada.

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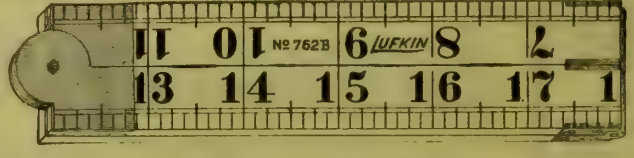


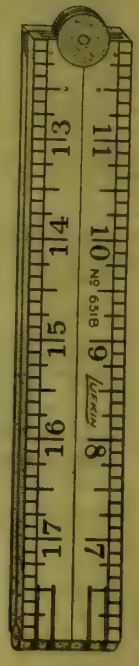
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RELIABLE BOXWOOD RULES

Will meet your customers' every requirement well.

Made from Genuine Boxwood, thoroughly seasoned, sections securely assembled. Graduated by methods that insure Accuracy; Well Finished and Closely Inspected.





A STRICTLY HIGH-GRADE LINE, EMBRACING SEVERAL EXCLUSIVE NEW PATTERNS THAT HAVE MADE FRIENDS EVERYWHERE, SUCH AS COMMON RULE NO. 651B.

ASK FOR CATALOGUE

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Growing Silverplate Business in Hardware Stores



BUILD up more trade from women shoppers. Stores that show good silverplate benefit through the trade of women who call to buy hardware essentials.

A well-placed display of moderate-priced silverplate attracts and holds this very profitable business.

This is an opportunity which has been recognized by many enterprising hardware dealers and it is particularly lucrative for stores in farming sections.

Dealers will find *Wm. Rogers & Son* silverplate a good seller to housewives in town from farms and ranches. Stock now for Easter—DO NOT DELAY.



The Lincoln

"The Best at the Price"

is

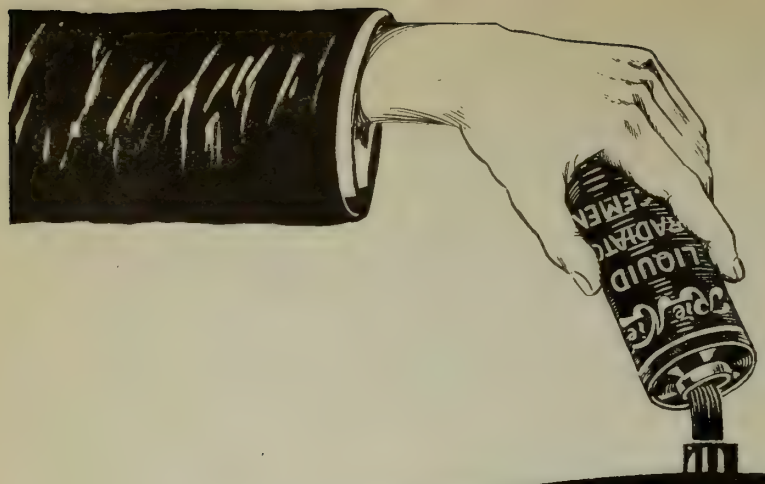
The Clinton

The Silverplate of William Rogers *and his* Son

MADE IN CANADA

Wm. Rogers Mfg. Co., Limited

Niagara Falls, Ontario, Canada



Big Savings for Car Owners—

Big Profits for Dealers—

in

Rie Nie Liquid Radiator Cement

THE Rie Nie method of repairing leaks in radiators is reliable, quick, convenient, permanent, and by far the most economical, often saving from $5.00 to $10.00 in radiator repairs.

100% Margin of Profit for You



and we **guarantee** that Rie Nie Liquid Radiator Cement will give better satisfaction to your customers than any other radiator cement.

One size package, 8 oz., 75c

The contents of the can take care of any size cooling system.

It Pays to Handle the Best

Rie Nie Auto Products **make good**—they bring **repeat** business to your store and build up your good-will. Included in the Rie Nie Line are:—

Rie Nie Fabric Back Patch

A Permanent Repair For Tires

Easily and quickly applied. No heat or tool required.
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Rie Nie All Rubber Patch

For Use Where Elasticity is Desired

Small size 50c Large size $1.00 Shop size $3.00

Rie Nie Vulcanizing Cement — Rubber Filler and Cement — Oil Soap — Enamels — Top Dressings, etc.

Dealers *Write for full information or ask your jobber's salesmen about our proposition.*

DURKEE-ATWOOD COMPANY, 3 McCaul Street, Toronto, Canada

Factories: Minneapolis, Cleveland, Toronto, Canada.

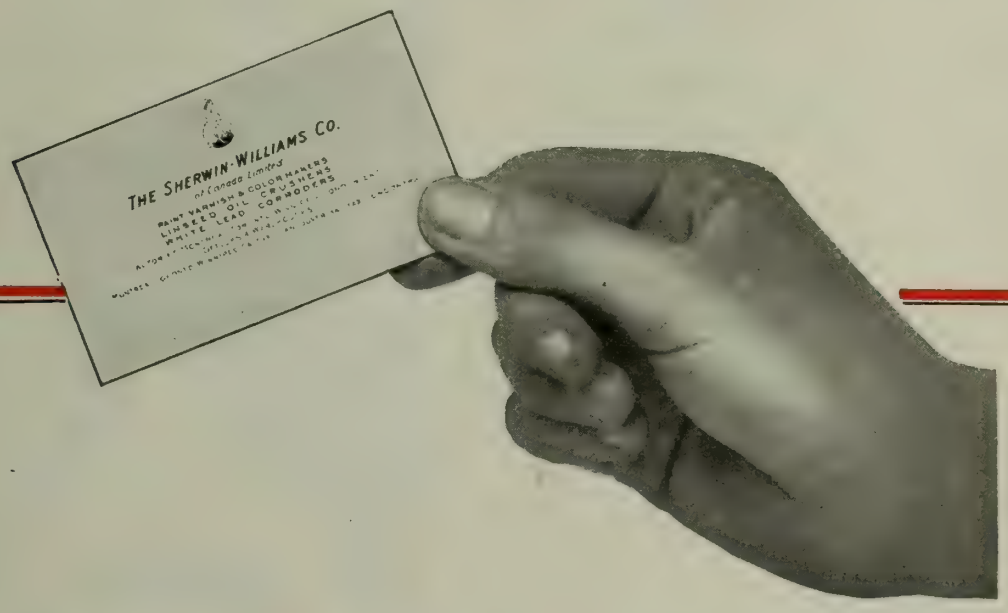
HARDWARE AND METAL

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No. 11

PUBLISHED EVERY SATURDAY SINCE 1888

March 15
1919

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA



The Largest Paint & Varnish Makers in the British Empire



The S-W trade mark in your store gives you the prestige won by the best paint in the world.
When you carry S-W goods, you not only benefit from this prestige, but from the power of the greatest advertising and the most carefully-thought-out-sales-helps originated for any paint company.

If you are a S-W Agent, stock up well for the Spring trade. If you are not, write to us and let us tell you what we do for our Agents.

THE SHERWIN-WILLIAMS CO.
OF CANADA, LIMITED

Paint, Varnish and Color Makers. Linseed Oil Crushers.

897 Centre St., Montreal :-: 110 Sutherland Ave., Winnipeg
MONTREAL TORONTO WINNIPEG VANCOUVER LONDON, ENGLAND
A Right Quality-Product for Every Purpose

HARDWARE AND METAL, March 15th, 1919. Volume XXXI., published every Saturday. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

Canadian Tube & Iron Co., Limited

Works: Lachine Canal, Montreal

Manufacturers of

BOLTS AND NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, etc.

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Black and Galvanized, sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

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CANADIAN TUBE & IRON CO., LIMITED

MONTREAL

Colonial Wire Mfg. Co., Limited

Manufacturers of

SMOOTH STEEL WIRES (Bright annealed, solid and annealed).

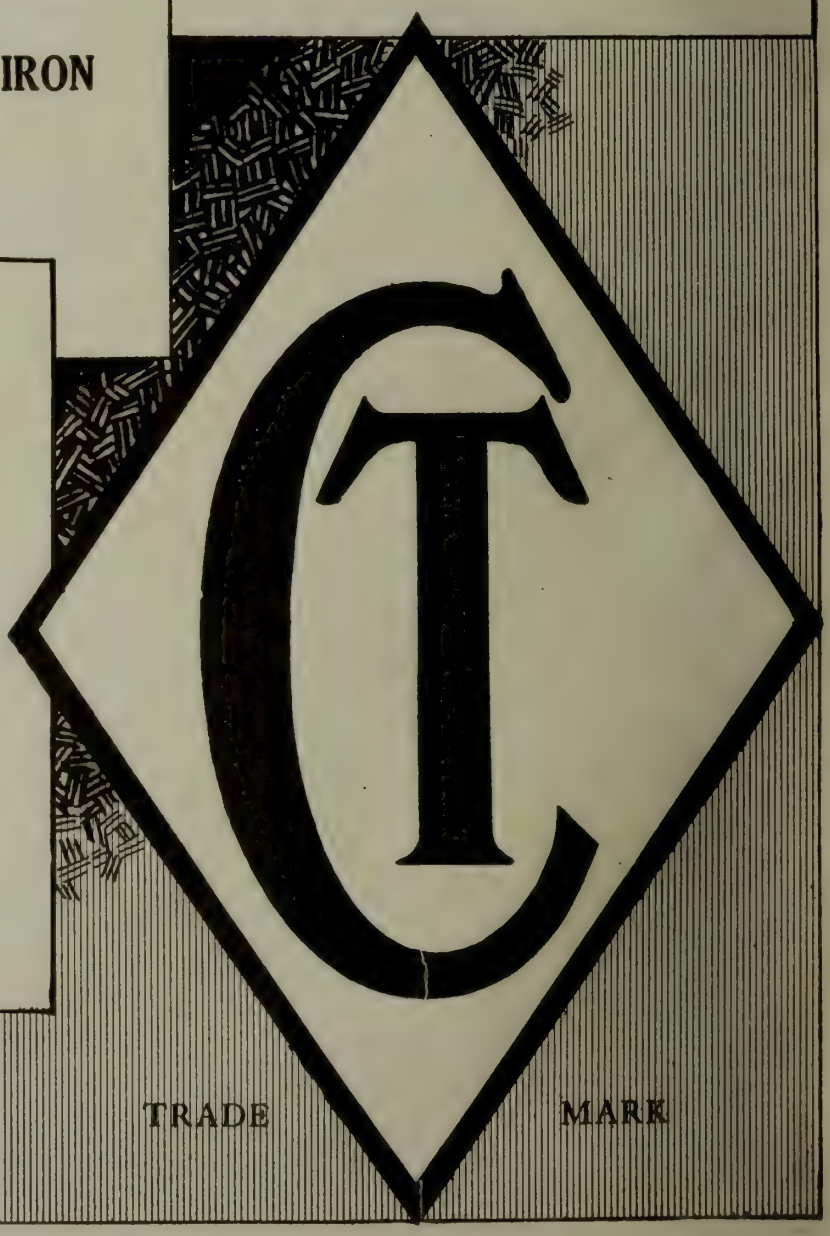
TINNED MATTRESS WIRE, BROOM WIRE, FINE WIRE (plain and galvanized).

FENCE STAPLES — WIRE NAILS — WOOD SCREWS.

PUMP RODS (plain and galvanized .

CANADIAN TUBE & IRON CO., LIMITED

MONTREAL



TRADE MARK

The factory behind Yale Products

THE standards of practice in the modern Yale factory insure perfect workmanship and reliability of product.

Its splendid location, St. Catharines, Ont., permits of prompt service throughout the Dominion.

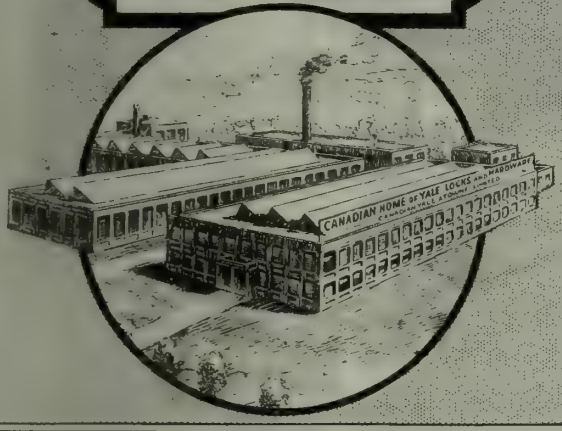
You are invited to inspect the entire plant.

The trade-mark Yale helps make the sale.

Canadian Yale & Towne Ltd., St. Catharines, Ontario



TRADE YALE MARK





DIE-STOCK SETS

We can meet any requirement in a Die-Stock Set to satisfy the most particular.

"P. & W. CO." Die-Stock Sets are furnished with first class Die-Stocks, Tap Wrenches, and a goodly number of our high grade Taps and Dies—are handily arranged in wooden cases well finished and strong.

"P. & W. CO." SMALL TOOLS

Taps, Dies, Milling Cutters, Reamers, Punches, Drills and Miscellaneous Tools.

You will like our line of small tools. Their reputation and the "P. & W. Co." guarantee make them constantly in demand.

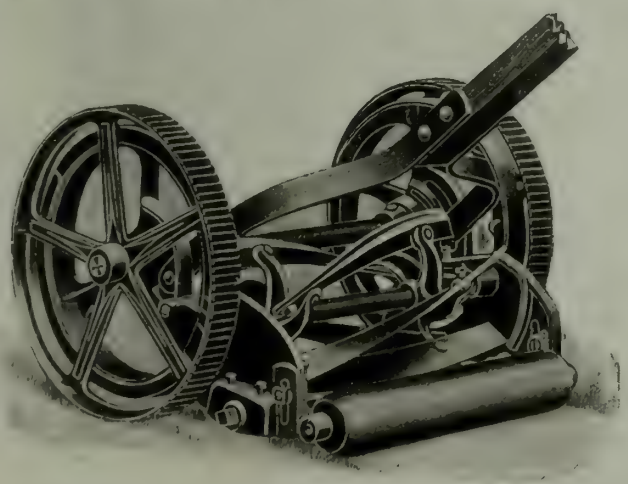
Pratt and Whitney Co.

of Canada, Limited

Dundas, Ontario, Canada
Montreal: 723 Drummond Bldg.
Vancouver, 609 Bank of Ottawa Bldg.
Winnipeg, 1205 McArthur Bldg.

TAYLOR-FORBES LAWN MOWERS

A Profitable Line-



"Woodyatt" Lawn Mower

Open four-knife cylinder. Tool steel knives oil tempered. Bearings are extra long and adjustable. Best quality material used throughout its construction. Made with grass box attachment. This mower has been on the market longer than any other high-grade mower in the world.

Taylor-Forbes Lawn Mowers are the most profitable line a dealer can handle, because:

—they have stood the test for forty years, and are still the general favorites.

—they have distinctive mechanical features which have not been equaled.

—they are made of high quality materials that give a maximum of service.

—they are attractively finished.

—they are guaranteed.

A stock of Taylor-Forbes Lawn Mowers will earn you splendid profits.

Place your order early. Your jobber has them.

The Largest Manufacturers of Hardware in Canada.

Taylor-Forbes Company, Ltd.

HEAD OFFICE AND WORKS:

Guelph - Ontario

Taylor-Forbes Co., 246 Craig St., Montreal; H. G. Rogers, Limited, 147 Prince William St., St. John, N.B.; Canadian United Mfrs. Agency, London, Eng.; Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.; H. F. Moulden & Son, Confederation Life Building, Winnipeg, Man.

"EASY"
—all that its name implies

Its Name Sells It!

"EASY"
Electric Washer



Easy to Operate. You cannot make a mistake in attaching it to the socket or receptacle, place the clothes into the tub with water and soap and then pull the lever and your washing has started. Ten minutes later, reverse the lever, remove the cover, and your clothes are ready to be wrung.

Easy to Wring — You place the clothes in the wringer, and by the use of the lever the wringer can immediately start, stop or reverse. When you have finished your wringing, the machine is ready for the next batch of clothes.

Easy to Clean — There are no corners where dirt would gather, and the inner surface is as smooth as glass. A discharge valve is placed in the bottom of the tub so as the water can be drained and rinsed through without difficulty.

Easy to Understand — The two arms which are inside the tub are equipped with vacuum cups, which force the soapy water through the clothes, thus bringing the dirt out without the wear and tear that happens when you used the old-fashioned wash board. The motor which operates the washer is ⅛ H.P., and is protected from an overload by being belt-connected to the washer. The wringer is connected to the motor, and wash-day is a pleasure to a housewife with an "Easy" Electric Washer.

Easy to Sell — The neat appearance, the smooth running, and the above-mentioned points make the "Easy" Electric Washer the best proposition on the market to sell.

Write our nearest house for attractive proposition, descriptive literature, etc.

Northern Electric Company
LIMITED

MONTREAL	TORONTO	REGINA
HALIFAX	LONDON	CALGARY
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You Can Sell Almost Everybody a POLAR CUB ELECTRIC FAN

At $8.50 retail, only a few cents more than the price before the war, Polar Cub Fans can be sold for almost every home and office. You can sell hundreds of them at a good profit.

Polar Cub will be advertised every week in the "Saturday Evening Post" during July and August, the hottest months of the year. Be prepared for the big hot weather demand. Place your order now and have the fans right on hand when the first hot spell arrives.

The 1919 Polar Cub is a dandy—staunch, serviceable and finely finished in nickel and rich, velvet, black enamel. Height, 8 inches; blade diameter, 6 inches; beautiful nickel-plated motor, adjustable to any angle. Has two speeds and stop, and is fully equipped with cord and plug.

Polar Cubs are packed 12 to the carton, and striking sales-making store display material is supplied FREE on request. Write for discounts and prices.

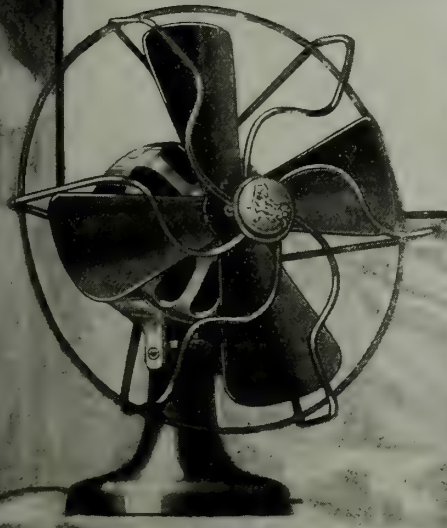
THE A. C. GILBERT COMPANY

325-A Blatchley Ave., New Haven, Conn.

In Canada

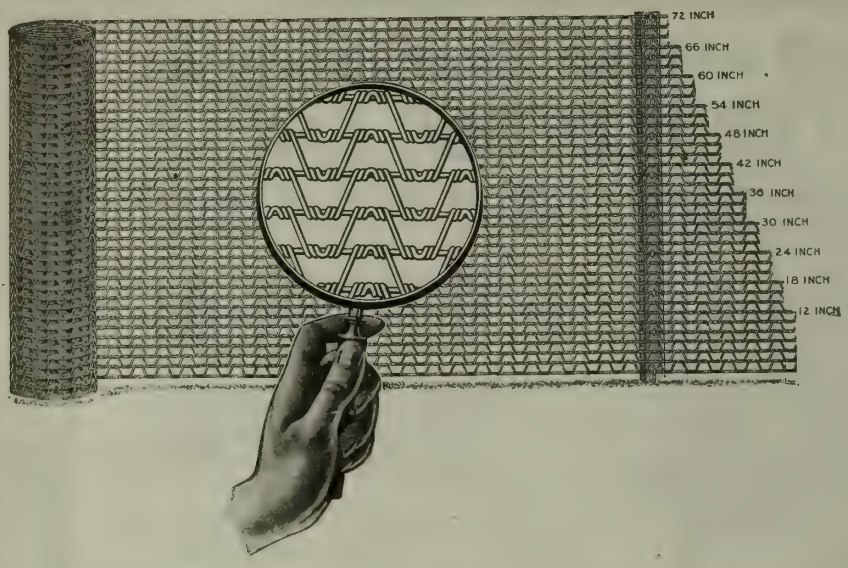
The A. C. Gilbert-Menzies Company, Limited

439 King Street West, TORONTO, Ontario



Polar Cub REG. U.S. PAT. OFF **Electric Fan**

$8.50 RETAIL



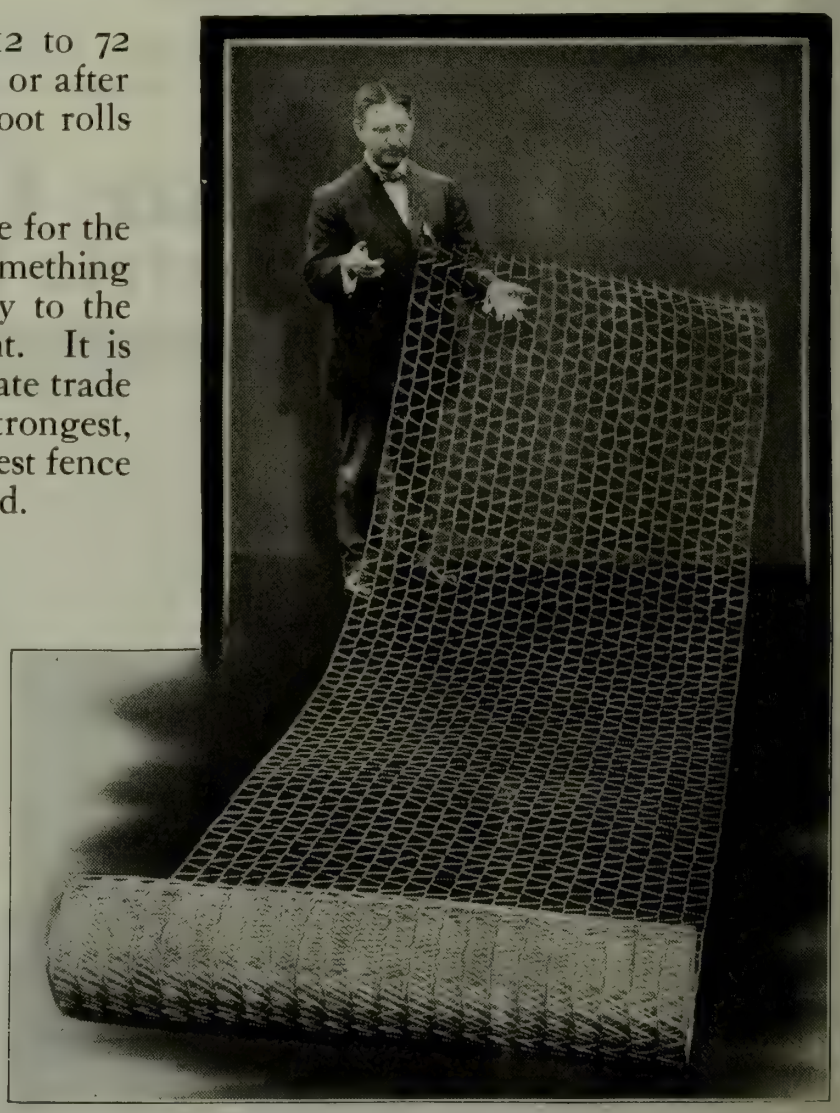
U. S. Poultry Fence

It's so stiff and satisfactory that it does not require top rail and base board or so many posts as the old style netting.

Guaranteed 5 or 6 times as strong and at least 100 per cent. better in every way. All parallel wires are of even length and all meshes of uniform size. They can't be otherwise the way it's made.

Made in heights from 12 to 72 inches. Galvanized before or after weaving. Put up in 150 foot rolls and sold by the square foot.

It's not merely a substitute for the old style netting. It's something much better for less money to the consumer and sells on sight. It is handled only by the legitimate trade —*the dealers*. It's the strongest, cheapest, most sightly and best fence for the purpose yet invented.



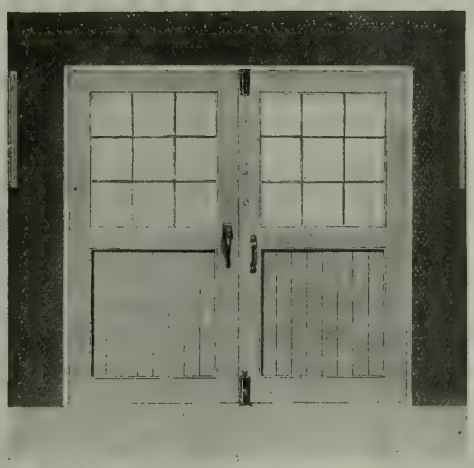
Rolls out flat and even, does not buckle or bulge.

Wholesale distributors:

CAVERHILL-LEARMONT & COMPANY

MONTREAL

No. 800
Garage Door Set



View inside garage



View outside garage

Maximum Strength, Durability and Appearance

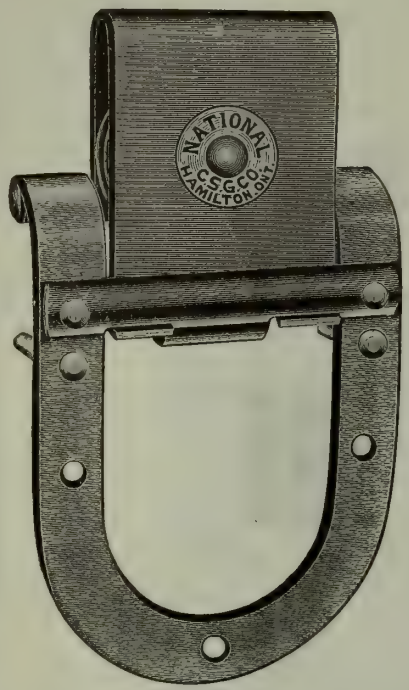
—are all combined in our **No. 800 Garage Door Set** to make it the most economical and serviceable Garage Door Set your customers can buy. Easy operating, close fitting and of an attractive appearance to do justice to the best garage.

Consists of the following—3 pair 8-inch Reversible "T" Hinges, 1 only No. 820 Chain Bolt, 1 only No. 830 Foot Bolt, 1 only No. 5 Door Pull, 1 only No. 29 all Steel Latch. Comes in a variety of finishes and packed with screws in the unusual **"national way."** Weight per set, 12½ lbs.

Write us for full particulars. Have you our big catalogue of builders" supplies? Ask for it, too.

NATIONAL MANUFACTURING COMPANY
STERLING, ILL

THE NATIONAL HANGER



The King of Flat Track Hangers

Runs on The Famous NATIONAL Track

Has ROLLER BEARINGS

The Easiest Hanger in the world to "put up."

The Dominion-wide reputation that **The NATIONAL** enjoys is the best proof of all the claims we make for it.

WE ARE PROUD OF THE ACHIEVEMENT—
WE ARE PROUD OF YOUR APPRECIATION.

Canada Steel Goods Co., Limited, Hamilton, Canada

"Davidson's" Sugar Makers' Supplies

Illustrated are several lines of "Sugar Makers' Supplies"

Besides these we manufacture a number of different styles both in Sap Buckets, Syrup Cans and Spiles.

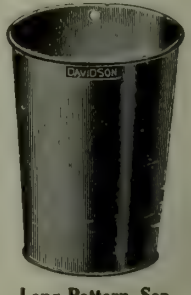


Empire Spout



Square Maple Syrup Can

These Goods are fully described in our catalogue. Now is the time to get your orders in to insure prompt delivery. We have on hand a good stock of all lines and can ship at once. Prices will be gladly quoted on application.



Long Pattern Sap Bucket,

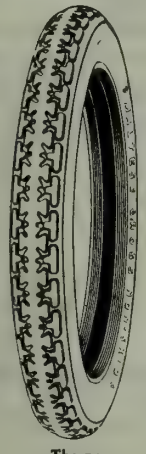
The Thos. Davidson Mfg. Co., Limited, Toronto, Ont. Montreal Que. Winnipeg, Man.

Dealer — You Go and Sit

For an Hour in the Public Garage

You will hear language about Tires that will convert you to the idea that it pays to sell the best.

When You Are Tempted



The new Non-Skid Tread

to put in a stock of Tires that *look* good and can be bought to show you an extra margin of profit, remember the language you heard in the garage that day about Tires that break down. Remember also what the sufferer said about the man who sold him that poor tire.

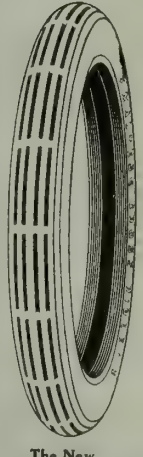
Avoid the boomerang. Sell good tires only and have every buyer satisfied. It pays.



Paragon Tread

MALTESE CROSS TIRES

are made by the Gutta Percha & Rubber, Limited. They stake their reputation on the quality, durability and mileage of these tires. If our salesman does not happen to be in your town just now, write us direct for information, prices and terms.



The New Guide Tread

Gutta Percha & Rubber, Ltd.

Head Office and Factories, Toronto

Branches: Halifax, Montreal, Ottawa, Toronto, Ft. William, Winnipeg, Regina, Saskatoon, Lethbridge, Calgary, Edmonton, Vancouver, Victoria.

Time to Order
FREEZERS





All of the three, LIGHTNING, GEM or BLIZZARD, have served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.

They are built of the very best material and workmanship possible —their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.





The Blizzard, being simpler in construction and cheaper in price, makes it a good running-mate with either the Lightning or Gem. They sell themselves and stay sold! No come-backs or complaints.

This means easy net profits for you.

Your Jobber Can Supply

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

OFFICIAL AWARD RIBBON

PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915

PRESIDENT

PRESIDENT OF THE SUPERIOR JURY

DIRECTOR OF EXHIBITS

SECT'Y OF THE INTERNATIONAL AWARD SYSTEM

MEDAL OF HONOR

DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES

CHIEF

TRIMO TOOLS



Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.



TRIMO PIPE WRENCH WOOD HANDLE



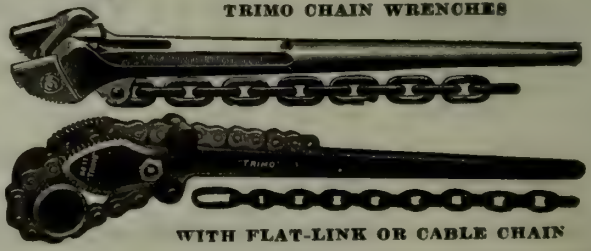
TRIMO PIPE WRENCH STEEL HANDLE



TRIMO PIPE CUTTER

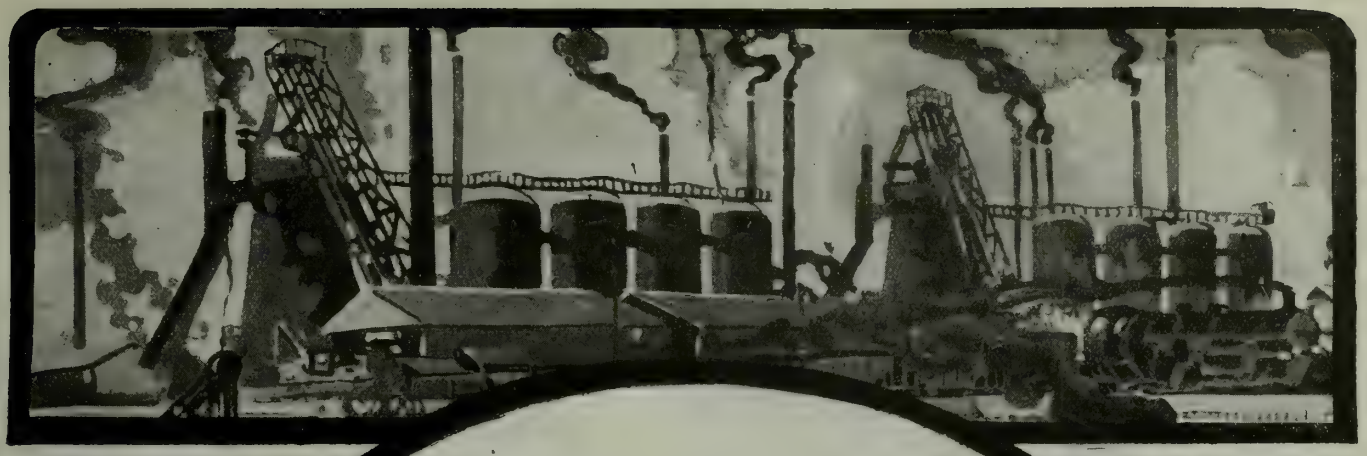


TRIMO MONKEY WRENCH



TRIMO CHAIN WRENCHES

WITH FLAT-LINK OR CABLE CHAIN



Quality Service

USE GOOD JUDGMENT

And contribute your share to the prosperity
of the Country in which you live.
Spend your money where you earn it.

PURCHASE THE PRODUCTS OF CANADIAN MILLS

A Canadian Dollar
is Worth One Hundred Cents
in Canada

THE
STEEL COMPANY
OF
CANADA
LIMITED

HAMILTON ▪ ▪ MONTREAL



Kerosine Oil Burner

Burns 90% Air and 10% Kerosene

No Odor—No Dirt—No Work. Fits all makes of stoves.

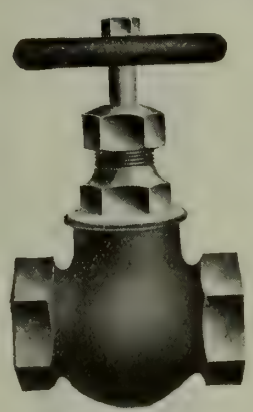
Easily installed.

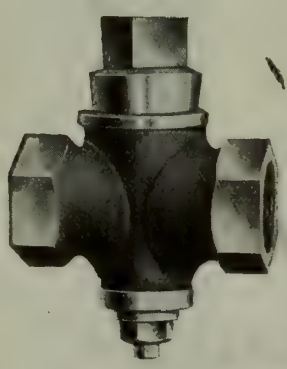
Splendid profits for good dealers.

Write for our proposition.

Canada Oil Burner Co.

TORONTO, ONT.





FIVE WORKS---OVER 3,000 EMPLOYEES

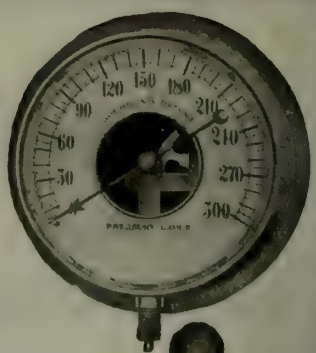
UNITED BRASSFOUNDERS AND ENGINEERS, LIMITED

EMPRESS FOUNDRY, CORNBROOK, MANCHESTER, ENG.

DURING THE WAR our Plants have been exclusively engaged on work of supreme national importance.

WITH PEACE IN SIGHT we are pleased to announce that we intend to again direct our energies to the intensive production of:—

GUNMETAL and BRASS VALVES and COCKS.
STEAM, WATER and COMPRESSED AIR FITTINGS GENERALLY.
CAST IRON STOP and SLUICE VALVES.
SEMI-ROTARY PUMPS.
EXTRUDED BRASS and BRONZE BARS.
BRASS BOLTS and NUTS, STUDS and GENERAL TURNED WORK FROM THE BAR.
CAST AND MALLEABLE IRON COCKS and PIPE FITTINGS.
PRESSURE and VACUUM GAUGES.
INJECTORS and GENERAL JET APPLIANCES.
ENGINE GOVERNORS (Pickering, Proell, and Other Types).
SPRAYING MACHINES, for Insecticides and Lime-washing.
COPPERSMITHS' WORK.
"STELLA" BRAND ALLOYS: MANGANESE COPPER, SILICON COPPER, FERRO ZINC, PHOSPHOR COPPER and TIN, etc.





"UBEL" POST-WAR SERVICE

If you are interested in any or all of the lines mentioned, and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office, at above address.

WILT

The progressive Hardware Dealer sells **WILT DRILLS** because

—**THEY ARE DRILLS OF QUALITY** made by especially trained, high-class workmen skilled in the art and science of drill manufacturing.

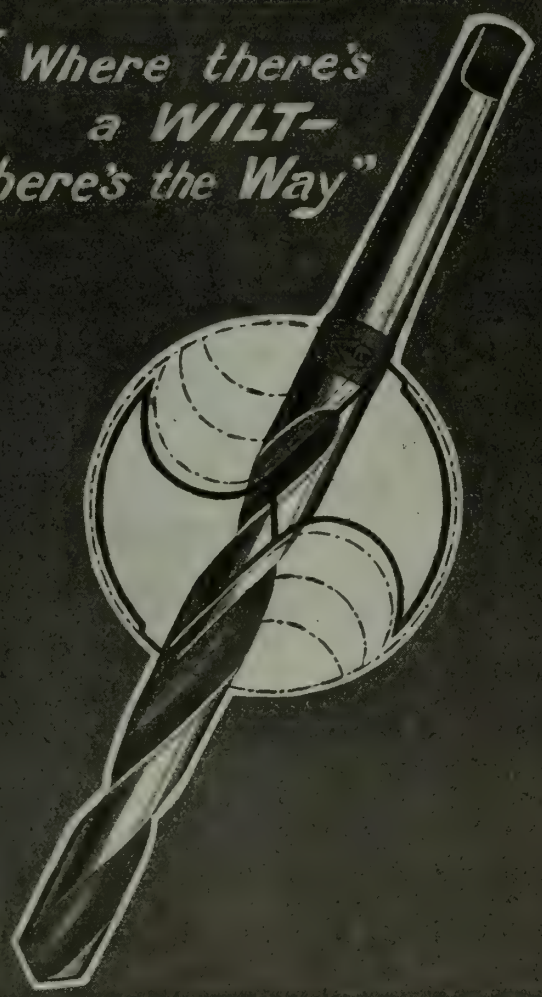
—**THEY CONTAIN ONLY THE BEST MATERIALS.** We are very particular in the choice and selection of raw materials, accepting only that which passes our most exacting inspection which is based on the highest standards.

—**THEY CREATE CUSTOMERS' SATISFACTION** and our guarantee and our broad policy of interpreting that guarantee assures complete satisfaction and meets with the approval of all users.

—**THEY ARE PROFITABLE TO SELL.** The reasonable profit with which we are content allows the dealer a splendid margin on his sale.

SELL WILT PRODUCTS

"Where there's a WILT— there's the Way"



HIGH SPEED AND CARBON TWIST DRILLS

WILT TWIST DRILL CO.

WALKERVILLE OF CANADA, LIMITED ONTARIO

London Office: Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London, E.C. 2, England



Williams' "Vulcan" Drop-Forged Lathe Dogs

WE have embodied in these "Stouthearts, built for a lifetime of strenuous service, the experience gained in the design and production of *Superior* Drop-Forged Machinists' Tools during nearly half a century. It is not too much to say that the automatic safety feature introduced by Williams' "Vulcan" *Safety* Lathe Dogs has revolutionized the general design of this class of lathe tool. Like many improvements originated by us in other lines of drop-forged tools, this safety feature has since been adopted as *Standard*—a fitting recognition of efficiency and usefulness.

Many shops regularly specify Williams' "Vulcan" *Safety* Lathe Dogs. Take advantage of this "good-will;" add it to your own prestige.

Bent and Straight Tail, 1 or 2 Screws, 16 sizes of ⅜ to 6 inches.

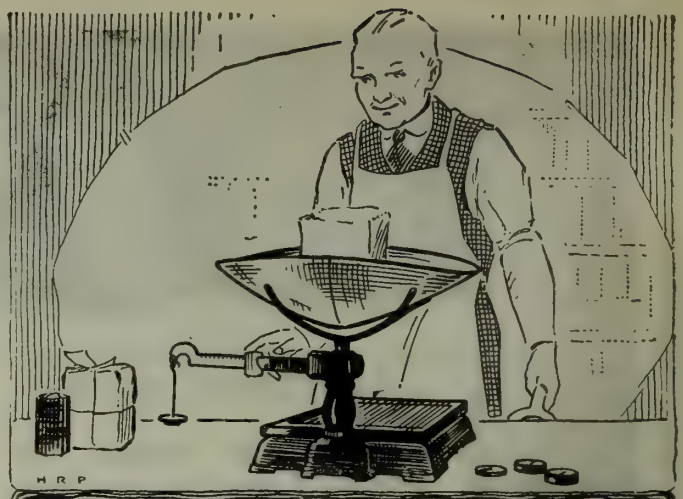
Machinists' Tools Booklets with your imprint, if desired.

J. H. Williams & Co.

"The Drop-Forging People"

30 Richards Street, Brooklyn, N. Y.

The A. G. Low Co. Ltd.
30 Pacific Ave., Saskatoon, Sask.
Agents for
Manitoba, Saskatchewan, Alberta and British Columbia.



Fairbanks Scales

For over 90 years Fairbanks Scales have been the World's Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Windsor, Winnipeg, Saskatoon, Calgary, Vancouver, Victoria.

-SAND PAPER-



Emery Paper and Cloth, Garnet Paper and Cloth, Flint Paper and Cloth, Discs and Circles.

Our full guarantee of highest quality and workmanship goes with every shipment we make. Our products render the very best service and sell at a splendid profit.

Send for catalogue and prices.

Canadian Sales Representatives:

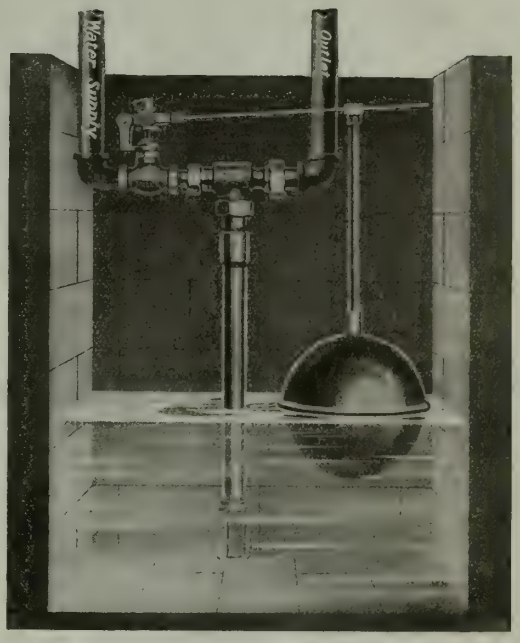
Messrs. Moncrieff & Endress, Galt Bldg., Winnipeg, Man. 'Phone Garry 3389.

Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.

United States Sand Paper Co.

Williamsport, Pennsylvania

It Pays To Sell THE "MORRISON" Automatic Cellar Drainer



Because it is the Best Cellar Drainer on the market to-day.

We absolutely stand back of and guarantee this cellar drainer to do all we claim for it. The same extreme care and attention is given to the **"Morrison"** Automatic Cellar Drainer as is common to all **"Morrison"** products.

Note the absence of all cams, levers and complicated parts. All working parts above water. A decided advantage over other makes.

It's easy to sell the **"Morrison."** There are splendid profits in it, and your customers will be more than satisfied.

Include a **"Morrison"** in your next order. Write to-day for information and prices.

Manufacturers and dealers in a complete line of plumbing, heating and steamfitting supplies.

The James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide St. W., Toronto, Ont.

TAPATCO
REGISTERED TRADE MARK BRAND

COTTON GLOVES



When you order cotton Gloves be sure you get "TAPATCO." The mark of quality in working gloves. No other make gives just as good service.

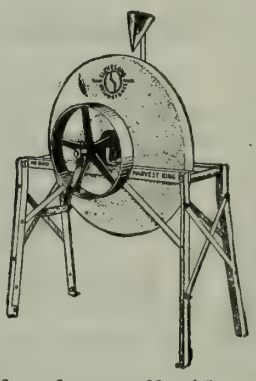
A wide range to choose from. We make cotton gloves for every use—in Band Top, Knit Wrist and Gauntlet Styles, light, medium and heavy weights. Jersey Gloves and Mitts in Oxford, Tan and Slate. Also Leather and Leatherette Trimmed Gloves. **"TAPATCO" Sales** mean greater profits for you.

Order through your jobber.

The American Pad & Textile Co.

CHATHAM, ONTARIO

Place Your Order To-Day



More food, more manufactured products are being called for from all sides. More tools, more industry, more grindstones will be needed. For handling any grinding work speedily, efficiently and economically, sell your customers

CLEVELAND GRINDSTONES

They are made in all sizes — adapted to all requirements, with different grits ranging from the very finest to the coarest.

CLEVELAND TRADE MARK GRINDSTONES

THE CLEVELAND STONE CO.
Union Bldg. CLEVELAND, Ohio

BISSETT & WEBB, Limited
WINNIPEG, MAN.
Western Distributors



MENDETS
A PATENT PATCH

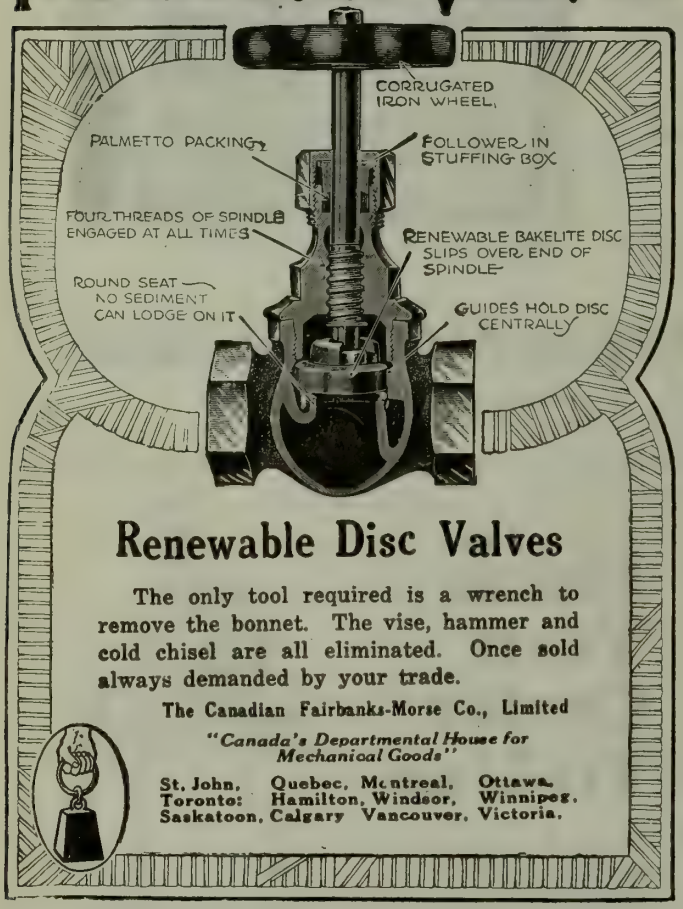
It's the Little Things That Count!

The little courtesies, the little conveniences that customers always look for, attract trade to your store. The bigger sales follow as a natural course. **Mendets** will just do that for you. Its usefulness is already apparent. There is a demand **already created**. It's to your customers' interest and to your own advantage to sell it.

For mending graniteware and all other kitchen utensils.

Collette Mfg. Company, Collingwood, Ont.

FAIRBANKS VALVES



Renewable Disc Valves

The only tool required is a wrench to remove the bonnet. The vise, hammer and cold chisel are all eliminated. Once sold always demanded by your trade.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto: Hamilton, Windsor, Winnipeg, Saskatoon, Calgary Vancouver, Victoria.

P X H
TRADE MARK

FILES

"They Cut Faster and Wear Longer"

Ingersoll File Company, Ltd.

INGERSOLL, ONT.

John Morrow Screw & Nut Co., Ltd.
Sole Distributors:
Ingersoll, Ont.

IMPERIAL
TRADE MARK

E. Roy, 65½ St. Andre St., Montreal, Que.

A. S. Butchart 26 Adelaide St. W., Toronto

C. C. Cartwright, Union Trust Bldg., Winnipeg



4 Good Reasons ---READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 15 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

CANADA
FOUNDRIES & FORGINGS
LIMITED

Smart's Hollow-ware



Our Specialties: Straight Pots, Bellied Pots, Lipped Kettles, Spiders, Pan Cake Griddles, Sugar Kettles, Bean Pots, Chaudrons, Waffle Irons and Caldrons.

Immediate shipment of all orders received

James Smart Plant

BROCKVILLE, ONT.

Non-Poisonous Insecticides

Safety Efficiency Economy

KATAKILLA

The UNIVERSAL INSECTICIDE for use on FRUIT, FLOWERS, and VEGETABLES. A non-poisonous powder, readily soluble in cold water, cheap, efficient and effective.

"KŪR-MANGE"

The approved Insecticide for use on Horses, Cattle, Dogs, etc. A certain cure for Parasitic Mange, Lice and other parasites. As supplied to the British Army.

Agents Wanted

Sole Manufacturers and Patentees:

MacDougall Brothers Ltd.

Port St., Manchester, Eng.

Make Money from Good Pumps---Profit

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.



Pumps for every use—hand or motor —force or lift—every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

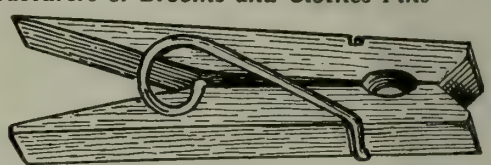
The

R. McDougall Co., LIMITED

GALT, CANADA

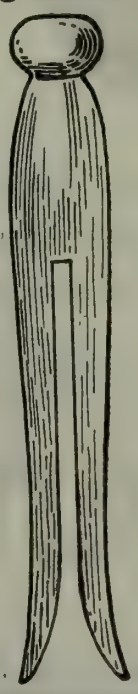
The Megantic Broom Mfg., Co., Ltd.

Manufacturers of Brooms and Clothes Pins





Lake Megantic, Que.



Our clothes pins are made and designed to **stay on the line.** And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada.

The L. Martin Co. *Headquarters for*

GERMANTOWN LAMPBLACKS

IN

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

Montreal Toronto
Philadelphia New York
Winnipeg
London, Eng.

Are You Selling Oil or Passing It Out?

How the Dealer Who is an Oil Authority Becomes Oil Headquarters

People heap confidence on the man who knows. And the man who *knows* sells goods easily, because people *believe* what he says.

This is especially true in selling oil. Light, medium, heavy oil—what do they mean? One man's opinion is as good as another's.

Repeat business is based on satisfied customers. If you *guess* at what you sell, you will have to *guess* at whether or not the customer comes back. If you know that the oil you sell is *correct*, you know that the customer will be satisfied. Those dealers who display the Gargoyle Mobiloils Chart of Recommendations sell oil on a scientific basis. They *know* that the grades of Gargoyle Mobiloils, when used as specified by these Charts, will give their customers the full benefits of Correct Lubrication.

To get the full sales benefit of these authoritative Charts you should sell the complete line of Gargoyle Mobiloils called for by the Charts. Then you will be able to correctly lubricate every make of automobile, tractor, or other automotive unit in your vicinity.

You will be able to take advantage of your entire market — not just a part of it. Quickly reputations grow under this scientific stimulus. And, as quickly, sales and profits grow with them. Once you are known as Correct Lubrication Headquarters — once people *know* that you *know* — you will discover what it means, in dollars and cents and satisfaction, to sell the complete line marked with the red Gargoyle.

GARGOYLE

Mobiloils

A grade for each type of motor

Write us at Room 704, Imperial Oil Bldg., Toronto, for booklet, "Correct Lubrication," containing Charts of Recommendation for all makes of automobiles, tractors, motorcycles and motorboat engines, and for full information regarding our offer to dealers.

IMPERIAL OIL LIMITED

Manufacturers & Marketers of POLARINE MOTOR OILS & GREASES

Marketers of *Gargoyle Mobiloils* in Canada

BRANCHES IN ALL CITIES

Turn Your Oil Losses Into Profits

In handling Motor Oils or any kind of oils, the old-fashioned way, barrel and spigot method, losses are inevitable.

There shrinkage, leakage, seepage, waste, in filling measures or cans. You cannot keep your oils clean, your store clean or yourself clean.

A Gilbert & Barker T-230 Outfit, single or in battery form, is a positive insurance against waste and inefficiency.

The installation of a G. & B. T-230 Outfit has made it possible for hundreds of dealers to build up a **profitable** business in oils.

If you have a T-230 it pays for itself—quickly.

If you haven't a T-230 you are paying for it in losses of oil, time, labor, business.

Last year your best investment was a Victory Bond—or a dozen.

To-day your best investment is a T-230—or a battery.

Bulletin 52 tells the story

Today is a better day than tomorrow—write



GILBERT & BARKER MFG. CO.

Established 1865

SPRINGFIELD, MASS. U.S.A.

IMPERIAL OIL, LIMITED, Canadian Distributors

BRANCHES IN ALL CITIES

Sell This Complete Line



NOT all of your customers can afford the initial expense of an Electric Washing Machine, but, for those who can, there is nothing on the market so sure to please them as the "1900" Cataract Washer here shown. We do not limit you to this machine, however, as in our Agitator Electric we have a wood tub machine of exceptional merit that retails at a very moderate price.

Then, for the large class who want a good, reliable water power washer, our present "1900" line gives you a dependable machine which, by the mere turning of a tap, will do a week's washing quickly and thoroughly.

But if your biggest class of washing machine prospects want a hand machine, our "1900" Gravity Washer completes the list. It is radically different in design from other hand-washers, and intending buyers will quickly recognize its advantages.

So, you have all the washer styles you need in the "1900" lines. Each style is unequalled in its class, and our Agency Proposition gives you exclusive control in your town, if you mean business. A full line of high-grade wringers, too.

Don't carry a mixed-up line of washing machines any longer. Push the "1900" Washers exclusively and forget about competition.

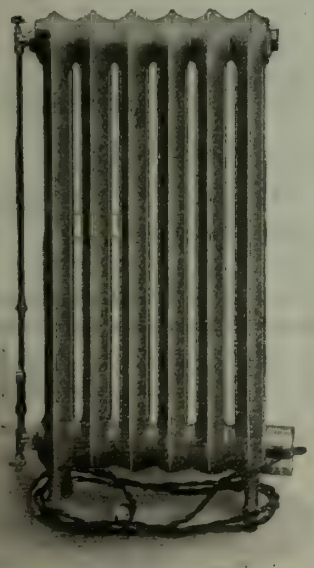
Ask us to tell you about our Agency Proposition.

THE NINETEEN HUNDRED WASHER COMPANY

357 YONGE STREET, TORONTO

Prepare For Spring Trade

Your customers can save time and money by using our Electric Steam Radiators.
Hydro Electric P.C. Approval No. 101.



Spring and its uncertain weather will soon be here. Raining, windy or cold one day, very warm the next, warm in the day and perhaps extremely cool in the evening. It is neither convenient, comfortable nor economical to operate the furnace. One or two of our radiators will furnish all the heat when, where and as required at the minimum of cost and attention.

Clean, economical and guaranteed.

We offer attractive terms to legitimate dealers.

Rapid Radiators Limited,

196 King Street West
TORONTO

THE LOGICAL METHOD OF ELECTRIC HEATING.



Our Catalogue Shows Everything In This Line For The Builder

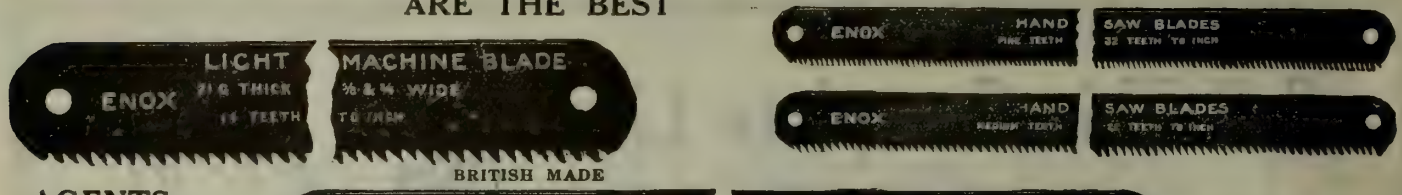
Let us get together and capture all the business in your territory. We have one of the most attractive and profitable lines in everything required by the builder: Furniture trimmings of all kinds, Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

The Stratford Brass Company,

Limited
STRATFORD, ONTARIO

LENOX HACKSAW BLADES

ARE THE BEST



BRITISH MADE

AGENTS IN CANADIAN TOWNS WANTED

AN ENTIRELY BRITISH COMPANY

Liberal terms offered to firms willing to carry stocks and act as sole agents for the district.

SOLE MAKERS FRY'S (LONDON) LIMITED, 46 Upper Thames St., London, E.C. 4, England. Works: Greenwich, S.E. 10

The Standard Machinery & Supplies, Limited, 261 Notre Dame St., West, Montreal.
Agents for British Columbia—The A. R. Williams Machinery Co., 495 Railway St., Vancouver, B.C.

MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

Manufacturers OF WIRE

HEADQUARTERS FOR

Wire Bale Ties

LARGEST CAPACITY AND STOCK IN CANADA

Prompt Shipment

LAIDLAW BALE TIE COMPANY, Limited
HAMILTON, CANADA

Winnipeg Toronto Montreal
London, England

NO ROCKING
NO SHAKING
NO WORK
NO DIRT



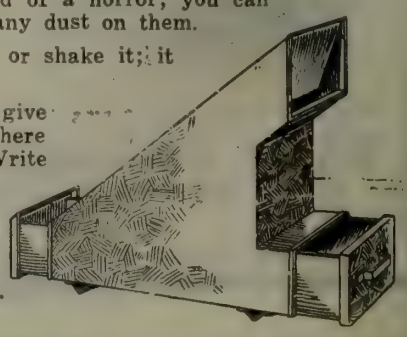
ASH-SIFTERS THAT MAKE SALES

Made of Galvanized Iron with Black Iron Drawers, Self-Closing Doors, Removable Screens

This makes ash-sifting a pleasure instead of a horror; you can wear your best clothes and yet not get any dust on them.

It is dustless; you don't have to rock it or shake it; it is self-operating, a child can work it.

We guarantee that this ash sifter will give satisfaction or your money refunded. There are good profits in it for the dealer. Write us to-day for prices and information.



FURNIVAL & CO.
631 Dupont St. TORONTO, ONT.



WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"

AND

"SOO LINE" LOGGING TOOLS?

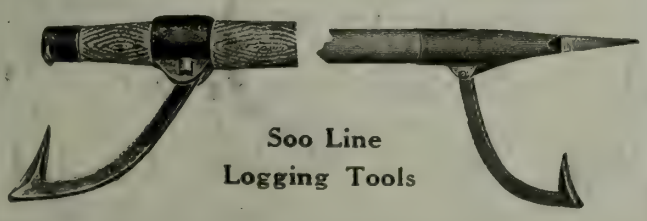
GET THE HABIT.

(AND THE PROFIT)

Canadian Warren Axe & Tool Co.,

LIMITED

ST. CATHARINES, ONT.



Soo Line
Logging Tools

The Blacksmith, the Carpenter, the Local Garage, and Every Manufacturer in Your Neighborhood Uses Files

These men will buy "Famous Five" files without question because they know them to be standard grade tools; hard, sharp, and well balanced.

That's why it will pay you to sell them.

Specify "Famous Five" when ordering from your jobber.

They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by





"TALLMANS' SPECIAL" ARCTIC METAL

a medium-priced babbitt specially adapted for Saw Mill and Woodworking machinery.

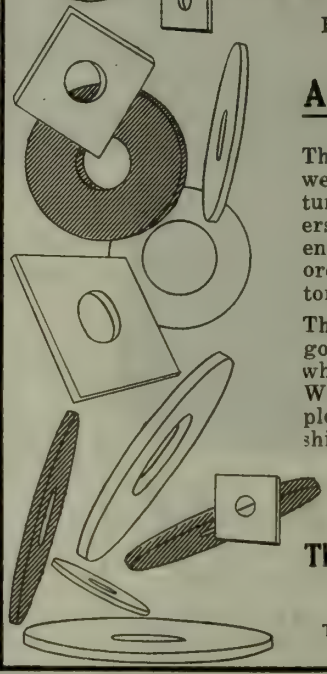
Will remain cool under exceptionally high speed.

Its long life proves its efficiency.

Tallman Brass & Metal Limited
HAMILTON, ONT.

Unimeco

WROUGHT WASHERS



Round and Square, Plain and Galvanized

Annealed Rivet Burrs

The unusual high standard we maintain in the manufacture of both Wrought Washers and Annealed Rivet Burrs enables you to offer extraordinary value to your customers.

The "Unimeco" line means good profits and more worth while business for the Dealer. Write us for prices and complete information. Prompt shipments guaranteed.

The Union Iron & Metal Co.
Limited
1951 DUNDAS ST. W.
TORONTO CANADA

VOL-PEEK



FIRST AID IN THE KITCHEN -

IN EVERY HOUSEHOLD

Vol-Peek finds a place. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary, hardens quickly and costs only **½ cent per mend.**

Send a sample order to-day. A bright colored display stand of 24 packages for $2.25. Vol-Peek sells on sight and is guaranteed; 60% profit for the dealer.

At your jobber or

H. NAGLE & CO., Box 2024, MONTREAL
(Owning and Operating Vol-Peek Mfg. Co.)

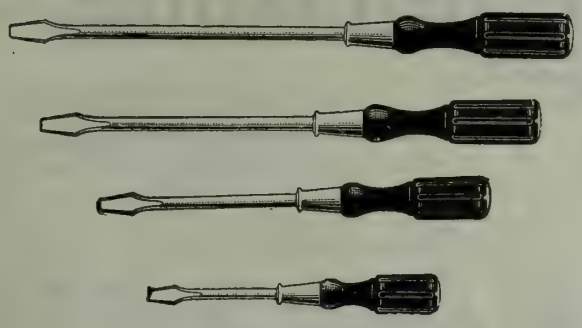


BUTTERFIELD'S

Armstrong's Solid pipe stock and dies, pipe cutters and vises.
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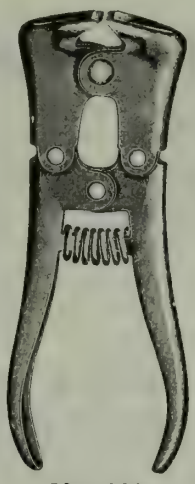
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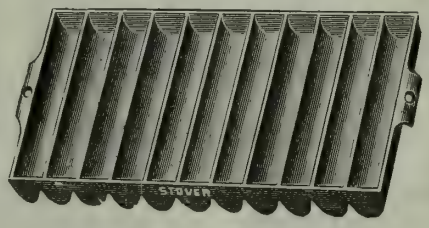
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Business
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On nights when the German air raiders were out, they sent up strange, luminous balls behind their lines and anchored them above the clouds—globes of fire which could be seen for forty miles or more. What these "onions" were, or how they were kept in stationary position above the clouds, is still a profound mystery. The Allies never learned anything about them, but the Allies night bombing crews steered their course to the Rhineland by the luminous buoys thus provided.

What is known about the onions is told by Lieut. J. Vernon McKenzie in the course of an article, "Raiding the Rhineland," in MARCH MACLEAN'S. It is an intensely interesting article, telling all about the great reprisal campaign which implanted the fear of war in the German civilian heart.

"NO HOPE FOR THE WETS"

"Already the temperance forces are lined up to stop any possible break in the prohibition dam," writes J. K. Munro, in discussing what is going to happen at the coming session at Ottawa. He predicts that Union Government will hold together, but that the habit it has contracted of promising everything asked is going to make a lively session. He expects:

Dry legislation at the earliest possible moment.
The moral reform forces in control.
No change in the Divorce Law.
Tariff concessions made to the West.

The March number, in fact, is full of live, up-to-the-minute features.
The famous Canadian Ace, Lieut.-Col. W. A. Bishop, is on the cover.

Some of the Outstanding Articles and Stories are:

The Transformation (a new serial)—By Frederic S. Isham.

A Canadian King-Maker (the story of Lord Beaverbrook in Britain)—By Maurice Woods.

Fitting in the Returned Soldier—By George Pearson.

The Three Sapphires—By W. A. Fraser.

The Strange Adventure of the Nile Green Roadster—By Arthur Stringer.

Fakers—and Others—By E. Ward Smith.

Lend Me Your Title—By Onoto Watanna.

A Shady Deal—By Archie P. McKishnie.

The City of Lost Laughter—By Mary Josephine Benson.

The Voice of Canada Interpreted

A new department starts in this number given over to summarizing and presenting opinion in Canada on outstanding topics, as reflected in the press. In this issue the department is given over to a careful compilation of opinion on the problems of the returned soldier.

Events of the World in the Remaking

Germany Ready for Trade War
Three-Year Marriages in France
No Solution in Ireland Possible?
Germans Hoped to Raise Ships
Is Czar Still Alive?
Did Dr. Diesel Die?
The Secret British Ferry
The Poison That Didn't
The Problem
The German Spy in Holland
The Mysterious Sinn Fein Leader
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Hun Spies Outwitted
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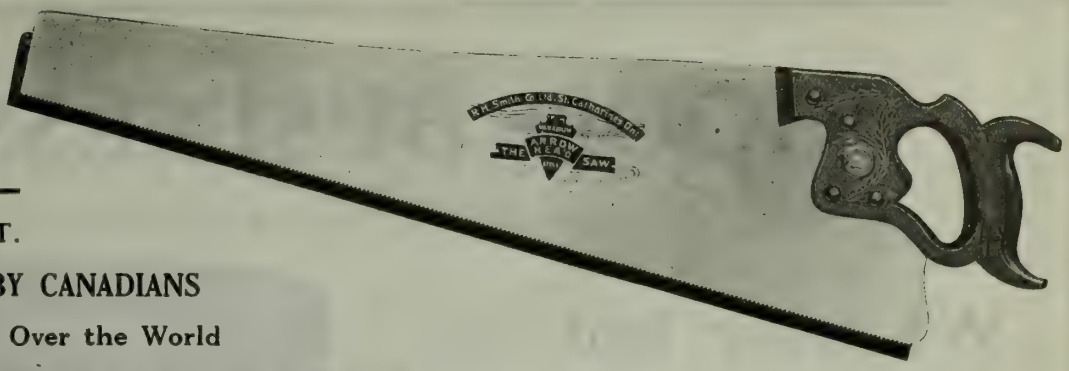
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Montreal **Quebec**

Gillette Set No. 20

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HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXI. TORONTO, MARCH 15, 1919 No. 11

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 31 TORONTO, MARCH 15, 1919 No. 11

A Golden Field for Hardwaremen

Enormous Electrical Development All Over Canada Opens Unlimited Possibilities for Dealers Handling Various Specialties—A Profitable Line That in Many Instances Almost Sells Itself

A GOLDEN year is ahead for those handling electrical supplies. This sums up the view of those in touch with the development work that is planned. More electrical construction work they say is being called for than in many years. This is due to several reasons. An immense amount of electrical work, especially the larger projects, was held up on account of the concentration of efforts in other directions for war work and also the impossibility of getting materials with which to proceed. Before the war started requests for more power and still more power were being received by companies all over Canada.

Electricity has "sold" itself. It has caught the popular fancy. When you mention that such and such a work is being done by electricity, people at once picture to themselves a task being performed quickly, efficiently, and economically. This applies to any work, whether it is driving a sewing machine or furnishing the energy that keeps huge plants, employing thousands of men, in operation.

Stands for Satisfaction

"Doing it electrically" stands for satisfaction in the minds of the people. Electricity is more and more in demand every year because it is making good. The housewife who does her ironing with an electric iron laughs at the woman who uses the old-fashioned kitchen stove method which heats up the whole house and makes conditions in summer that are well nigh intolerable. The farmer who sees his neighbor doing quickly and easily a dozen tasks by means of an electric motor or some other device, wants one too. The farmer's wife who sees either her neighbor or the city friend doing her washing with a power machine in half the time and with the drudgery taken out of the work, will never rest content until she has a similar machine. The same applies all along the line.

Huge Opportunities

This is what is creating the enormous demands for electricity. Request after request for power lines has been coming in from the rural municipalities. Town after town is arranging to instal an electric power and lighting system, or, if it already has one, to enlarge it to meet the demands that are being made upon it for more power. In nearly all the big cities extensions are constantly being made to power lines and new equipment added to take care of more customers.

One of the greatest years for electrical construction in the history of the Dominion has commenced. The estimated expenditures for new power lines, for extensions to existing power lines, and power plants run into millions. The demand is for still more electricity. This opens a golden field to hardware men and many of them are dominating the sales of electrical specialties in their district. The field is one of the most promising in the country today not only for the present but for future business.

All this development means opportunities that are practically unlimited for the dealers who are handling electrical supplies. There is no question about it that electrical goods are a nice line to handle, a nice line to show in your windows, carry a good profit, and very often sell themselves. The demand for electrical goods is created because the various devices are making good. People who have used them like them and tell their friends about them, and an ever-widening circle is formed which offers immense business possibilities.



Control the Field

Hardware dealers are a big factor today in the electrical field. In many places they are the dominant factor. Many of the largest firms would far rather have their various specialties handled through the hardware stores than through the electrical dealers. This may seem strange, but the explanation is simple. They have found by actual experience that the hardware dealer is a keen, aggressive business man, and that he will push sales in every possible way. Many of the electrical dealers on the other hand are content to take what business comes to them. Where the hardware man advertises aggressively and puts on nice window displays, and places the electrical lines he is handling at various points in his store where everyone who comes in will see them, the electrical dealer very often is content with putting a couple of irons in the window and maybe not changing the window for a month. It is the easiest thing in the world for the hardware dealer to take away business from the electrical man under circumstances of this kind, and he has done it.

Are Not Worrying

Naturally there are a good many electrical dealers who regard the hardware men as interlopers in their field. What the electrical dealers think or say is not worrying the hardwareman in the least. They are going right ahead and are "cashing in" on a business that many of them find is growing very rapidly. There are hardware dealers who will tell you that it is not going to be very many years before every home will have an electric washing machine, just as every home has a sewing machine now. These men see the possibilities of the future and are preparing for it, and they will be the men who will reap the reward. In the meantime they are making some nice profits, showing a steady increase in their electrical business each season, and are constantly laying the foundation for an ever bigger trade.

Leads the Way

Because Ontario has led the way in

connection with its hydro power projects, naturally some of the biggest increases are shown in some of the Ontario centres. Already the Ontario Power Commission has more requests for new power lines than it can build in a long time. It not only has the requests for new lines, but also has been asked by scores of municipalities that already have power, for more power. The expenditures that are planned for meeting these demands run into the millions. It is perhaps a tribute to the business acumen of the hardware men of Ontario that they are selling more electrical goods than the regular electrical stores, including the Hydro stores.

Power on the Farms

Many farmers who reside in remote districts and in parts of Canada where they do not see any possibility of regular power lines being built for some time are meeting the situation by putting in their own power plants. It is stated to HARDWARE AND METAL that more farmers have put in their own plants in the past two years than in the previous fifty. This has been especially noticeable, it is stated, in the West and in some sections of Ontario where Hydro has not been obtainable. Many farmers are now lighting their homes and stables, pumping water, sawing wood, running churns, and doing other work by their own electric plants. The number of farmers who will use electricity is expected to increase every year. There is a big field here also for the hardware dealers. Many of them are acting not only as agents for these power plants but also for the electrical goods that are required after the plant is installed, such as lamps, washers, vacuum cleaners, toasters, etc.

Go After Business

One hardware dealer in an Ontario city where there is a hydro shop started in a short time ago to handle electric washers. In the past three months he had sold twenty-eight, and has a lot of good prospects. In the same city is a hardware store which has an electrical department which specializes in lamps and electrical specialties for the home. This store sells more goods than the hydro store in spite of efforts that have been made to prevent it by cutting prices and other means. Both the hardware men mentioned have built up their business in their respective lines by hard work and judicious advertising and window displays. In this they have had to meet the same methods by the Hydro store, but the hardware dealers are winning out in the race for trade. The same may be said generally of the hardware men who are handling electrical goods. In many places they completely dominate the trade and they are making good simply by going after business in a business-like way.

The M. J. O'Brien Co., Ltd., of Renfrew, Ont., has purchased the interests held by Thomas A. Low in the Renfrew Machinery Company.

Retailers Seeking Legislation to Cover Many Important Questions

PREPARATIONS are nearly complete for the big annual meeting of the Dominion Retail Merchants' Association, at Ottawa, and a large attendance is looked for. In this connection there will be a meeting of the members of Parliament, both of the Commons and the Senate, who are retailers, in order that they may acquire a full understanding of the questions which the Retail Merchants' Association will be asking to have legislation on. This meeting is called for Tuesday morning, March 18, in the Chateau Laurier.

On Wednesday morning, 19th, the Executive of the Dominion Board will meet the Cabinet, to place before and discuss with them the questions on which legislation which will be asked for this session. This will include the following matters:

1. The creation of an Inland Trade Commission, to handle all questions of internal trade; for example, such matters as excessive profits, conspiracy in restraint of trade, etc. In fact, almost anything which affects inland trade might properly come before such a commission, in the same way that railroad questions come before the Railroad Board.

2. If the War Profits tax is to be retained on business lines supposed to be luxuries, it should not be confined to a few, such as jewelry and automobiles, but applied to all luxuries, or to none.

3. All war tax stamps should be collected from the manufacturer and not from the retailer.

4. All who enter business should be compelled to keep proper books and accounts from the time of beginning business.

5. Certain amendments to proposed Bankruptcy Act.

6. A committee of the House should be appointed to deal with the mail order question, particularly that the payments on all mail order material shall cover the cost of carriage, and none of its cost be taken out of the revenue of the letter service.

7. Legislation fixing the weight of contents in cartons and other sealed containers.

8. Amendment to the Lords Day Act, making the purchaser equally guilty with the seller of goods in contravention of the Act.

The Ottawa branch of the R. M. A. will give a banquet to the visitors at the Chateau on Tuesday evening, March 18th.

Market in South Africa For Electrical Supplies

According to official reports there is a large and growing market in South Africa for electrical supplies and equipment. A share of this business is obtainable by Canada, it is stated. The British and South African *Export Gazette* says:

That the market in South Africa for machinery, cables, fittings, and other material for electric light and power purposes is one which is well worth looking after may be judged from the fact that for a recent five-year period the average annual value of such imports, exclusive of telephone and telegraph cable and wire, amounted to as much as $5,286,700.

Great as are the strides that have been made in electric development throughout the Union of South Africa, Rhodesia, and British and Portuguese East Africa, it is even yet only in its infancy; and when railway electrification is seriously taken in hand in the Union—as it seems certain to be at no very distant date—and the large new industrial equipments already projected are undertaken, the plant and material for which an urgent need will have been created must represent very much more in annual value than the gross total of all the electrical imports which South Africa has in the past drawn from other parts of the world.

Relatively small as the beginnings which have been made may be rated, however, there are to-day scattered throughout South Africa no fewer than 53 plants, each busily occupied in supplying electricity for power, lighting, heating, or cooking. The two most important plants in the country are that of the Johannesburg Municipality and that jointly owned by the Victoria Falls & Transvaal Power Co., and Rand Mines Power Supply Co.

ALL IMPORT RESTRICTION IN BRITAIN REMOVED

Sir Thomas White, in answer to some criticisms in the House recently stated that the British Government had withdrawn all restrictions on goods imported from other parts of the Empire. He read a report from Lloyd Harris of the Canadian Trade Commission in London: "In reply to questions in House this afternoon's Parliament, Secretary Board of Trade says: 'The Government had decided no import restrictions shall be or continue to be imposed on goods coming from any part of the Empire, without the assent of the Cabinet, which shall not be given unless some unforeseen necessity arises. It is not possible at present to remove all restrictions on all imports from foreign countries because of the state of exchange, but all raw materials will be free from import restrictions.'"

From the Canadian Trade Commission in London: "Board of Trade announced yesterday removal of all restrictions on imports from British Empire."

To Sell Washers Demonstrate Them

Actual Demonstration Goes Far in Convincing the Modern Housewife—This Business Must Be Gone After Aggressively—Advertise With Illustrated Helps—Once Sales Start They Multiply—Future Will See Big Growth

"WHAT are the best ways for the hardware dealer to develop a sale for electric washing machines?" was the query HARDWARE AND METAL put to C. M. Rief, manager of the "Time Saver Shop," Montreal.

Mr. Rief replied that there are splendid possibilities of building up a trade for these goods and while it requires salesmanship and initiative on the part of the hardware man, he can increase his sales and make good on the line.

One of the methods that has worked well with some dealers, Mr. Rief pointed out, was that of putting on a demonstration. This was a real live way of interesting the women. They are the ultimate buyers of a washing machine, really, and they have to be convinced. It is therefore necessary to show them the advantages of this big labor saver.

A Concrete Example

"One of our customers has been selling more electric washers lately than ever before." said Mr. Rief. "He is located in a Quebec city and I think that a demonstration put on lately did the work. Orders were received shortly after the demonstration was made. This man wired in for two electric washing machines early this week and later the same day he wired for another."

This is good business. It is worth while, for there is a fair profit and the repeat business is the kind that counts. And then, with a line like this, there is an increasing interest in selling as the movement grows. If the hardware dealer thought he could sell an average of one electric washing machine a month —where he sold none before—the likelihood is that he would take a healthy interest in making sales increase to one electric washer per week. And the chances are again that he would realize his aim. For when a 20th century hardware man gets warmed up to selling a special line of goods, he is bound to win.

Advertising—Dealer Helps

Of one thing Mr. Rief was sure. The hardware dealer should, and must advertise, also, he must advertise well. Some firms are willing to furnish distributors with newspaper cuts which can be used in the local papers. These are often very attractive.

"They are excellent to use with the reading matter of a regular advertisement," said Mr. Rief.

Probably one of the excellent points that ought to be made much of in developing sales for an electric washing machine, is the absence of backache and the removal of the "blue Monday" feeling which washday usually brings. Surely there is no better way of playing up this winning idea than by illustrating the appeal in the regular store advertising.

Then there are many helps in the way of lithographed cards and folders. These explain the advantages of the particular machine to which they refer. They go into detail. Perhaps the dealer might well make a closer study of this matter and be posted the better to speak 'knowingly" of the machine he wishes to sell.

Begin Now—New Sales Will Increase

It is now a good time to reach out for washer business. It will require time to develop prospects into buyers for the electric machine. They are an excellent thing but the housewife may not be won over to the idea of paying $75 for this labor saving device. It therefore will be necessary to begin early in order that sales may be developed in due time.

Have you electric power in your town or city? Do not let this business go to the electric dealer. Washing machines are decidedly a hardware line and the business of the future will be increasingly larger for electric machines. Get in on the business now and get the big end of it. The farmer has plenty of money and a strong, logical campaign, in which the maker will doubtless afford him real and effective co-operation in the way of helps, etc., should be in order at once. The money to be made will go to the energetic hardware dealer.

Warns Prospective Purchasers to Watch Terms of Bulk Sales Act

H. G. Kelly, Toronto manager of R. G. Dun & Co., in a recent interview pointed out the necessity of added care in operations pertaining to the purchase of stores in Ontario,—owing to the operations of the Bulk Sales Act that has recently come into force.

"It is possible," he said, "that many returned soldiers will, within the next few years, engage in business on their own account, in many cases buying out established ventures. It is to be feared that some of these transfers, particularly of small stores, etc., will be made in a more or less informal manner."

"It would be a great pity if any of these returned men, through not understanding legislation which has occurred in their absence, should lose their savings. I refer particularly to the Bulk Sales Act now in force in this Province.

"I have knowledge of several instances which have already occurred, where the transfer has been made without the knowledge of or attention to the provisions covering bulk sales of merchandise stocks. It is to be hoped that purchasers will protect themselves in these transactions, with good legal advice and guidance, which should be their only proper course."

Operations of Bulk Sales Act

Under the Bulk Sales Act, it is the duty of every person who buys any stock in bulk, for cash, or on credit, before closing the purchase, and before paying any part of the price in excess of $50, before giving any note or security for the price to demand and receive from the vendor a written statement verified by a statutory declaration of the vendor, containing the names and addresses of all the creditors of the vendor, and the amounts of the indebtedness or liability due and payable by the vendor to each of the creditors. If there be a failure to obtain the statement, the sale is deemed to be fraudulent and is void as against the creditors, unless all the creditors are paid in full out of the proceeds of the sale. The purchaser, upon obtaining the statement, shall either obtain a written waiver from the creditors of the vendor, or shall pay the whole of the purchase price, or deliver his notes or other documents securing the price into the hands of a trustee for distribution pro rata among the creditors of the vendor, subject to any preferences provided by law or by previous contract.

If the purchaser shall fail to observe the requirements in respect to the trusteeship, without obtaining the written waiver of the creditors, the sale is deemed fraudulent and is void as against the creditors of the vendor, unless all the creditors are paid in full out of the proceeds of the sale. Any sale or transfer of stock, or part thereof, out of the usual course of business or trade of the vendor, or whenever substantially the entire stock of the vendor is sold, or whenever an interest in the business or trade of the vendor is sold, or conveyed, the sale, transfer or conveyance is deemed "a sale in bulk," within the meaning of the Act. But if the vendor produces and delivers to the vendee a written waiver of the provisions of the Act from his creditors having claims of $50 and over, representing 60 per cent. in number and value of the claims of $50 and over, as shown by the statutory declaration, then the provisions of the Act do not apply.

DAYLIGHT SAVING MAY BE ADOPTED SHORTLY

IT is pretty nearly certain that Canada will follow the lead of the United States in connection with daylight saving. As yet, no definite announcement has been made from Ottawa, but word is expected at any time regarding the course to be followed. In the United States it has been decided to make daylight saving effective at 2 a.m. on Sunday, March 30, and all clocks will be turned ahead an hour. Opinion in Canada seems greatly divided. Merchants and manufacturers, their employees and those generally who reside in cities and towns have come out strongly for the measure. With comparatively few exceptions the people living in the country not only oppose the plan but declare they will not use it even if it is put into effect.

ACTIVITY IN BUILDING THROUGHOUT DOMINION

THERE is every indication that one of the greatest building years in the history of the Dominion is ahead. The activity is not in any sense local. From all parts of the country reports indicate that an enormous lot of work is planned. Inquiries for materials show that great quantities will be required, so much is this the case that in some sections there is already a shortage, particularly of bricks. This, however, will be only temporary, it is stated, and is already being relieved by importation of outside products where the home brick makers have been unable to meet the demands. All this opens to the hardware men of Canada a big field of opportunity and they are taking full advantage of it. Many firms have already sold large quantities of tools, builders' hardware, paints, etc., as the fine weather has enabled builders to proceed much earlier than they would have started ordinarily. Another factor in getting work under way has been the help that is now available. Those who are in closest touch with the building situation predict a steady and extensive building programme.

NEW BANKRUPTCY ACT GIVEN FIRST READING

LEGISLATION which will provide Canada with perhaps the most easily handled and the quickest working Bankruptcy Act in the world is expected to be passed very shortly by the Dominion Government now in session at Ottawa. The bill was given its first reading in the house this week after being introduced by Hon. Hugh Guthrie, Solicitor-General. In introducing it he explained that the terms of the new bill embody the principle that was introduced last session and referred to a special committee. No action was taken at that time owing to the session being too far advanced for the necessary consideration. In the meantime, however, the measure has been pretty generally distributed among commercial and mercantile associations throughout the country. Mr. Guthrie intimated that there are two radical changes in the bill which he will present and stated that he would give details regarding these when the bill came up for its second reading.

REDUCTIONS EXPECTED IN SOME RAW MATERIALS

REDUCTIONS are expected in several lines of raw material which enter largely into manufacturing costs and steel is expected to lead the way. It is regarded as extremely likely that a new schedule will become operative about April 1. There is a desire on the part of the mills to get as close as possible to the point where buyers will confidently come into the market, knowing that they are safe in making extensive purchases. One of the dangers seems to be that the reduction may not be made in such a manner as to preclude any danger of a price-cutting campaign. Were a war of this kind to start it might be very difficult to stop the movement and prices might easily be flattened to below costs. Scrap metal dealers are continuing their efforts to batter down prices and at one of the largest yards in the Dominion this week, it was stated, they did not make a single sale. This is the first time this has happened in the thirty years the firm has been in business. Warehouse men are most sincerely hoping that price talk will cease soon as they state that the present uncertainty is doing more than anything else to keep buyers out of the market in a large way.

BRITISH CUTLERY FIRMS SWAMPED WITH ORDERS

ADVICES from England state, that from the buyers' point of view the position of the cutlery trade instead of improving is growing worse and that makers, seeing no chance of an appreciable increase in output in the near future, are turning down important business from merchants in distant markets who are desirous of buying British goods to replace German made products. Apparently, owing to conditions, the British cutlers are indifferent to new business. While some of the large buyers are holding off owing to high prices, the rank and file of retailers, having cleared their comparatively small stocks during the holiday trade are sending in orders that the cutlery firms cannot possibly fill for some time. It is stated that there are enormous demands for stainless steel and that blade forgers who work for the trade are so fully engaged on this new line, that blades of ordinary steel are scarcely procurable. As far as prices are concerned, it is pointed out that not only have the high war wages become a standard in England, but they have been increased since the signing of the armistice.

CANADIAN GOODS ARE WANTED IN ENGLAND

CABLEGRAMS to the Canadian Trade Commission, Ottawa, state that the British Board of Trade regulations insist that only goods of British Empire origin shall be exempted from the rigid general restrictions which were imposed in continuation of wartime trade regulations.

"Canadian manufacturers and producers," the message adds, "should comprehend the importance of the fact that foreign goods cannot, therefore, reach England by way of Canada. The market here is now being opened, and Canadian manufacturers have a big opportunity, as stocks in everything are

very low. As this is business which does not involve Government credit, it is up to Canadian business men to make the necessary effort to get orders. Our business is to find the markets.

"The shipping situation is also easier, and prompt and good business may be looked for."

LIFTING RESTRICTIONS MAY JUMP TURPENTINE

REPORTS from the South indicate that the 1919 turpentine crop will be the latest in years. In all directions the woods are watersoaked as a result of excessive rains and the operators are unable to work. A dispatch from Savannah says:

Cables from London that Government restrictions on the importation of turpentine would be entirely lifted at the end of March and on rosins about the end of April is the best news that has come in a long time in its effect on the immediate future of both commodities.

Naturally this means a return to normal business relations between dealers on both sides of the Atlantic and a decided impetus in demand for both turpentine and rosins.

The adverse weather conditions are as opportune as the lifting of the Governmental restrictions in the United Kingdom.

The woods are watersoaked over a great part of the belt and no one now questions that April and May will see much smaller receipts than expected. It is not regarded as improbable that the receipts for the first two months of the new season will be less than the meagre receipts of the same months in 1918. Too much weight cannot be given to this important fact. With the business with the U. K. freed from Governmental interference and with the domestic requirements forcing themselves on the market as they must do in the spring months the fact that fresh supplies are to be decidedly limited will infuse a foundation of strength to the markets that may become permanent for the entire season.

MAY PREVENT STRIKES BY INDUSTRIAL COUNCIL

WORKERS at fourteen of the International Harvester Company's seventeen American plants, and at all three Canadian plants, have decided by majority vote to adopt the "Harvester Industrial Council" plan of employee representation submitted to them by the company. The proposition failed of approval at three plants located in Chicago.

Under the plan the employees will within a few days elect by popular vote their representatives on each "Works Council." The employer and employees will have equal voting power in the unit body, where will originate suggestions, requests or complaints relative to all matters of mutual interest, including wages, hours, working conditions and all welfare proposals.

Disagreements will be appealed to the company's president, thence to a General Council of all works affected, if need be. But arbitration by mutual consent will be the final resort.

FIREARMS STILL ON THE U.S. CONSERVATION LIST

THE latest revised export conservation list issued by the United States War Trade Board contains the following:

Ammunition, X-2[1]: Cartridges and shells, loaded and unloaded, X-2. Shot, in bulk, X-2. Coal[1]. Coke[1]. Explosives, X-2[1]. Firearms, all types, X-2[1]. It is expected this will take place next week.

Current Events in Photograph



The photo shows one of the British "K" class submarines, the largest underseas boats in the world. This one, which is 350 feet long, ran ashore in a fog on the coast of Lancashire. It was refloated and proceeded on its way undamaged next day. This type of boat, it will be noticed, carries a four-inch gun fore and aft as well as an anti-aircraft gun amidships.

Dept. Store Adopts Profit-Sharing

Robert Simpson Company, Toronto, Signalizes Its Majority By Profit-Sharing System The First of Its Kind in Canada—How It Compares With an American Scheme.

THE recent announcement of the Robert Simpson Company, Toronto, that they intended to signalize the consummation of 21 years of successful business life by the adoption of a profit sharing plan, whereby everyone connected with the company would share in its future, is another indication of the general tendency noted of late, to meet possible labor difficulties by developing the idea of mutual benefit.

The general idea of the scheme as announced by the president of the company, H. H. Fudger, was to assure the future of those who spent an appreciable number of years with the store. The system adopted would provide a competence for those whom advancing years compelled to leave the store's employ, or would secure the accumulation of a substantial reserve by those who spent many years in the store's service, and left it for other fields of activity.

The Plan Outlined

Briefly the idea is as follows: Any member of the staff who has had a year's service with the store, may participate in the benefits, or may refuse to do so at will. There is no element of compulsion in the scheme. The member of the staff desiring to participate, must deposit 5 per cent. of his or her wages. This sum however must not exceed $100. This limit is set, in order that the higher salaried employee should not benefit disproportionately. To these savings of the staff, the company would add annually a sum equal to five per cent. of its net earnings. This sum, augmented from year to year, to be invested for the benefit of the participating employees.

May Withdraw After Ten Years

Participators completing ten years of service would be permitted to withdraw with all interests and profits. Those leaving before completing their ten years' service would be entitled only to the amount of their deposits plus 5 per cent. interest; save in the case of a woman leaving after five years service to be married, who would be entitled to all the privileges that a ten years' connection with the firm would give, and in the case of death, when beneficiaries would benefit in accrued profits as though the deceased had completed the ten years' term.

The First Arrangement of its Kind in Canada

Mr. Fudger, in introducing the plan, stated that it was the first arrangement of its kind made in Canada by any large commercial or industrial corporation.

While the scheme is new to Canada there can be little doubt that it has been modelled on the scheme in operation in the Sears, Roebuck & Co. store, Chicago, and as the parallel in many instances is so close, and as the American concern has had the scheme in operation for nearly three years, a consideration of the results obtained there will be of interest.

Sears, Roebuck & Co. have between 30,000 and 40,000 employees, and the plan was begun to engender harmony and loyalty between employer and employee.

The Sears, Roebuck & Co. Plan

The plan as put into operation by this store on July 1, 1916, obligated the company to contribute 5 per cent. of its net earnings, without deduction of dividends to stockholders to an employees' profit sharing fund. The employee desiring to participate in the benefits was required to deposit 5 per cent. of his salary in the same fund, the amount deposited in no case to exceed $150. There is no obligation to join in the profit sharing plan, unless the employee desires, and no employee who has not served three years with the company is eligible. In a recently issued report of the plan 92 4-10 per cent. of those eligible are at present enrolled. Their holdings of the company's stock total 80,000 shares or 10 per cent. of the company's stock, 20,000 of these shares belonging to the fund, and the balance being the personal property of the employees. This is an interesting fact, indicating as it does the possibility of a gradual assumption of an even greater interest of the employees in the company, a development tending toward a practical socialistic scheme of an industry operated by and for the workers.

Profits cannot be withdrawn till the end of ten years, save in the case of young women leaving to be married. They can withdraw their share after five years of service or two years after entering. Those leaving at this time could not have invested more than $300, as $150 is the maximum that may be invested in any one year by any employee. Figures contained in the report of the fund indicate that during the month of January of this year 45 young women took advantage of the opportunity to get married, three times as many as in any previous January. Granting that these young women had contributed to the fund the maximum, they would have invested $375. They drew as their share in the fund $19.000, an average of over $425 each with a maximum of $644. In other words the depositor of the maximum $375 withdrew from the fund as her deposit and her share of the profits $644.

Plan a Great Success

The Sears, Roebuck fund after two and a half years' operation has at present a total of $3,012,123 credited to its members. Of this amount the employees contributed $656,299, the balance $2,355,824 represents the company's contribution plus dividends on the stock in which the fund is invested. At the present market value the 20,000 shares of stock held by the fund would show additional profits of considerably over $400,000. This amount is not included in the total given above.

Even this plan has scarcely been in operation long enough to draw any hard and fast conclusions regarding its probable outcome. The report however gives actual instances of what has been accomplished up to the present time. An employee earning $20 a week deposited $1 a week, a total of $130. This employee had on December 31, 1918, to his credit in the fund $593.52, invested in 3 8-10 shares of the company's stock, which at present value is equal to $643. In a like manner an employee who deposited $3 a week or $3.75 since the plan has been in operation on the same date was credited with 11 shares of the company's stock at a present par value of $1,900. These figures are of course based on present profits, but assuming that these profits will continue on a par with the past two and a half years the results for the different salaries and periods have been estimated by the trustees of the fund as follows:

Average salary per week	Membership period, years	Savings deposited by employee	Total est. accumulation of savings and profits
$15	5	$ 175.50	$ 901.22
	10	370.50	2,648.55
	15	565.50	5,787.53
	20	760.50	11,426.56
20	5	234.00	1,201.62
	10	494.00	3,531.40
	15	754.00	7,716.71
	20	1,014.00	15,235.41
25	5	292.50	1,502.02
	10	617.50	4,414.25
	15	942.50	9,645.89
	20	1,267.50	19,044.26

The amount contributed by Sears, Roebuck & Co. for each $1 saved by an employee is shown by the following table:

Period	Total Paid by Company	Company Paid for Each $1 Saved by Employee
1916 (Half)	$ 412,215.55	$3.09
1917	905,484.04	3.02
1918	1,077,883.19	3.26

The total contributions of the corporation amount to $2,355,824 for the period of two and a half years. The employees in the same time have paid in $656,229.

In the case of the Robert Simpson Company, the plan varies little from this one whose tangible results are already beginning to be observed. The Robert Simpson Company is not as large an organization as the Sears, Roebuck Company, but neither does it represent the same number of employees, while the net earnings are known to be large and there is little question that this innovation will work out in Canada on as favorable a basis for the participants, as it has done in the case of the American concern.

Broom Prices Will Remain High

No Declines Till New Crop of Corn Available in the Late Fall —Some Damaged Corn on Market—Retailer Should Protect Himself Against Inferior Grades of Brooms.

IN order to get an intelligent grasp of the broom situation as at present, it is necessary to go back a few years.

When war broke out in 1914 and for two years after, the broom manufacturers of Canada found themselves facing a situation unparalleled in the history of the business in this country. Everybody will admit that brooms could not be manufactured and sold at a profit on a retail basis of 25c. The consequence was, broom manufacturers had no surplus laid by to meet the conditions that arose. Prices of raw materials, labor, etc., went up but there was no consequent rise in prices. This kept on until the fall of 1916 when, because of a very serious shortage in broom corn, owing to the acreage being planted in grain, broom corn jumped from an average of $100 per ton to $400 and over per ton. This brought the manufacturer face to face with a situation which meant either an advance in price or a discontinued business.

Price Remains High

Since then the price of broom corn has remained high, while other materials such as handles, twine, wire, labor, etc., have kept advancing steadily.

This was the situation when in November the armistice was signed. Even in normal times the broom manufacturers of the United States and Canada use on an average of 50,000 tons of broom corn in a year. The total tonnage averaged for 1916-17-18 was only about 50,000 tons according to Government reports, so that there will be no surplus corn on hand when the new crop is harvested in the fall of 1919. Previous to 1916 there was always a surplus of 25 to 50 000 tons on hand to provide against a short yield.

A Strong Feeling in Broom Corn

Now this means that farmers or brokers holding corn will not sell at less than market price, for they know if they do not sell to-day, that the buyer must buy to-morrow and they are safe. Added to this the United States Government has guaranteed the farmers of that country a good price on wheat and reports show that the acreage on other crops is going to be rendered. This means less broom corn and consequently a high level of price for what is produced.

No Broom Products Have Yet Declined

The consequence of all this is that present prices must remain in effect until a new crop is harvested. No raw material entering into the manufacture of brooms has been reduced and labor is still commanding the same high war level.

It should be added that the broom corn districts of the United States have had considerable snow and rain during December, January and February. The broom corn mostly is without protection after being baled, consequently considerable corn has been damaged. Some of this damaged corn has reached the Canadian market in the shape of some cheap brooms and the trade should beware of these because the corn is very brittle, dark colored, and breaks off when sweeping.

President Wilson of the National Broom Manufacturers' Association of the United States, speaking on the subject recently, stated:

"Broom prices are based upon the present cost of high grade material and skilled labor.

"It is my conviction that there can be no reduction in the price of brooms until the price of material is reduced.

"Labor, and necessarily so, is the big factor in determining the cost of any manufactured product.

"The process of the readjustment of the wage scale and other essential emergencies of war times, will and should of a necessity be slow.

"The skilled workman, as you will agree, is no longer receiving war wages. He is well paid to be sure, but who would deny him just and reasonable compensation for his labor?

"Likewise the manufacturer of brooms is entitled to a reasonable profit for his labor and investment, and to obtain this there should be no reduction in prices.

"Without a sacrifice of quality it would be impossible to lower the cost of manufacturing under existing conditions.

"You cannot afford to manufacture and the customer cannot afford to buy other than on a quality basis."

Reports from Wichita, Kansas, the centre of the broom corn belt, point to a strong tendency in the market for the raw product.

High grade corn, it is stated, is firm and held at practically the same range as heretofore. The amount of this grade that can be secured from first hands is comparatively light and will have no influence on the present visible supply in warehouses, which supply is limited. The opinion is expressed that if manufacturers desire to uphold the quality of the high grade brooms all and more than the present supply will be required.

Galt Dealer Doubled His Sales Last Year

E. B. Litz, manager of the McMurtry Hardware Co., Galt, Ont., is anticipating a big business this spring in paints and has already inaugurated his campaign for trade in this line, having an attractive window display of floor-lac, varnish, stains and inside floor paint.

To HARDWARE AND METAL, Mr. Litz stated there was every prospect of the best business in paints in recent years. He explained that his sales in paints in 1918 were nearly double those of 1917 and accounted for this increased business as due to the advance in paints made in 1917, which had the result of causing people to hold back this work, in anticipation of a reduction in price but when this failed to come in 1918, the people went ahead and did necessary work and the firm enjoyed an exceptionally large business, especially exterior paints. There were however some people who still hesitated to do painting and now with the war over and no drop in the price of paint, they find themselves with buildings which positively require the attention of the paint brush this year if only for preservation purposes and therefore he anticipaptes a big demand. Labor conditions, with more help available will also mean more business.

Mr. Litz intends to specialize in paints this year and declared that the idea of his early window display was chiefly to remind the public of work they will have to do when the weather is favorable and incidentally also to hurry on indoor painting. As a result of this window display, sales of interior paints and varnishes are noticeable in the day's business.

Questioned as to business in auto finishes, Mr. Litz stated that the recent mild weather had created a desire with motorists to get on the road and many with their cars laid up for the winter, have purchased paints and finishes and are going over their machines in preparation for spring. He reports a good business in this department.

NEW FIRM BUYS PLANT OF SARNIA METAL PRODUCTS CO.

The H. H. Robertson Company of Canada, capitalized at $200,000, has purchased the plant of the Sarnia Metal Products Company at Sarnia, Ont., and plans to commence operations about May 1 on the manufacture of asbestos covered steel roofing and siding, also ventilators, gutter and down pipes, skylights and asphalt paint.

The officers of the new concern are: President, H. H. Robertson, Pittsburgh; vice-president, Jas. Playfair; secretary, R. I. Towers; treasurer, N. S. Gurd; managing director, C. McKenzie.

The new managing director was formerly with the hardware firm of Mackenzie, Milne & Co., Limited, of Sarnia.

Steel Men Favor Redfield Plan

Judge Gary Predicts Record Prosperity Will Come With the Signing of Peace—Co-operation Will Solve All Difficulties, is View of the Committee Appointed

UNANIMOUS approval of full co-operation with Secretary Redfield's plan for stabilizing basic industries was the verdict handed down by 150 leading interests in the iron and steel industry at the close of the meeting called by the American Iron and Steel Institute at New York. The whole subject matter was referred, with power, to a committee composed of the following: Elbert H. Gary, James A. Farrell, Charles M. Schwab, John A. Topping, Alva C. Dinkey, L. E. Block, James A. Burden, E. G. Grace, C. H. McCullough, Jr., H. G. Dalton, A. F. Husten, James A. Campbell and Willis L. King.

Will Co-operate

The advisability of co-operating with the Department of Commerce in the matter of stabilization was strongly advocated by Judge Gary in a preliminary speech in which, however, he stressed the fact that private interests had already accomplished much in the way of readjustment to a peace basis. Regarding the future Judge Gary was unqualifiedly optimistic, stating that when peace was finally an accomplished fact the steel industry would "enjoy the greatest prosperity in our experience."

Government Represented

George N. Peek, chairman of the Industrial Board of the Department of Commerce, was present and presented the details of Secretary Redfield's plan. His speech was attentively listened to and he was generously applauded. Regarding the proposed League of Nations, Judge Gary stated that "the sentiment in its favor is well nigh universal among the civilized people of all countries." Judge Gary also pointed out that no general meeting of the steel industry had been called since the memorable occasion of December 9, when it was practically decided to submit a scale of steel and iron prices revised on a slightly downward scale to the War Industries Board for approval. His speech follows:

"We have had no meeting nor occasion for a meeting of the iron and steel industry generally since December 9 last, when we gathered to discuss and decide what recommendation to make to the War Industries Board concerning prices, pursuant to the request of that Board or its Price Fixing Committee. Between the time the request was made and the day fixed for the meeting in Washington conditions changed and as a consequence, our report to the War Industries Board was made unnecessary, although the committee which had been designated by the steel interests appeared in Washington at the appointed time and place. Notwithstanding that at our meeting here there were at the beginning, differences of opinion concerning our proposed action, I think time has demonstrated that our final conclusion was wise.

Moderate Reductions

"Circumstances justified the decision to recommend moderate reductions in prices of our commodities, and perhaps the fact that we voluntarily made reductions tended to stabilize business conditions generally. At any rate, the disposition of the large number of men who attended the meeting to harmonize their views and to place their interests in the hands of a few men who had proved their efficiency by hard work, continued patience and painstaking effort, redounded to the credit of all who participated. Consideration by each for the welfare of all others and an effort to co-operate in advancing and protecting the interests of every one, so far as the minds of those who are connected with our industry, are concerned, and have been and will continue to be of great benefit as long as we are controlled by these principles.

"On this occasion we have met to discuss and consider the question of co-operation as presented to us by the Industrial Board of the Department of Commerce. This Board has been appointed by the Secretary of Commerce, for the purpose of conferring with the different lines of industry in the effort to stabilize business conditions generally throughout the country. The Secretary of Commerce, after consideration and investigation, reached the conclusion that during the transition period from a war basis to a peace basis there might be disturbances in business, with possible reactions, if not depressions, decreases in or interruptions to employment, and delays in extending enterprise; and after conferring with other members of the Cabinet and the President of the United States, he appointed the Industrial Board referred to.

Co-operation Sought

"The Secretary of Commerce a few days ago addressed a letter to the president of the American Iron & Steel Institute, in which the Secretary stated his plans and requested co-operation by our industry and also opportunity on the part of George N. Peek, chairman of the board, to explain in detail what was proposed. The president of the Institute thereupon called together some of the leading manufacturers who were readily accessible, before whom Mr. Peek appeared and discussed at considerable length his plans and reasons for their adoption, after which the present meeting was called.

Has Been Better

"It is my opinion, and I believe the opinion of most of the large number of men who are assembled here to-day, that since the armistice was signed the iron and steel trade, generally speaking, has been better than it was represented to be in some of the publications, that it has been better than we feared it would be; that, all things considered, we have no reason to complain; and the number of unemployed has been much less than one would suppose from some of the statements which have been freely circulated. We know that, as a matter of fact, on account of the ordinary turn-over in labor and other reasons which result in idleness, temporary or otherwise, there are always large numbers of unemployed, and therefore it frequently happens that when people are expecting, in consequence of unusual conditions, an increase in unemployment exaggerations are made.

Return to Normal

"Personally, I have believed if business men and others who are interested in business conditions and results would retain their composure and courage we would gradually, if moderately, return to a condition normal and satisfactory. However, the Secretary of Commerce, a very wise and thoughtful man, believes, from his information and advice, that it was desirable to anticipate possible future adverse conditions, and therefore took the action mentioned, and, of course, this having been published, the natural result has been or will be to temporarily affect business progress until there can be a successful co-operative movement which is calculated to inspire confidence and activity.

The Barometer

"The steel industry is still more or less the barometer of trade. It involves large production, large amounts of working capital, large numbers of employees and has a decided influence upon the commercial and financial interests of the country. We occupy positions of great responsibility. What we do at this meeting may have an important bearing upon the whole business situation. We must not, we will not, intentionally make a mistake. During the war we have been called upon to do great things, and we have cheerfully and faithfully responded. I think we are bound to say we have in the main been treated fairly. We have served the Government to the best of our ability, and governmental representatives have, in positive language, commended our efforts.

Co-operation

"Now we are called upon again by a Government official to co-operate with the Government in the endeavor to stabilize business conditions, to protect so

far as practicable and reasonable, capital and labor, for they must always go hand in hand if success for either is achieved, and to bring about results which no reasonable man will deny are desirable. The methods were not suggested by us. They originated with a disinterested, high-minded and capable public official, whose obligation and whose desire are to best serve his country. We must on this occasion rise to a high plane of unselfish observation and there determine our course.

"Those who have been personally consulted, including all the members of the board of directors of the Institute who could be reached, have decided to recommend at this meeting that we promptly accept the invitation of the Governments to co-operate, so far as proper and consistent, in the cause which has been presented, and has been assigned to the Industrial Board made up of Mr. Peek as chairman, and other equally worthy men who may be depended upon to act fairly and intelligently.

Choose Committees

"If you should to-day submit your interests to a comparative small committee, that committee would come into conference with the Industrial Board and make an effort to agree upon prices intended to be just toward all who might be interested in the results, including seller, purchaser and the general public. It is intended, as usual, to give opportunity for full discussion, and I ask you to withold final judgment as to your action until the last speaker has been heard and the last reason expressed.

"There is ahead of us large business prosperity. We may hasten or retard its progress, depending upon our attitude. If we avail ourselves of the opportunities offered, we will succeed. We must be resolute, fairminded and confident. We must apply the spirit of co-operation whenever practicable. We must have faith in ourselves, in each other and in our country. Peace has not yet been established throughout the world and this fact more or less adversely affects industry. Still we have reason to expect an early settlement of most, if not all, of the important differences between nations.

League of Nations

"A League of Nations will soon be agreed upon, for the sentiment in its favor is well-nigh universal among the civilized peoples of all countries. The criticisms which are found in the speeches recently made in the Congress of the United States, with possibly slight exceptions, were not intended to be understood as opposing a practicable and workable agreement between leading countries which will result in preventing future prolonged international conflicts. The objections made relate to some of the conditions and terms contained in the covenant, or constitution, which has been reported for consideration by the General Council and in most cases, to proposed forms of procedure. Surely the great men who participate in the Peace Council will find a basis and a method for carrying into effect what they, and the hundreds of millions whom they represent, most earnestly desire.

"And then, after peace is declared and made secure, and with a cordial and reasonable co-operation between the Government and business interests, we should realize the greatest prosperity in our experience."

At the close of the meeting yesterday the producers gathered together at the Waldorf and unanimously voted to co-operate with Secretary Redfield's committee in taking steps to stabilize this industry. With this in mind a committee was appointed with Judge Gary as chairman, and power was voted to it to take necessary steps to bring about the best possible results.

PRICE READJUSTMENT WILL REQUIRE CONSIDERABLE TIME

The American Metal Market, Pittsburgh, Pa., states: There are strong probabilities that the selection of iron and steel prices under the Redfield plan adopted yesterday will require considerable time, possibly even the remainder of this month, so that the contemplated reductions will become effective April 1st, approximately or exactly. It is probable also that the reductions favored will be of such extent that they will naturally involve a reduction in wages, and to secure Government approval to any wage reduction will naturally require time. Meanwhile, buyers will hold off except as to the filling of pressing wants and demand will accumulate so that the announcements of the reduced prices may be attended by considerable buying. We predict that the buying will be heavier by the general public than by any Government activities, including the Railroad Administration. A rough guess would be that the reductions on finished steel products will range from $10 to $15 per net ton, in which case the producers would insist upon these reductions being considered final. Pig iron would be reduced much less, about $5. The extensive committee machinery of the Institute which functioned during the war will presumably be established again so as to insure the various prices being in proper proportions. The American Metal Market ventures a guess that the eventual schedule will be approximately $25 for pig iron, $35 for billets and two cents for merchant bars, with other products in proportion.

W. S. FALLIS ADDRESSED KIWANIS CLUB

An address was delivered at the weekly dinner of the Kiwanis Club, Montreal, by W. S. Fallis, managing director of the Sherwin-Williams Company of Canada, Limited.

Mr. Fallis traced the growth of Sherwin-Williams Company from its early stages to its present position. This sketch was made from the inception of the company at Cleveland in 1866. Several visitors were in attendance from Toronto.

LETTERS TO THE EDITOR

These columns are open to contributions upon any topic of interest to the trade, it being understood that the views expressed are those of the contributors, and do not necessarily imply editorial indorsement. Names of contributors will be withheld, if desired, but name of writer must accompany correspondence as an evidence of good faith.

HARDWARE AND METAL,
Toronto.

Gentlemen,—I note with great interest the portion of Col. Hatch's speech given at Hamilton recently. As a Westerner one could certainly go after the Colonel's remarks, say, for instance, Alberta is much smaller in population than Ontario, but we have more V.C. heroes from the recent conflict in Europe than our sister Province of Ontario, and the boys had no pull or army contracts behind them.

Nevertheless the tariff, or I think in the mind of us Westerners, price, is the large question. The manufacturers of Eastern Canada are not in business for their health, as Eastern bank statements can verify.

To bring my letter to the point I had in view when starting out I am in the retail business, handling a full line of hardware, harness and Massey-Harris implements, etc. Our biggest and keenest competitors are the G. G. G. Co. Perhaps Col. Hatch can explain why the G. G. G. Co. can lay barb wire down and retail it at the same price it costs the retailer.

Second. Binder twine can be sold by them cheaper than we can lay it down.

Now, as to implements, they can sell sleighs for $6 per set cheaper than we can. And wagons $10 to $15, plows $5 to $20. And remember they are all American goods brought in from the U.S.A., paying duty in most instances. Again, this company made one million dollars clear last year (this from a bunch of Western farmers). (Remember, the Massey-Harris agent does not set the retail price.)

There is no question, Col. Hatch, you and your fellow manufacturers in Eastern Canada have to get down to better or closer figuring and sell to the retailer at smaller profits or I am afraid the time is not far distant when the Westerner, retailer, jobber, and consumer, will look with longing though regretful eyes to the U.S.A. border. In place of strengthening the East and West the breach is becoming wider and wider.

This is written not because of any feeling toward Col. Hatch, but because he was representing the Eastern manufacturers in his speech at Hamilton.

WESTERN RETAILER.
L. C. P.

RETURNS FROM SCOTLAND

James Brodie, manufacturers' representative, of Montreal, has returned from a trip to Scotland. Mr. Brodie went there to size up business conditions and reports that there is a gradual transition from a war to a peace basis, but that, in the very nature of things, and because of the speed with which the war was being prosecuted, this readjustment will take time. Mr. Brodie is of the opinion that there will not be much domestic manufacture in a big way for some months to come. It is a big undertaking to make necessary readjustments.

EDITORIAL COMMENT

STUDY your trade paper. Learn from the records and achievements of others and study the methods of winners.

* * *

ENTHUSIASM and perseverance are the forces that convert opportunities into results and give them definite form and value.

* * *

IT USED to be a sign of weakness to advertise for business. Modern methods and competition have now made advertising the big factor in building business.

WATCH FOR THESE

REPORTS from various European centres agree that in many of the manufacturing centres of Germany there are now stored considerable quantities of goods which were manufactured for export. According to the reports many of these are staple lines and the owners are extremely anxious to get them moving and turned into money. That every subterfuge the cunning Hun can devise to get his goods unloaded will be practised, goes without saying. Investigations since the war have revealed that German firms were never any too scrupulous when business was at stake. Now that their needs for trade are more pressing than ever, it is not to be expected that they will stop at anything that promises results. It is unfortunately one of the conditions that has to be met that there are spurious commission agents and bogus manufacturers in various parts of the world who may be willing to lend themselves to all manner of schemes to profit by Germany's urgent needs. These men are no better than the Huns, but that does not alter the fact that the only way to protect British and Canadian industries will be to maintain the keenest vigilance. Goods labelled "Made in Sweden," "Made in Denmark," may be mere camouflage. The place to commence protective measures is not in Canada, but if possible before the goods reach Canada. There is no question that Canadian people do not want "Made in Germany" goods, but unless extreme care is exercised they may buy them in the belief that they were made in some friendly country. Co-operative measures by the Allied Governments to establish beyond question the source of origin of any doubtful commodities is being suggested by many manufacturers. An investigation department with agents at all European shipping points they believe, each reporting regularly, to all countries interested, they point out, may save a lot of trouble later. While no really definite action has as yet been taken, there seems the utmost determination that German competition must never again be allowed to become a menace.

DO YOUR SHARE

THE value of a good local newspaper is much greater than many people seem to think. One way the home merchants can help not only to keep it good, but to make it better, is to patronize it and furnish it with ads. A little investigation will convince anyone that the great majority of people are just as much interested in reading attractively written ads. as they are in following the general news. Many merchants do not always appreciate the business of the country and in maintaining its mighty power the press is in helping to carry on the power.

THE NIGHTMARE OF COMPETITION

THE merchant who listens to the contention of a customer that she can buy certain goods cheaper elsewhere, and thereupon starts out on a campaign to see if he cannot reach bottom quicker than the other fellow, is certainly wanting in a sense of proportion. It is possible that the merchant's price may be too high, but if it is figured on a real understanding of business, this is unlikely. It is possible, too, that the customer is using the same old bait that has been so often used to obtain favored prices. In any event, it is an item of comparatively small moment. The retailer who will spend as much time and energy devising constructive ways of selling his own goods as he does to "meeting competition" will have little competition to meet.

Many small dealers have made a nightmare of the cut price store and the mail-order house, and have confirmed themselves in their fears by cutting their prices to meet this competition. Of course, they lost out. Their very action was an admission of their own weakness.

It is time that retailers should, without exception, realize that price is only one of the elements that produce sales. A few years ago many merchants would have taken their oath that people would not buy sugar at 8 cents a pound. They

have learned now that people will find a way to buy sugar 11 and 12 cents a pound about as readily as they did at 5 and 6 cents. And those same merchants should have learned that there are other ways of getting business besides selling sugar at a loss.

As a matter of fact, service is a far larger factor in sales than the mere question of price. We do not necessarily mean elaborate delivery and extensive credits. But service as it is represented in attractive store surroundings, in well kept stock, in a desire to assist the customer, and in a courteous treatment at all times and under all conditions. Service is a saner basis on which to build business than cut prices.

MAIL ORDER HOUSE TAX

THE meeting which was planned for Thursday of this week by the committee which is looking after the matter of asking the Ontario Legislature to impose a tax on mail order houses in the municipalities in which they sell, did not take place. Inquiry elicited the information that it was not known when the meeting would be held, but that those in charge of the matter were waiting advice from the Legislature as to when would be the best time to present their case.

A LEADING EXPORT

WHILE higher prices have been a factor in the large growth of Canada's exports of both paper and pulp in the last few years, the growth is impressive. In the fiscal year ending March 31, 1913, total exports of paper and pulp were valued at $11,834,354. Returns recently issued show a total of $70,661,192 for 1918. In 1917 the total was $42,797,092 and in 1916 $38,443,239. Close to 6 per cent. of the country's total exports in 1918, swollen as they were by munitions and other supplies, fell under the head of paper and pulp.

NOT GOOD FOR TRADE

JUST how seriously internal disturbances such as have been prevalent in Russian for many months affect the trade of a country is shown by the fact that in seven months the exports from the United States to Russia have declined $111,000,000. In the same period exports to Belgium increased $74,000,000. The total increase in American trade with Canada was $5,000,000. The South American figures show some peculiarities. While sales to the Argentine increased by $16,000,000, exports to Brazil fell off $6,000,000 and to Central America, Mexico and Cuba, about $8,000,000. Many American firms are looking for further decreases in their export figures, especially to the South, now that British firms are again in the field and shipping conditions between British and South American ports are becoming normal.

VIEWS OF OTHERS

IT would seem to be the duty of the Government to urge the people by means of a publicity campaign to buy now the goods they need and not to wait for a drop in prices. The fact is becoming apparent in commercial and manufacturing circles that the feeling of timidity or cupidity which anticipates a long drop in the price of manufactured goods of all kinds is more permanent than was thought and that it is beginning to constitute a formidable obstacle to the effort to get our industries back to a peace basis.

A publicity campaign along the lines proposed would deal with the subject of unemployment in three directions: urging co-operation of the buyer, of the manufacturer and seller and of the worker. The seller or manufacturer must do his part by adjusting prices to a reasonable level so that there will be no justification for a charge that he is attempting to maintain the wartime level. Moreover, when conditions warrant, the manufacturer should guarantee the buyer that prices will be the same for a given number of months. This would remove suspicion that a drop might occur as soon as the retailer got stocked up with goods.—Ottawa *Citizen.*

WHEN the manufacturer issues full-page statements to the contrary advising that no one tamper with the tariff and points to the fact that upon the tariff we must depend for the revenue to meet the obligations of the country, does he realize that he is advising the Canadian people to buy foreign made goods? The manufacturer makes it plain that more than half of our revenue comes from the duties paid on imported goods. He points to the fact that the present year will find expenses enormously increased, even though the army will be practically disorganized, and that more than ever Canada must place her dependence on tariffs. Does he realize that only by the importation of more foreign goods can Canada increase her tariff revenue? When he preaches tariff for revenue he tears down all his theories of a protective tariff which is designed to keep out foreign goods. Canadian manufacturers throwing their gauntlet into the arena of world trade, challenging the industrial hosts, might meet the massed attack at the prospect of which they now tremble.—London *Advertiser.*

EVERY man desires to make his home the safest place on earth. Nevertheless it is a tragic fact that thousands of fatal accidents occur in households every year, simply because the homes themselves, or the appliances used in them, are unsafe. Defective electric wiring is one of the commonest causes of these fatalities. As a result of careless, inefficient, or cheap installation of electric fixtures, many homes are in constant danger of destruction by fire. Worse still, the inmates of these homes are exposed to danger of serious, if not fatal, electric shocks. Electric wiring should only be done by competent and conscientious electricians. If workmen possessing these qualifications are not obtainable, it is better to stick to kerosene lamps, dirty and dangerous though they be.—Brockville *Recorder and Times.*

IN Canada we must make sure that no section of the community is allowed to hold up the whole nation. We must make sure that Prussianism in the industrial world is beaten to the ground, as Prussianism was in Germany. There must be realization more than ever on the part of all employers and employed alike, that a nation or an industry cannot stand when divided against itself. When the war has broken down so many of the barriers which formerly separated class, there is all the more need for getting together and acting together in the common interest. And it would be well at this time for labor men to realize fully that their obligation to society is vitally important, and that their progress will be in exact ratio to the attitude they assume toward it.—*Border Cities Star*, Windsor, Ont.

EVENTS IN THE TRADE

Business Changes

Toronto.—C. W. Watson, succeeds L. Waintroob, hardware, 1160 Dundas st.

Toronto.—A. Staples has purchased the hardware business of William Howarth.

Arden, Manitoba.—W. W. Matthews, garage and hardware, is succeeded by Linn & Oliver.

Granby, Quebec.—Casavant and Tanguay have purchased the hardware business of Beauchemin & Son.

Rosenfield, Manitoba.—C. C. Fehr, of Halbstadt, has purchased the hardware business of C. K. Stewart.

Obituary

D. A. Gordon, of Wallaceburg, ex-M.P., for Kent, died at Braithwaite, La., on Tuesday. He was 63 years old, and was actively identified with the Dominion Glass Company, Wallaceburg Brass Works and the Wallaceburg Cut Glass Works.

Fire Losses

H. Gilbert & Son, hardware, sustained a loss of $1,000 in a fire at St. John, N.B.

In a fire at Montreal, Samuel Shulman, plumber and hardware, sustained a loss of $1,000.

The mica shop of D. Nault at Hull, Quebec, was damaged by fire. The loss will be about $1,000.

The main wing of the Pacific Sheet Metal Works at Vancouver, B.C., was destroyed by fire. The loss is $25,000.

Fire which was caused by the bursting of a retort used for melting glass caused a loss of $100,000 in the bottle factory of the Dominion Glass Company, at Montreal.

In a fire at Alberton, P.E.I., which caused a loss of $100,000, the following business places were destroyed: Edgar A. McRae, implements; John T. Profit, harness; James Birch, general store. The following were damaged: George Gards. sash and door factory; M. A. McNeil, implements.

Fire in the plant of the Niagara Falls Metal Stamping Works at Niagara Falls, N. Y., on March 7, caused a loss of $60,000. The management stated to HARDWARE AND METAL that the loss is mostly upon stock ready to ship for the spring trade. The plating department was not damaged but a great deal of the belting in the plant was ruined by water and the presses somewhat injured. The loss is fully covered by insurance. Work on repairs is being rushed and business, it is expected, will be resumed about March 15.

Personals

W. J. Chambers, of W. J. Chambers & Co., Toronto, has left for a business trip to Eastern Canada points.

W. H. Barker of the All Way Oiler Manufacturing Co., Toronto, who has been ill for two weeks, is progressing favorably.

C. C. Falconer, of Falconer's Hardware and Furniture Store, Winnipeg, was a visitor at the Toronto office of HARDWARE AND METAL on Thursday of this week.

John Farquharson, of Mackenzie, Milne & Co., Limited, Sarnia, Ont., was in London, Ont., on business for a couple of days this week.

J. M. Mackin, located in Columbus, Ohio, has recently become connected with the Black & Decker Manufacturing Company of Baltimore, and will represent the firm throughout the entire state of Ohio.

On the occasion of his departure for North Bay, where he has secured a position with the McDonald Hardware Co., the employees of the Cochrane Hardware Store at Copper Cliff presented W. E. Cassidy with a watch fob and a gold K. of C. emblem.

Trade Notes

The Acme Hardware Company has been registered in Toronto.

The Ontario Roofing and Tinsmithing Co., has been registered at Toronto.

The Model Tire and Vulcanizing Co., has been registered at Toronto.

The Montreal General Tool Co., Ltd., of Montreal, has obtained a charter.

The Albert Double Tire Co., has been registered at Montreal by Samuel S. Simon.

The Magnet Toy and Novelty Co., Ltd., of Bobcaygeon, Ont., has assigned to W. C. Moore of Bobcaygeon.

The Imperial Sheet Metal Works, Sarnia, Ont., has added a line of enamelware and tinware to its business.

The International Malleable Iron Co., of Guelph, Ont., plans to erect a three storey factory in which to manufacture pipe fittings.

According to newspaper reports the Canadian Cartridge Company of Hamilton, Ont., will go extensively into the manufacture of steel oil barrels.

W. B. Cochrane, of Vienna, Ont., has purchased the Tillsonburg Foundry and Machine Shop at Tillsonburg, Ont.

Howard and Lyn Hay have secured premises at Yellow Grass, Sask., and will shortly open a hardware store.

J. H. Millard, hardware dealer of Melfort, Sask., is in Winnipeg, where Mrs. Millard and family are ill with influenza.

F. W. Sturgeon, of Sturgeons, Limited, Toronto, left to-day on a six weeks' trip through Eastern Canada and the Eastern States.

Scythes & Co., manufacturers of cotton and wool waste, wipers, etc., have opened a branch at 143 Smith street, Winnipeg.

James Simmonds, Ltd., wholesale and retail hardware, Halifax, N.S., plans to remodel its store at Dartmouth, N.S., shortly.

At the annual meeting of the Pittsburgh Plate Glass Company, W. L. Clause was elected as chairman of the Board of Directors.

The partnership in the St. Lawrence Broom and Brush Co., Montreal, has been dissolved and another registered by J. A. Bray and Ernest Gohier.

The Partridge Rubber Footwear Company, of Guelph, Ont., plans to erect a $50,000 addition to its plant if a by-law to be submitted to the ratepayers shortly is carried.

L. A. Leavens, who has been travelling salesman for the Winnipeg Paint and Glass Company, of Winnipeg, has purchased the hardware stock and store of Stewart & Miller, at McAuley, Manitoba.

At the first euchre and dance of the Employees' Association of the Du Pont Fabrikoid Company of New Toronto, the presentation of a diamond stick pin was made to Sales Manager, W. A. Cotton by W. Marsh.

J. G. Smith, general manager of The Great West Electric Co., Ltd., Winnipeg, is on a business trip east. Mr. Smith will visit the large manufacturing centres both in the United States and in Canada, calling on leading manufacturers of electrical supplies and automobile accessories. He is expected back about the end of March.

The Black & Decker Mfg. Co., Baltimore, Md., announce that Chas. W. Unbehaun, formerly New York City and general Eastern salesman for the Bailey-Drake Company, Chicago, Ill., has joined the Black & Decker organization in the capacity of branch manager. Mr. Unbehaun will cover Eastern New York and the State of Connecticut.

Montreal News

Bigras Bros. have opened a hardware store at 73 Lorne Ave. west.

C. D. McDowell, with H. D. Smith & Co., Plantsville, Conn., is expected in Montreal this week.

The Main Hardware and Paint Store has opened at 1966 St. Lawrence Boulevard under the management of S. Migicovsky.

W. T. Evans, manufacturers' representative, and agent in Canada for the Sphinx Spark Plug, has returned from an extended trip to England.

George Henderson, president Brandram-Henderson, Ltd., Montreal, is in Halifax this week attending the annual meeting of his company.

Walter B. Ramsay is on his way to London, England, where he will represent the Canadian Paint, Oil and Varnish Association in connection with overseas trade.

J. A. Deschamps, formerly of the retail hardware firm of Deschamps and Kingsley, has opened a store of his own at 1918 St. Lawrence Boulevard.

Hon. C. C. Ballantyne, vice-president of the Sherwin-Williams Co. of Canada, has recovered sufficiently from his recent illness to permit of his leaving for Atlantic City. Mr. Ballantyne will remain there, it is expected, for a few weeks.

Winnipeg News

Mr. Witzke, of Witzke Bros., Expanse, Sask., is in the city on business.

J. Sahm, of the Eagle Pencil Co., spent a few days in the city recently.

J. F. Campbell, Miami, Man., spent a few days in the city on business.

Mr. Clark, representing the Samuel Cupples Co., St. Louis, is calling on the jobbing trade this week.

Archie MacFarlane, of the A. MacFarlane Co., Montreal, spent the week in the city on business.

Mr. Bruce, of the Kinzinger Bruce Co., Niagara Falls, Ont., spent a few days in the city this week.

Mr. Stephenson, president of the Delta Electric Co., Marietta, Ohio, called on the jobbing trade during the week.

F. Newton of Hunter & Newton, Mosher, Man., is a visitor in the city this week.

Incorporations

National Paper Goods Limited, head office, Hamilton, Ont., capital $300,000, plans to manufacture and deal in tape, twine, shipping cases, mailing tubes, etc.

Stewart Phonograph Corporation, Limited, capital $40,000, head office, Toronto, plans to manufacture and deal in phonographs of all kinds.

International Engineering Corporations, Limited, head office, Toronto, capital $750,000, plans to manufacture pumps and agricultural machinery.

Davis Slate and Manufacturing Company of Canada, Limited, head office, Toronto, capital $5,000, plans to manufacture building supplies and also electrical equipment.

East Kent Oil Producing Company, Limited, capital $300,000, head office, Toronto, plans to develop oil fields and deal in products obtainable therefrom.

H. L. Frost is Victim of Spanish Influenza

After a brief illness with pneumonia, which followed influenza, the death occurred in New York of Harry L. Frost, president of the Frost Steel and Wire Company of Hamilton. He was 45 years old and a native of Danville, Ohio.

At the recent convention of the Ontario Retail Hardware Association in Hamilton, Mr. Frost was among those who gave the visitors a hearty welcome to the city. At the banquet held on the first evening he not only made an address but assisted in the program of entertainment by a number of clever card tricks.



LATE H. L. FROST

President of the Frost Steel and Wire Company, Limited, Hamilton, Ont., who died of pneumonia in New York.

In addition to occupying a prominent place in the manufacturing life of Hamilton, Mr. Frost was widely known as a leader in all patriotic and philanthropic movements.

He was vice-president of the Hamilton Hotel Company, an ex-president of the Hamilton Board of Trade, chairman of the Trustee Board of the Methodist Deaconess Home, a member of the Advisory Board of the Children's Aid Society, an ex-member of the Board of Education, and a member of the Rotary Club. He was also prominent in Y.M.C.A. and Y.W.C.A. work. His wife and one son, Russell, who is overseas, and two daughters, Ruth and Margaret, survive.



HYSLOP BROS.' CATALOGUE

The 1919 catalogue of automotive equipment of Hyslop Brothers, Limited, Shuter and Victoria Streets, Toronto, is now being distributed.

It is carefully compiled and profusely illustrated and contains 208 pages, of which 65 are devoted to equipment for Ford cars.

This book covers a most complete assortment of automobile accessories, tires and garage supplies, in fact the firm claims it is the largest and most comprehensive catalogue of its kind ever compiled in Canada.

Many new devices that improve the efficiency and comfort of motoring are listed, also the standard equipment, the articles of which have proved themselves of merit and become vital parts of the automobile.

Copies of the catalogue will be sent to readers of HARDWARE AND METAL upon request.

VALLEY FORGE CUTLERY CO.

The Valley Forge Cutlery Co., 22 South Sixth St., Newark, N.J., has issued a most attractively printed catalogue listing the lines of pocket cutlery it manufactures. The catalogue contains 116 large pages and is profusely illustrated. The illustrations all show the actual size of the cutlery described. This plan is followed to give the catalogue additional value to those ordering by mail. Copies of the catalogue will be sent to readers of HARDWARE AND METAL upon request.

SILVER & CO., Inc.

Catalogue No. 18, issued by Silver & Co., Inc., 304-314 Hewes St., Brooklyn, N.Y., lists the "Homeware" line of house furnishings manufactured by the firm. It contains 128 pages attractively illustrated. The firm has also listed its lines of serving trays in Catalogue 19, its oil and gas stoves in Catalogue 20, and bathroom fittings in Catalogue 21. More than 800 different pieces of goods are dealt with in these lists. Copies will be sent to readers of HARDWARE AND METAL upon request.

LANDERS, FRARY & CLARK

Catalogue No. 61, issued by Landers, Frary & Clark of New Britain, lists the full lines of cutlery, hardware, electrical appliances, and vacuum specialties manufactured by the firm. In the foreword the company mentions that one of the great lessons learned from the war was that it was possible to do a very large volume of business on a reduced assortment of goods and that with this object

in view the company is listing items upon which the retailer can get prompt service from his jobbing source of supply. The catalogue contains 55 large pages and is profusely illustrated. Copies may be obtained upon request by readers of HARDWARE AND METAL who are interested.

Rumor of $300 Ford Car Has Aroused Much Interest in the Trade

CONSIDERABLE interest has been taken by the trade in alleged statements that Henry Ford plans to manufacture a car that will be put on the market at $300. Discussing the reports with HARDWARE AND METAL, Manager Fox, who is in charge of the Toronto branch of the Ford Motor Co., said he believed they were absolutely without foundation. He had had no intimation of any kind, he said, that any such car was contemplated, and declared that in his opinion the story was baseless and would be forgotten in a few days.

The following from New York shows the interest that is being taken in the automobile situation generally in that city by manufacturers and others:

"The automobile and tractor manufacturing industries are the most active purchasers of new equipment, and a good deal of their buying is being done in Detroit and Cleveland. So many new tractor manufacturing concerns have sprung up that the machinery trade is watching some of the smaller makers with care. Nearly all of the principal makers of automobiles are planning to build more cars this year than ever in their history. The market for small, low-priced cars is believed to be the best, and in this connection the announcement by Henry Ford that he will turn out a car to sell at $250 or $300 has been noted with interest by the machinery trade, particularly as at least two well known companies, the Willys-Overland Company and the Chevrolet Motor Co. (a branch of the General Motors Corporation) will this year bring out low-priced automobiles which will compete with the Ford car.

A Great Car Output

The Ford Automobile Company and the General Motors Corporation, as has been noted in previous reports, have bought more new equipment during recent weeks than any other interests. Both of these concerns are buying for the manufacture of tractors as well as for automobiles. The tractor plant of Henry Ford & Son, Dearborn, Mich., though separate from the Ford motor plant, is controlled by Henry Ford and his son Edsell, while the General Motors Corporation has taken over a plant at Janesville, Wis., for which equipment has been bought for making farm tractors. The Hudson Motor Car Co., Detroit, will utilize the plant built during the war for making shells to turn out the new Essex automobile, of which about 20,000 will be manufactured this year. The Board of Directors of the Hudson Company has authorized the expenditure of $1,000,000 for new machinery for this plant and the Hudson factory. The Nash Motors Company, Racine, Wis., has acquired an acreage adjoining its present factory for expansions, and will need new equipment.



ARTHUR C. LARIVIERE
Vice-President of the hardware firm of Lariviere Incorporated, Montreal, who died of pneumonia.

BUYS HARDWARE BUSINESS

D. D. McDonald and J. S. Oliphant have taken over the business of the McDonald, Voigt Co., Ltd., at Dauphin, Manitoba. The new firm will trade under the name of McDonald and Oliphant, selling hardware and groceries. John F. Voigt, who was vice-president of the McDonald, Voigt Co., Ltd., has left for Victoria, B.C., where he will reside. He has been a resident in Dauphin for the past twenty years.

CREDITS SUSTAIN OUR FOREIGN TRADE

The public hardly realizes the extent to which Canada's export trade is dependent on the providing of credits for other governments. Since the middle of 1918 credits amounting to $240,000,000 have been advanced to the British Government as follows:—

Imperial Munitions Board, $132,000,000; for the purchase of Canadian grain, $55,000,000; for exports of dairy products, $35,000,000; for the sale of the B. C. salmon pack, $8,000,000; for other exports of food, $10,000,000.

This money came from the Canadian public in the form of loans. Out of their savings over 1,000,000 people in this country brought Dominion bonds, and thus provided the funds out of which these advances were made. This practice must be continued if Canada is to get her share of the export trade. Those who buy War Savings and Thrift Stamps supply money for these credits.

Petroleum Products Company, Limited, capital $100,000, head office, St. Catharines, Ontario, plans to deal in oils of all kinds and also in electrical goods for light, heat and power.

Canadian Drill and Electric Box Company, Limited, capital $100,000, head office, Toronto, plans to deal in machinery and electrical supplies.

TRADE INQUIRIES

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

532. **Broom stocks.**—A Bristol brush manufacturer would like to hear from a Canadian exporter of broom stocks, round or half-round, with hole bored or not, 12-inch to 14-inch in length and 2½-inch to 4½-inch in diameter.

533. **Wood washboards.**—Washboards, all wood, dovetailed, and 17 inches in height, are wanted by a Bristol firm.

535. **Scythe sheaths.**—A firm in Bristol is in a position to purchase scythe sheaths fitted with three sloths with iron-ring handles or rings so that they can be moved. Of standard size.

536. **Wheelbarrows.**—A Bristol firm desires to import wheelbarrows for navvy and general purposes.

537. **Washers and churns.** — Canadian manufacturers of washers and churns are requested to communicate with a firm in Bristol.

538. **Horse buckets.**—A concern in Bristol is prepared to purchase horse buckets.

539. **Lawnmowers.**—A Bristol firm would be glad to get in touch with a Canadian exporter of lawnmowers.

540. **Tree and hand pruners.** — A Bristol firm will buy tree and hand pruners.

541. **Garden tools.** — A firm in Bristol wishes to import rakes, forks, hoes and general garden tools.

542. **Hammers and hatchets** are wanted by a Bristol concern.

543. **Fly traps.**—A Bristol concern would be pleased to hear from a Canadian exporter of a good trap for catching flies.

544. **Mouse and rat traps.**—A Bristol firm desires to import mouse and rat traps.

545. **Mincers.**—A Bristol house wants to purchase mincing machines.

546. **Can openers.** — A Bristol concern wants to import can openers.

547. **Scales.**—Canadian manufacturers of a reliable household or kitchen scale or balance are asked to write a Bristol firm.

549. **Lanterns** wanted by a Bristol firm.

550. **Bread and cake knives.** — Canadian exporters should write to a Bristol firm.

551. **Egg beaters.** — A Bristol concern wishes to purchase egg beaters.

552. **Clothes pegs.** — Turned or spring clothes pegs are wanted by a firm in Bristol.

553. **Corn brooms.** — Canadian manufacturers of these brooms are requested to write to a firm in Bristol.

554. **Lemon squeezers.**—A firm in Bristol wishes to buy lemon squeezers.

559. **Bolts and nuts.**—A Bristol firm would be glad to get in touch with a Canadian manufacturer of bolts and nuts.

"Code of Truth" Adopted to Stop Exaggeration in Advertising

BECAUSE of the constant temptation that confronts employees of retail stores to think of the immediate sale, regardless of the influence which exaggerations in advertising may have upon future relationships with the customer, many retailers have adopted standards for the guidance of all employees, says a bulletin issued by the Associated Advertising Clubs of the World.

It goes without saying, declares the bulletin, that truthful advertising is the only kind that pays in the long run, and it is upon this thought that stores have taken every precaution against untruth in their advertising. For example, the Boston Store of Milwaukee has adopted what it calls its "Code of Truth," the provisions of which are interesting.

Must Have the Goods

"All Sizes" may be used only when a complete stock of all sizes is actually on hand.

The word "Bargain" may be used when goods are actually priced below regular, and its proper use is encouraged.

"Best" is prohibited, the store holding that through misuse it has lost its meaning in a store advertisement.

"Entire Stock" is permitted only when the sale described literally includes everything of the kind in the store, and nothing may be hidden or held out in such sales.

The store permits comparative price advertising but cautions great care.

Competitors may be referred to, but always in a complimentary manner.

"At Cost" and "Below Cost" must not be used even when true because the public looks upon such statements with suspicion.

All illustrations must be exactly descriptive of the goods advertised unless it is plain that the cut does not pretend to illustrate any particular item.

"Damaged" must always be used in connection with the cause of the damage.

Former Price

"Former Price" must refer to the price of an article before a permanent reduction was made and in most instances, the store's bulletin on the subject suggests, this means merchandise not quite up-to-date.

The store urges its people never to hesitate to say that an article was carried over from the previous season, when it is true. Great care must be used in employing such expressions as "Fortunate Purchase," "Sample Lot," "Manufacturers' overstock" and other similar phrases.

They cannot be used unless literally true.

A 59-cent article marked 33 cents, the bulletin sugests, is not half-price and the heading "Half-Price" may not appear above it. Great care must be used in employing such expressions as "Half-Price," "OneThird Off" and similar phrases.

The bulletin urges that the customers be warned that the quantity is limited or that a certain price is available "while the quantity lasts" in every case where there seems to be a chance that one day's sale will exhaust the supply.

Not in 56 Years Has Business Been Better

"Not in the 56 years that I have been in business have we had a better season than this," said Mr. Thomas Pink, of the Thomas Pink Co., Ltd., Pembroke, Ont. "Orders for lumbering tools have been coming in splendidly, not only from our own district but from New Brunswick, and, in fact, all parts of Canada."

This indicates beyond question in the opinion of Mr. Pink that the lumber men are having a very brisk season and this is due to a great extent to the demands for building purposes.

OPEN FACTORY AT TORONTO

Durkee-Atwood Co., Minneapolis, manufacturers of Rie-Nie products, such as auto patches, radiator cement, valve grinding compounds, enamels and dressings, who have factories at both Minneapolis and Cleveland, have now located a factory in Canada at 3 McCaul street, Toronto. They have done this to serve the trade of Canada from coast to coast, and give them better service in the shape of quicker deliveries. Their factory in Toronto will be in charge of Mr. A. E. Hosmer.



The photograph shows the members of the Toronto Warm Air Furnace Dealers Association assembled at their first annual banquet. They had as their guests for the evening the manufacturers of warm air furnaces. An account of the meeting appeared in a previous issue of HARDWARE AND METAL. *The members of the association are working towards having a practical heating bylaw put into effect.*

THE CLERKS DEPARTMENT

"If You Wish to Succeed, Never Try to Sell Goods You Don't Believe In"

This Applies to Everything From Rubbers to Religion, Says Stanley Moore—Salesman Who Has Honest Goods Need Never Be Ashamed

"YOU have a dollar. I have a dollar. We swap. Now you have my dollar and I have yours. We are no better off. You have an idea. I have an idea. We swap. Now you have two ideas and I have two ideas. That's the difference. But there is another difference: a dollar does only so much work. It buys so many potatoes, and no more. But an idea that fits your business may keep you in potatoes all your life. It may, incidentally, build you a palace to eat them in. Are you plowing, fertilizing, planting and cultivating your field with Moore service? Don't set an ox pace when rapid transit is available."

Had No Ideas

The man who got out this original bit of advertising is Stanley B. Moore, of Cleveland, Ohio, says Albert S. Greggin, in the "American Magazine." Only a few years ago he was just a likable young chap with a good many friends and a kind of half-baked ambition, but no particular ideas about what he was going to be or how he was going to be it—whatever it was. He began as "feeder" in a printing office. Then he learned to set type and to handle a press. After a while he got into the office, and learned to figure on jobs. Next he became a collector, and finally he was sent out to get orders.

When he reached this point he thought that he had got hold of the right thing at last, for he had a secret conviction that he was "a born salesman," and he confidently expected to make his mark in that line. He did succeed—for a while. But the orders he picked up were largely among his personal friends. Every time a friend died, or moved away, he lost a customer; and when he tried to find new ones among strangers, he, who had fondly imagined himself a born salesman, found that he was no salesman at all.

Thought It Over

The shock of this discovery made him sit down and give himself a thorough overhauling. He laid in a stock of books on salesmanship and studied them carefully. One of them, he says, he has read ten times. Another he knows so well that he can repeat pages of it word for word. Two years ago he decided to go into business for himself, and inside of eighteen months he was getting orders from no less than five hundred firms. Twenty-one months from the day he started in business he was keeping six other printing offices, besides his own, busy on his orders.

Moore thinks that his success is due to the principle of salesmanship which he has adopted as a sort of business creed. He isn't the only man to put this principle into practice, by any means; but perhaps he is particularly keen about it because he "doped it out" for himself.

Must Be Convinced

"I believe," he says, "that no one can make a big, permanent success of selling anything unless he is convinced of the value of the thing he is offering. Never try to sell what you don't believe in. Don't try to sell something to a man unless you think he will get a good return for his money.

"Here is the point: The thing itself may be all right. But if you don't think it is, if it seems 'punk' to you, if you are secretly calling your customer a poor boob for buying it, you are either going to be an indifferent or an insincere salesman. And no man ever built a good and lasting business on indifference or insincerity.

"If you take a man's money for what really is 'punk' it reacts on you in two ways: It can't help making you uncomfortable in your own mind. To succeed in flim-flamming a man may be a passing triumph, but it isn't one that will taste very sweet to you. You will not be able to go back to him with the same freedom and confidence. You will always be thinking of the time he lost out on a deal with you. And it is going to hurt your selling ability, just as sure as fate.

Will React On You

"Not only that, but it will react on you because the man himself will inevitably connect you with his failure to get satisfaction, even though you sold him something he thought he wanted. This may seem absurd, to talk of not selling a customer what he thinks he wants. But the truth is that selling a bad bargain is a proceeding that cuts both ways. It hurts the customer and it hurts the salesman. The best salesmen in the world are those who try to put themselves in the customer's place, to get his point of view, to figure out what will bring him the best return for his money.

"Suppose a man gives me an order to print some circulars he is going to send out to get business. That is apparently a simple proposition. I can take the order, charge him for labor and materials, and let it go at that. But suppose I look over his copy and, out of my knowledge and experience, decide that it is poor stuff and won't bring him an adequate return. I might say that this is no concern of mine; that it is his own lookout.

Future Business

"But is it? I want that man's business in the future. If I do this job for him and he doesn't get the worth of his money out of it, he is always going to have an idea that something was wrong with my part of it. That's only human nature. I will get the price of that one order, but I won't have a satisfied customer.

"It seems to me that we can't get away from this responsibility of the salesman to the buyer. It is a plain business proposition which pays in the long run. Of course a man may make mistakes. He may be so enthusiastic over a thing that he will sell it where it won't do any good. But honest enthusiasm is different from insincere and conscious flim-flamming. Enthusiasm, when guarded by responsibility to the buyer, won't go far wrong. But a salesman without enthusiasm—honest belief in what he is selling—won't go far at all.

Another Problem

"Trying to follow out this idea brought me face to face with another problem which I think is common to all salesmen. And, since everybody is a salesman of something, that means that it is a pretty universal problem. Here it is: you have something to sell—merchandise, or mechanical skill, or mental ability, or personality. You believe in it. You think it ought to be 'a good buy' for your customer. But the point is that he is going to use it, no matter what it is, to sell something to somebody else. Isn't that so? If you are going to carry out your idea of responsibility, you must look ahead and, if possible, help him to sell in his turn. That is the final test of good salesmanship.

How He Works

"Take my own case, because, of course, what we know best is what we learn out of our own experience. A man gives me advertising copy which I believe won't bring him any business. As I have already explained, I think it will be a poor deal for us both if I take the order. Well, then, it is up to me to offer him something which, in my judgment, will be a good buy for him. That is what I try to do. I want him to be able to sell what I have sold to him. If I believe his idea is a poor one, I must give him a better one. If the layout of his copy is unattractive, or commonplace, I must devise one that is original and striking. I have had customers who refused these suggestions. They thought their own scheme was better. If I was absolutely sure in my own mind that they were wrong, I refused the order. It took courage when I was just starting; but I believed a dissatisfied customer would be worse than no customer. I was banking on my knowledge of printing advertising copy that this customer would be dissatisfied, so I stuck to my guns.

"I believe in making yourself an expert in something that interests you, so that you will know when it is right. Then sell it when and where it will benefit the man who buys. If it is right, it will help him to sell in his turn.

Important In Selling

"Technical knowledge is important in selling, but it isn't all that is necessary. Ideas play a big part in salesmanship. I did not realize how much they counted until I started out to sell my own article—printing—and to help other men sell things. Most of the work I handle is advertising copy. Advertising is merely trying to interest people in something, and then showing them how they will benefit by buying it.

"You interest people, first, by the thing you talk about; and, second, by the way you do the talking. So I began to study what people were interested in. Well, I soon figured out that the things which interested me were those that came closest to me, that affected my health or happiness or success. So I hunted for good selling ideas right in my daily life. For example, on the Fourth of July last year, the stork

brought a baby boy to my house. Naturally, my own interest in the event was pretty keen; but I also figured that the birth of a son touches a secret chord in the hearts of all men. So I got out a humorous printed anouncement about the arrival of a "little Moore, yelling to beat the Kaiser," and mailed it to my customers. I jokingly referred to the increase in my overhead expenses due to the newcomer. That card brought enough business to put the boy through college, when the time comes. I simply cashed in on human interest; and human interest is the greatest selling idea in the world.

The Greatest Agents

"And ideas are the greatest selling agents. I don't employ a single solicitor for business. I depend almost entirely on ideas to get business for me. Much of the advertising matter I send out is just to keep people thinking of me. I am sending things now to fully four hundred firms who are not among my customers. I don't ask them for business, because I'm not ready to handle it yet. But I will want it sometime, and meanwhile they are learning to think about me.

"There are countless chances to 'cash in on human nature' if we keep our eyes and our minds open. I was a good deal annoyed a while ago by automobiles blocking the curb in front of my place of business, so I printed a large sign reading, 'Please Do Not Park Here.' It was leaning against the wall in my office one day when a long-winded individual came in and proceeded to take up a lot of time which I couldn't afford to waste. Suddenly his eyes lighted on the sign and he read it aloud. Instantly the idea came to me of printing that injunction on cards to be hung up in offices. I got out a supply, and they made a great hit. I had cashed in on the common human experience of a tiresome visitor 'parking his machine' alongside a busy man's desk.

Originality Counts

"Human interest ideas and a touch of originality in presenting them are a help in all selling. I have studied all the books I could get hold of on salesmanship. I believe that salesmanship is something every human being has to make use of. If you are not selling merchandise, you must not think you are not selling something. It may be your ability to keep books, or your skill in driving a locomotive, or your knowledge of law, or of medicine. Even your wife is selling something. She is marketing her ability to run a house and to bring up a family. The thing she gets in return is domestic happiness—your love and the devotion of her children. She ought to study salesmanship.

"What is more, a good salesman is usually a good buyer. I sent a man up to my house the other day to sell my wife a vacuum cleaner. We have one, but I thought we needed a new one. After a while the man came back.

"'Great Scott!' he said. 'I couldn't sell that woman. She made me think I was a fool to want her to buy.'

Teaching the Boys

"I am teaching my two older boys salesmanship already, even though Bobby is only seven and Lewis is just four. Every night I give each of them two cents to go and get an evening paper apiece. Bobby must go to a stand a block distant for his. Lewis, because he can't run so fast, goes to one only a half-block away.

"They must hurry back and sell a paper to me or to their mother. They have got to get up some selling argument, too. Of course they are little shavers and they haven't any startling ideas yet, but it is making them think. One claims I should buy because he got there first. The other claims his paper is easier to read. One says his paper has bigger news, because the headlines are more startling. The other says his paper has better pictures. They try to make my wife and me bid against each other. I pay a double price for the papers in the end, but I think it is a good investment.

Had Poor String

"When the boys were spinning tops last season, I noticed that they were using very poor string. So that night I walked eight blocks out of my way to get a ball of good fishing line. I gave it to the boys, told them to cut it up, get their own buttons, and make some first-rate strings for spinning tops. Bobby was going to school then and I told him to try to sell, or trade, these strings, to the other boys.

"The next evening I was appalled to find that in return for six of these strings he had acquired five tops and two cents in money! The tops probably cost about five cents apiece. The strings were worth only about half a cent apiece. You may say he merely drove a good bargain and that his playmates hadn't been obliged to give a five-cent top for a half-cent string if they didn't want to. But I can see that it's up to me to teach him the principle that, to be permanently successful, you must be sure that your customer will get the worth of his money. If my boy got the reputation of sharp dealing, of 'putting one over,' he would be a rotten salesman.

Teach Everybody

"I am so rabid on the subject of salesmanship that I'd like to teach it to everybody, from the cradle to the grave. My father is sixty-eight years old. For years he has been a wholesale grocery salesman down in Kentucky. He will go into a store of one of his customers and, if the proprietor is busy, my father will poke around behind the counters, examine the stock, make out an order for what he thinks the man needs, and send it in. That's pretty good work. But he has competitors, and he doesn't get all the business by any manner of means. He came up to visit me not long ago and I started in to talk up salesmanship to him. I got eight books for him to read and he waded in. When he left for Kentucky, those books went along.

"'Why, son,' he said, 'I didn't know the first letter of the first syllable of salesmanship! I'm going to begin right now to study my job.'

"That was from a man of sixty-eight. He's as enthusiastic as a boy over the new vision he has of the great game of selling things. It is a wonderful game. It keeps you on your toes. It makes you study yourself and other people. It sets you to digging up ideas. It gives you interest in life. Incidentally it puts money into your pocket. And, if it is the right kind of salesmanship, it will put money into the other fellow's pocket, too."



Racey in Border Cities "Star"

ATTENTION! OTTAWA

TRADE INQUIRIES

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

586. **Cabinet and builders' hardware; cotton piece-goods.**—A firm in Brisbane, Australia, wishes to secure the agencies for Queensland of cabinet and builders' hardware, also cotton piece-goods, for the sale of all of which they claim a good connection.

587. **Manufacturers' selling agency.** — A newly-established British firm, the members of which have had successful and varied experience with leading British exporting houses, is ready to undertake Canadian agencies. Arrangements for branch agencies have been made in Canada, the Argentine Republic, South Africa, Australia, New Zealand, China, Japan, Dutch East Indies, India, Burma, Straits Settlements, Egypt, Soudan, France, Italy, Spain, Portugal, Russia, Siberia and Scandinavian countries.

592. **Rubber goods.**—An Englishman now in London, who was formerly manager of a large Petrograd rubber factory, is anxious to get into touch with Canadian manufacturers of overshoes and other rubber goods seeking a market in Finland and Scandinavia, and eventually in Russia.

598. **Wire.**—A Glasgow firm wishes to hear from exporters of all kinds of wire with a view to business as soon as conditions permit.

599. **Box shooks**—A Glasgow firm wishes to be placed in touch with exporters of the above wit ha view to business as soon as conditions permit.

600. **Leather bends.** — A Belfast firm wishes to get in touch with exporters of the above with a view to business as soon as possible.

604. **Baling wire.**—A Glasgow firm wishes to receive offers of steel baling wire, No. 14 W.G. by 9 feet long, looped one end, oiled and bagged both ends, in 10-ton lots, with a view to business as soon as conditions permit.

605. **Trunk mounting.**—A Glasgow firm would like to receive offers of the above with a view to business as soon as conditions permit. Specifications may be obtained from the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa.

606. **Agricultural implements.**—A Glasgow firm asks to be placed in touch with exporters of the above with a view to export business with Mediterranean countries.

608. **Binder twine.** — An Aberdeen firm would like to hear from exporters of the above in a position to quote on 10-ton lots.

609. **Agency.** — A Canadian commission house recently established in Barbados will cover all the West India colonies for Canadian manufacturers who commission them to represent them.

610. **Agency.**—A commission merchant of Kingston, Jamaica, well acquainted throughout the island, wishes to arrange for exclusive representation of Canadian manufacturers. References furnished to the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa.

615. **Belting.**—A Buenos Aires firm of importers of belting, asbestos packing and machinery supplies, desires to be placed in communication with manufacturers of belting in general.

616. **Belting.** — A Buenos Aires firm of general industrial and agricultural machinery importers desires to be placed in communication with manufacturers of belting in general.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

WIRE CONNECTORS

The "Walger" wire connector manufactured by the Walger Connector Co., 22 College St., Toronto, do away it is claimed with blow torch, alchol, solder, acid, rub-



ber tape, and paste for fixture outlets and motor leads. The manufacturers claim they save eighty per cent. in time and that all that is required to make the connection is a screwdriver. In soldering a joint the old way they claim the heat is conducted along the copper wire decreasing the insulating qualities of the rubber



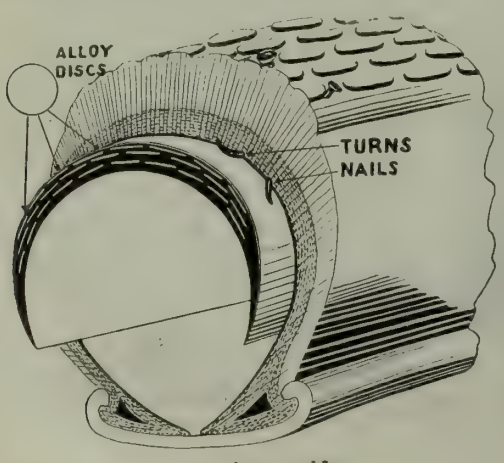
near the joint. The "Walger" connector it is claimed does away with all this as the insulation it is stated is permanent and cannot dry out and drop off as tape will. The electrician it is stated can leave his workshop with enough connectors in his pocket to wire up the fixtures for a whole building and it is also claimed



can use the connector without the slightest difficulty in places where he may be cramped for room. It is also claimed that when the "Walger" is used the inspector can readily and quickly examine every joint.

ARMOROIDS

"Armoroida," made by the Armoroid Company, 4 Morley avenue, Toronto, are, it is claimed, absolutely puncture proof. It is stated they are constructed of three layers of a special alloy disc, one-half inch in diameter, arranged to overlap and specially treated in the firm's laboratory, which treatment, it is stated, enables the vulcanizing to them of rubber. The discs are by this process, it is stated, permanently held in position, preventing heating and friction. These alloy discs in combination, it is stated, with pure gum rubber and the best Sea Island fabric, make a perfectly flexible inner casing which, it is claimed, effectually protects the inner tube from punctures. Armoroids, it is stated,, support and strengthen the outer cover.



Armoroids

RADIATOR CEMENT

A new RieNie product has recently been put on the market by Durkee-Atwood Co., of Toronto and Minne-



Radiator Cement

apolis. This is known as RieNie Liquid Radiator Cement, used in automobile, truck, and tractor cooling systems. The claims made by the manufacturers are that it only takes a small quantity of this cement to stop a leak in a radiator, and that it will not only stop the leak, but will hold it, and that driving over rough roads will not cause the cement to shake out, in other words that it makes a permanent repair.

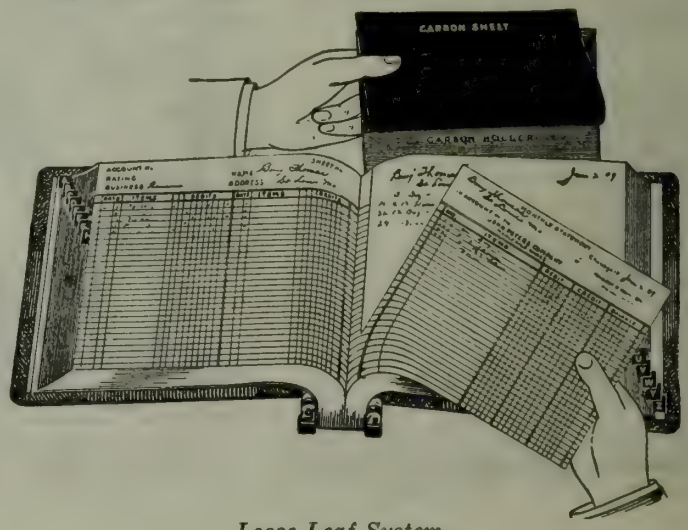
The directions given are that the motor shall be started, the radiator cap removed and one should make sure that the water in the cooling system is circulating properly. The can of cement is then shaken well, and about half the contents used for an ordinary leak, and all contents for large leaks. The motor should be kept running until the leak is stopped, which usually requires from one to five minutes.

This cement is also useful to plumbers and steam fitters, as it will repair hot water plants and steam boilers.

LOOSE LEAF SYSTEM

The duplicate statement ledger system manufactured by the Lowe Martin Company, Limited, Ottawa, it is stated, is an ideal method of handling charge accounts in hardware and other retail stores. It is claimed it will prove economical and efficient in every way. The duplicate statement ledger system requires the following equipment, current binder, transfer binder, current indexes, transfer indexes, statement leaves, and ledger leaves.

At the end of the month, or at any time when a statement is required, the total month's debits with the old balance added, it is stated, gives the exact balance to date. At the end of each month all the original and duplicate statements are removed from the current binder, the originals being torn off where perforated and mailed to the customers as statements of account, and the duplicates being filed in the transfer binder.



Loose Leaf System

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

LOWER prices have been named this week on wire bale ties and cut hay wire, the declines amounting to approximately 50c per 100 pounds. This is a reflection of the changes made in the base price of smooth steel wire recently. Tinners' wire extras have also been revised, the present scale of extras being a reduction of an even dollar from figures formerly in effect.

Range boilers have come in for a substantial reduction, the decline approximating a good 12½ per cent. Lower priced steel sheets have largely been the contributing factor in this change. There seems to be a desire on the part of some manufacturers to get down to absolute rock bottom in the matter of prices, so that building can be encouraged.

This attitude is showing in relation to steel sheets and kindred lines, and the results of the meetings being held in the United States are looked forward to as perhaps bringing about a basis of prices at which buyers will come into the market actively. Galvanized sheets are down locally another 25c per 100 pounds, with black sheets and plate holding at declines of a week or so ago.

Turpentine has recorded a decline of 2c per gallon in some quarters, with most factors now on same basis. The restrictions on the import of turpentine into Great Britain are to be lifted the end of March and on resin the last of April. If bottoms are available for shipping this should stimulate the movement appreciably. Reports from the South indicate that wet weather there is retarding new crop production. These factors serve to steady the market.

Linseed oil is on the upward move again, prices being up from 3c to 5c per gallon, with indications pointing to even higher levels before present movement is halted. The non-arrival of Argentine seed at United States points has intensified the present situation, and Canada's markets are a reflection of strength across the line. There is some export business developing on oil, and the demand locally is reported as much improved.

Among the lines which have advanced this week are corn planters, post-hole augers and solder, this latter being a reflection of stronger tin and lead markets. Pipe stocks and dies, safety tackle blocks, and some lines of pliers, punches and dividers are also on the upward trend. Pig iron is down along with tin plate, copper sheets and bars, and set and cap screws. Fuel oil and lubricating oils have declined, and lower prices are ruling also on tin and galvanized wash boilers, copper and iron rivets.

MONTREAL, March 13.—Many distinct declines and a few advances are the outstanding features of the week. The declines made are summed up as follows: Range boilers for both standard and extra heavy grades are reduced about 12½%. Set and cap screws are down about ten per cent., and the same approximate reduction applies for a few lines of light builders' hardware. One line of pipe wrenches is readjusted in price, and tire tape also was slightly revised. Fuel oil and lubricating oils are down, the latter declining two cents per gallon. Black and galvanized sheets and old material are all under revision downward. Pig iron is quoted down at $45 per ton. Copper and tin sheets and Canada plates are less, as are also copper bars.

The advances made are one for collar pads of 5%, one cent per pound on block tin, and two cents for bar solder. Snow shovel handles, referred to last week, should be made to read $6 per dozen—the former price being $7.50.

MONTREAL MARKETS

Range Boilers Down; Copper Bars, Too

Montreal.

RANGE BOILERS.—The prices on range boilers have been reduced about 12½ per cent. The following prices are now in effect: Under 12 gals., each, $9.50; under 30 gals., $10.50; 30 gal., $12.25; 35 gal., $15; 40 gal., $18; 52 gal., $24; 66 gal., $33; 82 gal., $40; 100 gal., $50, and 120 gal., $65. These prices are for the regular standard grade. Thirty gallon extra heavy are quoted at $14.50 and 40 gallon at $20. In lots of twelve or more an additional 5 per cent. is allowed. Copper bars are reduced to $28 per cwt.

Collar Pads Up; Set Screws Down

Montreal.

COLLAR PADS, SET SCREWS.—An advance of about 5 per cent. has been made in collar pads. Some prices follow: R9. $8.80 per dozen; R10, $9; R13, $9.50; S9, $9.60, and RE10, $9.40. Set and cap screws are reduced in price about 10 per cent.

Builders' Hardware Down; Wrenches, Tape

Montreal.

VARIOUS LINES.—Some varieties of builders' hardware are reduced in price and this will apply to sash lifts, cupboard catches and similar lines; the approximate decreases are 10 per cent. Stillson line of wrenches are also changed in price, the change being more in the

way of a revision. Tire tape is also revised in three sizes, the present prices being 65c per dozen for one ounce and 63c for 2 oz., while ½ lb. size is selling at 62c. All prices are per pound.

Steady Basis on Wares and Stoves

Montreal.

STOVES AND WARES.—While there is little new to say regarding these lines, stoves are steady and firm, and the basis in a general way is held. For ware, including enamelled tin and galvanized, there is a fair demand and ample stock to meet this.

Nail Sales Fair Without Change

Montreal.

NAILS, WIRE.—Steady selling of nails in rather reduced lots is reported but few are buying more than are needed for the present. The basis is steadily held on standard wire nails at $5 per keg, and that for cut nails $5.35. Smooth steel wire, base, is quoted at $5.75 per 100 pounds.

Rope Materials Somewhat Scarce

Montreal.

ROPE.—There is not a great deal of movement as yet, although sales are developing. Manufacturers state that supplies are not any too free. It appears that the use of ships for transporting troops is so general and the boats are so urgently needed that raw materials cannot be got promptly. Prices are: Pure manila, base, 37c per pound; British manila 33c, and sisal 27½c.

Fuel Oil Lower; Lubricating, Too

Montreal.

OILS AND GASOLINE.—Lower prices are out on a number of lines of lubricating oil, the reduction amounting to about 2c per gallon and affecting, in particular, red oils. About 65 per cent. of the various grades of machine oils are affected. Fuel oil is also down, the present price per gallon being 8 3-10c per gallon. There is not a heavy demand at present. Coal oil is steady at 20c to 23c per gallon, and the price of motor gasoline is held at 34c per gallon still.

Steel Bars and Iron Unchanged

Montreal.

IRON AND STEEL.—There is nothing new in either steel or iron, the movement being still limited to small lots. Whether there will be any readjustment of values is not clear, but some look for reductions in the not too distant future.

Common bar iron, per 100 lbs.	$4 30
Refined iron, per 100 lbs.	5 30
Mild steel	4 30
Iron finish machinery steel	4 35
Norway iron	12 00
Single reeled machinery steel	6 00
Spring steel	6 00
Sleigh shoe steel	4 30
Tire steel	4 50
Toe calk steel, per 100 lbs.	5 20
Band steel	4 30
Harrow tooth steel	4 35
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Black Diamond cast steel, lb.	0 22

Sheets Down 25c; Tin; Plates Less

Montreal.

SHEETS AND PLATES.—Jobbers are inclined to take less for sheets and there has been a readjustment of prices in this market, making the range narrower all around by 25c per 100 pounds for both black and galvanized. There is but a small and limited business still, and few extensive orders are received. Corrugated sheets are, of course, available on a more favorable price basis, and the average advance for corrugating in some quarters is 35c per 100 pounds. Revisions downward have been made for copper sheets, Canada plates and tinplate. These are given in the current market section.

BLACK SHEETS—	Per 100 lbs	
10 gauge	$6 00	$6 75
12 gauge	6 10	6 90
14 gauge	5 85	6 75
16 gauge	5 95	6 80
18-20 gauge	6 10	7 00
22-24 gauge	6 15	7 10
26 gauge	7 20	7 15
28 gauge	6 35	7 25
GALVANIZED SHEETS—		
10¾ oz.		$9 50
28 gauge		9 00
26 gauge		8 75
22 and 24 gauge		8 60
20 gauge		8 60
18 gauge		8 60
16 gauge		8 25

NOTE—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Two Cents Added To All Solder

Montreal.

LEAD PRODUCTS.—There is a straight advance this week of 2c per pound for solder. This applies to the line of bar solder right through and is a direct result of the firming tin market. Sales of various lead products are still limited.

Lead pipe, lb.		$0 12
Lead pipe (cut lengths)		0 13
Lead waste pipe, lb.	0 13	
Lead traps and bends	Net list.	
Lead wool, lb.		0 14
Lead sheets, 3 to 3½ lbs., sq. ft., lb.		0 12
Lead sheets, 4 to 8 lbs., s. ft.		0 11
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c. lb. extra.		
Solder, guaranteed, lb.		0 40
Solder, strictly, lb.		0 37½
Solder, commercial, lb.		0 35¼
Solder, wiping, lb.	0 31	0 35
Solder wire (8 gauge)—		
40-60		0 44
45-55		0 47¾
50-50		0 51½
Zinc sheets, casks		0 17
Do., broken lots		0 18

Extensive Declines In Old Material

Montreal.

OLD MATERIAL.—Very drastic declines all down the line on old materials are made, and there is really no interest in this market. Dealers in the country are not selling, and dealers here are not interested in buying even at the reduced prices. It is fully expected that there will be no activity for the immediate present or near future as the big users are not needing supplies very badly.

Dealers' Buying Prices

Pipe scrap	8 00
Stove plate, per ton	15 00

Briefs From the Weekly Markets

Bale ties declined 50c per 100 pounds and a drop has been registered in cut hay wire also.

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Galvanized sheets after holding steady for some time are down 25c per 100 pounds in some quarters.

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Machine oils show a decline averaging 2c per gallon in some markets, tending lower in others.

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Collar pads have gone higher, the advance amounting to about 5 per cent.

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Solder shows a reaction from many declines in a two-cent advance this week.

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Corn planters have undergone a revision to higher levels.

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Bernard pliers, Lodi pliers, Lodi punches and Lodi dividers are among the list to advance this week, new prices showing an advance of about 10 per cent.

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Kiddie Kars have been revised to higher levels.

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Range boilers recorded a decline this week averaging about 12½ per cent.

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Post hole augers, though it is said they are meant to go down, have gone up—in price—this week.

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Snow shovel handles, referred to last week, should be made to read $6.00 dozen, the former price being $7.50.

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Sheet zinc is down 5c per pound, being quoted at 25c in Winnipeg markets.

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Star safety tackle blocks have advanced from 5 to 20 per cent. according to size.

* * * * *

Soldering coppers show a further drop of 6c per pound.

No. 2 busheling	....	5 00
Old rubbers, boots and shoes	0 06	0 06½
Overshoes, lumbermen's rubber boots	....	0 03½
Bicycle tires	....	0 03
Automobile tires	0 04	....
Yellow brass	....	0 08
Red brass	....	0 10
Light brass	....	0 07
Scrap zinc	....	0 04¾
Heavy copper	....	0 13
Wrought iron, No. 1, per gr. ton	....	11 00
No. 1 machinery cast	....	18 00
Heavy melting steel	....	10 00

Tin Again Firms; Pig Iron, $45.00

Montreal.

INGOT METALS.—There is certainly little new movement in these lines, and the principal feature of the week is a firming tin market. Most of the items are dull and uninteresting. Pig iron is down $5.

COPPER.—With the basis nearly cut in two from the high levels obtaining last fall, prior to the armistice signing, the declines for copper are expected to be much smaller. There is no change this week and prices are quoted here at 20c per pound.

TIN.—London markets lowered for a while, and there was a considerable drop amounting to nearly £40. This has been practically recovered again and local quotations are made at 60c per pound.

SPELTER.—This is unchanged at 9c per pound and there is but little selling reported.

LEAD.—The basis is held without change and locally the trade is supplied at the unchanged price of 7½c to 8c per pound.

ANTIMONY.—On the held basis of 8c per pound there is little doing.

ALUMINUM.—Prices have not been altered in any way, and with a small demand there is no feature. Price, 40c per pound.

PIG IRON.—There is readjustment on this item and $45 per ton is quoted, this being $5 less than previous price.

TORONTO MARKETS

TORONTO, March 13.—Lower prices have been named on galvanized sheets this week, the decline amounting to 25c per 100 pounds. Cut hay wire is also down 50c per 100 pounds, and the list of extras on tinned wire show a revision downward of $1 to previous figures. Range boilers have declined, and a lower basis of quotations on machine oils seems to be on the way. Ingot metals show a somewhat firmer tendency, tin, copper and lead seemingly having reached the bottom for the present at least.

Business shows improvement, orders going forward in much better volume and outlook generally is considered very satisfactory.

Range Boilers Register Decline

Toronto.

RANGE BOILERS.—Lower prices have been named on range boilers this week following the substantial reductions made in sheets and indications are that the basis arrived at will prove much more satisfactory from a consuming standpoint. New prices on the standard boilers are given as follows: 12 gallon and under $9.50; 20 gallon and under $10.50; under 30 gallon, $11.50; 30 gallon, $12.25; 35 gallon, $15.00; 40 gallon. $18.00; 52 gallon, $24.00; 66 gallon, $33 00; 82 gallon, $40.00; 100 gallon, $50.00; 120 gallon, $65.00; extra heavy boilers are quoted for the 30 gallon, $14.50; 35 gallon, $17.00; 40 gallon, $20.00; 52 gallon, $28.00; 66 gallon, $38.00; 82 gallon, $47.00; 100 gallon, $58 00; 120 gallon, $75.00; 144 gallon, $90 00; 168 gallon, $100; 192 gallon, $110.

Heating Coils Changed, Too

Toronto.

HEATING COILS. — Revised prices have been issued on heating coils also, the charge on these being extra to those named on the range boilers. The following quotations are now effective: 30 gallon and under, $12.00; 35 gallon, $14.00; 40 gallon, $16.00; 52 gallon, $20.00; 66 gallon, $25.00; 82 gallon, $28.00; 100 gallon, $31.00; 120 gallon, $35 00; 144 gallon, $40.00; 168 gallon, $45.00; 192 gallon, $50.00.

Kiddie Kars Make Advance

Toronto.

KIDDIE KARS.—Higher prices have been named on Kiddie Kars this week, new quotations now being named to the trade at the following figures: No. 2, $2.00 each list; No. 3, $2.50 each, list; No. 4, $3.00 each, list; all being subject to a trade discount of 33 1-3 per cent.

Bale Ties Lower; Cut Hay Wire, Too

Toronto.

BALE TIES. CUT HAY WIRE.—A reduction of 50c per 100 pounds has been made in the price of wire bale ties this week and the new scale of quotations is given as follows: No. 12, $6.25 per 100 pounds; No. 13, $6.35; No. 13½. $6.40; No. 14, $6.50; No. 15, $6.70; No. 16, $6.95.

Cut hay wire has also been reduced and the present range of prices being made to the trade is as follows: No. 9, $6.15 per 100 pounds; No. 10, $6.20; No. 11, $6.25; No. 12, $6.40; No. 13, $6.50; No. 13½, $6.50; No. 14, $6.65; No. 15, $6.90; No. 16, $7.10.

Tinned wire extras have been revised to lower levels also, the list to-day being for Nos. 17 to 25, $2.00 per 100 pounds net; Nos. 26 to 31, $4.00; Nos. 32 to 34, $6.00; which is a $1.00 drop in each instance back to previous figures.

Nails Steady; Fair Movement

Toronto.

NAILS, WIRE.—New developments are lacking in the situation on nails this week. Prices are holding at unchanged figures and whereas the movement to the trade is not heavy, there are some orders going forward. Quotations being named are for wire nails $4.95 per 100 pounds base, and cut nails $5.35 per 100 pounds base.

Cotton Waste Down; Oakum Holds

Toronto.

WASTE, OAKUM.—In quoting price changes on cotton waste a week or two ago, the new quotations on some lines of colored waste were omitted. These are reproduced herewith, the present figures being lower than those formerly in effect. Quotations are: Fancy 15½c per pound; Lion, 14c; Standard 12½c; Popular 11c; Keen, 9½c.

There has been no change in the situation on oakum though prices on marine oakum rule with a very firm undertone. Business is fair and outlook generally considered satisfactory.

Steady Situation Shown in Rope

Toronto.

CORDAGE.—The market seems to have steadied down and appears to be on a very fair basis. Manufacturers and jobbers report a very good movement of rope to the retail trade and altogether the situation is quite satisfactory. The range of prices shows no change, the following figures being those now in effect: Pure manila, 37½c per pound base; British manila, 33c; New Zealand hemp, 33c; sisal, 27½c; sisal lath yarn, 27½c per pound base

Machine Oils Tending Lower

Toronto.

OILS, GASOLINE.—Indications seem to point to a general reduction in the price of machine oils, amounting to possibly 2c per gallon. The list has not yet been figured out so new prices are not available for the trade.

There have been no new developments shown in the situation on coal oil this week, business being done showing a large volume at unchanged prices, ranging from 19½c to 22½c per gallon, according to grade. Gasoline is moving out pretty freely and market is steady at 33c per gallon.

Stoves Holding; Wares Active

Toronto.

STOVES, WARES.—The market on stoves and ranges remains without change and whereas business offering just as present is not large manufacturers generally are satisfied with the outlook. Activity is noted in gas, electric and coal oil stoves and a very nice volume of orders is being shipped out.

Manufacturers of enamelware, tinware and kindred lines report business as quite brisk and the markets rule with a firm undertone. Some minor revisions upward are reported and situation generally is considered one of strength.

Iron and Steel Bars Moving Better

Toronto.

IRON AND STEEL.—There is a little better movement of iron and steel bars reported but trade is not large by any means. Dealers seem to be buying from hand to mouth but the fact that repeat orders are coming in would indicate there is a fair consuming demand which may develop into bigger business at a little later date. Quotations are unchanged at following figures:

Common bar iron	$4 75	$5 00
Common bar steel	5 00	5 25
Refined iron	5 15	5 40
Angle base	5 25	5 50
Horseshoe iron	5 00	5 25
Tire steel	5 15	5 40
Mild steel	5 00	5 25
Norway iron	11 00	13 00
Toe caulk steel	5 90	6 15
Sleigh shoe steel	5 00	5 25
Band steel, No. 10	5 25	5 50
Do., No. 12	5 50	5 75
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 22	0 30

Better Feeling In Corrugated Sheets

Toronto.

CORRUGATED SHEETS.—Generally the feeling is better in regard to corrugated sheets and other lines of manufactured sheet metals. This is not shown in a great increase in actual business but there is more inquiry and indications point to real orders developing at a little later date. It is still too early to expect a big movement of this class of goods.

Corrugated Sheets—	Per 100 sq. ft. Gal'zed	Painted
No. 28 gauge	$8 25	$7 00
No. 26 gauge	9 00	8 00
No. 24 gauge	13 50	10 00
No. 22 gauge	16 00	12 50
No. 20 gauge	19 00	16 00
No. 18 gauge	24 00	19 50

Discount, 7½ per cent.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

Galvanized Sheets Decline 25 Cents

Toronto.

SHEETS, PLATES.—A decline of 25c per 100 pounds has been made in some quarters on galvanized sheets bringing the base on 10¾ oz. to $8.25. There seems to be a desire on the part of the mills to get as close as possible to the point where buyers will confidently come into the market, knowing that they are safe in making extensive purchases. The only danger is that the reduction may not be made in such a manner as to preclude the danger of price-cutting campaign. Were this to start it might be difficult to put a peg in and stop the movement, and prices might easily be flattened to below costs. The general belief is that a new schedule will become operative about the first of April, and the trade generally will be glad to witness a return to a basis where they can get out after business without the possibility of having their feet cut out from under them. Quotations being named to the trade follow:

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$5 50	$6 00
12 gauge	5 55	6 05
14 gauge	5 60	6 10
16 gauge	5 70	6 20
18-20 gauge	....	6 30
22-24 gauge	....	6 35
26 gauge	....	6 40
28 gauge	....	6 50
3-16 inch plate	....	5 75
¼-inch boiler plate	....	5 50

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—		
10¾ oz.	$8 25	$8 50
U.S. 28	7 95	8 20
U.S. 26	7 65	7 90
22 and 24	7 50	7 75
18 and 20	7 35	7 60
16	7 20	7 45

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Wrought Pipe Holds; Tubes Unchanged

Toronto.

WROUGHT PIPE, BOILER TUBES.—There is little change in the situation as it affects wrought pipe. What may develop as a result of the present conference of steel men in the United States seems just a little uncertain but best informed men in the trade look for reductions in steel and iron prices by April 1 and that pipe may fall in line seems quite probable. Prices for the week hold at figures shown in current market quotations.

Boiler tubes are unchanged at recent declines and in these as other lines, the waiting attitude is more or less apparent. There is some business being done and outlook considered satisfactory.

BOILER TUBES—	Per 100 feet Seamless	Lapweld
1 inch	$28 00	$.....
1¼ inch	32 00	.....
1½ inch	35 00	28 00
1¾ inch	35 00	28 00
2 inch	40 00	28 00
2¼ inch	43 00	30 00
2½ inch	45 00	35 00
3 inch	52 00	40 00
3¼ inch	.....	47 00
3½ inch	62 00	48 00
4 inch	70 00	60 00

Firmer Feeling in Lead Products, Solder

Toronto.

LEAD AND ZINC PRODUCTS.—The market on manufactured lead products is showing some strength, the metal being on a slightly higher basis and the downward trend seems to have been halted for a while at least. Solder is steady and with tin tending towards higher levels and lead firmer, the market is ruling with a strong undertone. The range of quotations being named to the trade is as follows:

Lead pipe, lb.	....	$0 12
Lead waste pipe, lb.	....	0 13
Lead traps and bends	....	Net list
Lead wool, lb.	..	0 14
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb.	0 11	0 12½
Cut sheets ½ to ¾c lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	$0 35	$0 37
Solder, strictly, lb.	0 33	0 37
Solder, commercial, lb.	0 30	0 36
Solder, wiping, lb.	0 29½	0 32½
Solder, wire, lb.	0 40	0 45½
Zinc sheets, per lb.	....	0 20

Lower Levels on Old Materials

Toronto.

OLD MATERIALS. — Lower levels have again been reached on old materials this week and dealers report business absolutely stagnant. Commenting on the situation as it exists to-day, one of the largest factors in the business said: "It is hard to believe that prices can go on down to a lower level than they are at present. A great deal rests, as far as red and yellow metals are concerned, on what the United States and Dominion Governments intend to do with the scrap metal they have in their hands at present. There are millions of tons of this material, and the manner in which it is going to be disposed of will make a great deal of difference as to the future of the scrap metal markets. If the policy adopted is simply to throw this material on the market, why it means that the situation will be glutted, and prices may stop hardly short of nothing at all. If, on the other hand, they decide to control the release of this scrap, and allow it to come out in quantities that can be readily absorbed in the trade, then matters may be much better and a gradual recovery would be looked for by the trade. Much the same condition prevails in the other lines of machine shop scrap, and the Government can do much one way or the other to stabilize the market for this material. Until these points are decided it is hard to see how there can be anything approaching a betterment in the conditions of trade."

Dealers brought down the prices on all grades of coppers again this week, crucible, heavy and wire now being placed where dealers offer only 12¾c per pound for them. Brass cuttings and turnings, both red and yellow, are also down considerably. Perhaps the most noteworthy drop is in heavy melting steel, which sank to-day to the low quotation for Toronto yards of $9 per ton, while boiler plate comes down to $8. There is certainly nothing in any of these quotations to tempt holders disposing of their material, and dealers claim they do not want to take on anything for fear of still lower levels.

Dealers' Buying Prices—		
Tea lead	....	0 03
Heavy lead pipe	....	0 04
Pipe scrap	....	8 00
Stove plate, per ton	....	10 00
No. 2 busheling	....	8 00
Yellow brass	....	0 06

Red brass	....	0 08½
Light brass	....	0 05
Scrap zinc	....	0 05
Heavy copper	....	0 15
Wrought iron, No. 1, per gr. ton	....	15 00
No. 1 machinery cast	....	14 00
Heavy melting steel	....	9 00
Old rubbers, boots and shoes	0 06	0 06¼
Overshoes, lumbermen's rubber boots	....	0 04½
Bicycle tires	....	0 04½
Automobile tires	0 03½	0 04

Ingot Metals Show Little Change

Toronto.

INGOT METALS.—There is a better feeling in the metal markets generally. Copper seems to have reached bottom and tin is enjoying quite a good deal of activity. Lead is on a firmer basis, with spelter unchanged. Business seems to be on an improved basis.

COPPER.—Local trade is not large but the feeling prevails that the bottom of the market has been reached and reports indicate a much greater feeling of optimism on the part of the producers. Quotations here remain around 20c per pound with quiet conditions prevailing.

TIN.—There is a very fair demand and the market has firmed up although quotations are unchanged for the week at around 60c per pound. Supplies seem to be very fair and outlook considered much better.

SPELTER.—The market is quiet and there is little of great interest to the trade. Buying is within rather a narrow compass and supplies ample. Quotations locally are being made at 8½c per pound.

LEAD.—The market is holding steady and with a firm undertone. The tone of the market is quiet and there is still evident the improvement in feeling by leading interests. Prices hold around 7½c per pound.

ALUMINUM.—Conditions are quiet, the open market conditions exercising no great influence on the situation in this metal. Price ranges around 50c per pound with lower figures probable for actual orders.

ANTIMONY.—The market continues one of a routine nature with quotations holding around 8½c per pound and little business offering.

LONDON MARKETS

LONDON, March 13.—Higher prices have been named this week on corn planters, post-hole augers and one line of boxwood rules, while new quotations now available on snow shovels show a decline of about 20%. A revision downward in tin and galvanized wash boilers has been made.

With the approach of spring business in the hardware stores is increasing in volume. The prospects in this district are good for big spring and summer trade.

Post Hole Augers Make Advance

London, Ont.

POST HOLE AUGERS.—Revisions in the prices of the Digwell post hole augers have been made, and the new quotations being named to the trade show an advance over former figures. The 8-inch is now quoted at $23.00 per dozen, and the 9-inch at $23.50 per dozen.

Wash Boilers Revised Downward

London, Ont.

WASH BOILERS.—Quotations on tin and galvanized wash boilers have been lowered this week, the present prices being given as follows:

Tin wash boilers, with flat or pit copper bottom, No. 8IC, $1.82 each; No. 8IX, $2.08; No. 9IC, $2.01; No. 9IX, $2.34.

Tin wash boilers, with flat tin bottom, No. 800LC, $1.00 each; No. 900IC, $1.15 each.

Galvanized wash boilers: No. 8, $1.17 each; No. 9, $1.35 each.

Boxwood Rules Show Advance

London, Ont.

BOXWOOD RULES.—An advance in at least one number of Stanley boxwood rules has been made this week, the No. 61 being revised upward to sell at $3.00 per dozen.

Dairy Supplies of More Interest

London, Ont.

DAIRY SUPPLIES.—More buying interest is being shown in some lines of dairy supplies, a fair movement of churns and butter workers being in evidence. Prices are holding steadily without change, some of the more familiar lines being quoted as follows:

Daisy or Favorite Barrel Churns—No. 0, $7.20 each; No. 1, $7.20; No. 2, $8.00; No. 3, $8.80; No. 4, $10.40; No. 5, $12.80.

Dazey Glass Churns—No. 30, $20.75 doz.; No. 40, $27.00 doz.

Dazey Metal Churns—No. 200, $3.65 each; No. 400, $5.75; No. 600, $6.85; No. 1000, $11.50.

Ash Dash Churns—5 gal., $23.00 doz.; 7 gal., $24.25; 10 gal., $27.50.

Butter Workers—No. 0 x 15-lb. capacity, $3.85 each; No. 1 x 25-lb., $4.60; No. 2 x 40-lb., $5.50; No. 3, 3 x 60-lb., $7.90.

Lower Prices on Snow Shovels

London, Ont.

SNOW SHOVELS.—New prices issued on snow shovels provide for a decline of about 20 per cent. from figures formerly ruling. The quotations given herewith are figured at a discount of 12½ per cent. off list:

Prince or No. 20, $7.88 doz.; Queen or No. 30, $8.75 doz.; King or No. 40, $10.50 doz.; Moose or No. 50, $13.13 doz.

Furnace scoops, long or D handle, $8.75 doz.

Good Sales of Washing Machines

London, Ont.

WASHING MACHINES.—A splendid sale of washing machines continues to manifest itself, and dealers are well satisfied with business being handled. Quotations are firm and unchanged, net prices on a few lines being shown herewith: Dowswell, $6.30 each; Hamilton, $7.56; Patriot, $11.97; Canada First, $11.97; Beaver, $13.86; New Era, $11.34; New Century Junior, $11.34; Ideal Water Power, $17.64; Perfection Electric, $71.51.

Corn Planters Up; Wheel Barrows Hold

London, Ont.

CORN PLANTERS, WHEEL BARROWS.—Higher prices have been named this week on corn planters, King of the Field being quoted at $11.75 per dozen, and King of the Field with pumpkin seed attachment, $15.50 per dozen.

Wheelbarrows are enjoying a very fair sale, and no change in prices is shown in figures reproduced herewith: Garden City, $3.90 each; No. 1 Loose Side Garden, $4.95 each; No. 2 Farm Barrow, solid sides, $4.65 each.

Horse Clippers, Wire Stretchers Selling

London, Ont.

HORSE CLIPPERS, WIRE STRETCHERS.—Activity is pronounced in sales of horse clippers now and the power machines are going forward in good numbers. Quotations hold steadily, the Stewart power clipper No. 1 being invoiced at $9.75 each, and sheep shearer attachment for same going out at $9.00 each.

Wire stretchers are also moving out to the trade now with prices unchanged, the Townsend being quoted at $13.50 doz.; London or Detroit at $1.55 per pair; and McClaskey Grips at 75c each.

Rope Firm; Nails Unchanged

London, Ont.

ROPE, NAILS.—The market is firm and unchanged on rope with some fair-sized orders being shipped out. Quotations to the trade to-day are: Pure manila, 37½c per lb., base; British manila, 33c; New Zealand hemp, 33c; sisal, 27½c.

No further change is shown in nails and business is still confined to small lots. Wire nails are quoted at $4.95 per 100 pounds base and cut nails at $5.35.

Alabastine Moving; Putty Unchanged

London, Ont.

ALABASTINE, PUTTY.—Sales of alabastine are improving with the ap-

proach of Spring along with other Spring cleaning lines. Prices hold without change: White and colors, in 5 lb. pkgs., selling at 14c per lb., less 40 per cent., and in 2½ lb. pkgs. add 50c net per 100 lbs. to the former figure.

Putty is held without change this week, with sales along rather narrow lines; figures quoted to the trade are: Standard, 100 lb. drums, $6.75 per 100 pounds; in 25 lb. drums, $7.00; pure, in 100 lb. drums, $8.75; in 25 lb. drums, $9.00.

Linseed Oil Higher; Turpentine Down

London, Ont.

LINSEED OIL, TURPENTINE.—The flaxseed market seems to have steadied down somewhat and the change in quotations for the week shows only a small advance. Prices on linseed oil have advanced 2c above basis of one week ago, as shown below.

Turpentine is quoted at slightly lower levels, though markets in the South seem quite firm and a fairly active business being done. Quotations locally are made at figures herewith:

Linseed Oil—	Raw	Boiled
1 to 2 bbls., per gal.	$1 67	$1 70
3 to 5 bbls., per gal.	1 66	1 69
6 to 9 bbls., per gal.	1 64	1 67
Less bbls., add 10 cents gallon.		

Turpentine—	Imp. gal.
1 bbl. lots	$1 03
2 to 4 bbls.	1 02
5 gal.	1 13

WINNIPEG MARKETS

WINNIPEG, March 13.—Price changes during the week are again fairly numerous. Declines predominate and include such lines as pig lead, sheet zinc, bull rings, copper and coppered iron rivets, section rivets, carriage rivets, wagon box rivets, tinners' rivets and soldering coppers. The lines advancing include pliers, punches, dividers, pipe stocks and dies, safety tackle blocks, and wood alcohol.

Business in general is reported as favorable, although a little lighter than last year, no doubt due to the holding back of orders in anticipation of price declines. Fall bookings are reported as very good, and dealers expect a good year.

Pliers, Punches Go Up 10 Per Cent.

Winnipeg.

PLIERS, PUNCHES.—Recent prices received from manufacturers of Lodi pliers and punches and Bernard pliers again show an increase of approximately 10 per cent. over former quotations, due, it is indicated, to increased costs of production. New prices now effective are given herewith:

Lodi Pliers—No. 300 x 4-in., $1.10; 5-in., $1.65; 6-in., $2.20 doz. No. 301 x 4-in., $1.10; 5-in., $1.65; 6-in., $2.20 doz. No. 302 x 5-in., $2.20; 6-in., $3.30; 7-in., $4.40 doz.

Bernard Pliers—No. 102 x 4½-in., $18.40; 5½-in., $23.20; 6½-in., $28.00 doz.

Lodi Punches—No. 250, $4.15; No. 260, $5.25 doz.

Lodi Dividers—No. 60 x 6-in., $4.15; 8-in., $5.65; 10-in., $7.50 doz.

Pig Lead Registers Decline

Winnipeg.

PIG LEAD.—Prices on pig lead again show a further reduction on the local market during the week, falling away from 2 to 2½c with only a very limited demand, prices ruling to-day being $8.00 per 100 lbs.

Sheet Zinc Down 5c Pound

Winnipeg.

SHEET ZINC.—Sheet zinc prices which have held firm at 30c lb. for the duration of the war, have dropped to lower levels during the week, showing a reduction of 5c lb. with the probability of still lower prices. To-day's market is 25c per lb.

Bull Rings Down Substantially

Winnipeg.

BULL RINGS.—Due to the drop in the market price of the raw material, new prices have been named on bull rings, which show a substantial reduction. These are now selling on the following basis: Copper, No. 21 x 2½ inch, $3.10; No. 22 x 3 inch, $3.40; copper, self-piercing No. 31, $3.60 dozen; aluminum, No. 61, $2.75 dozen.

Pipe Stocks and Dies Move Higher

Winnipeg.

PIPE STOCKS AND DIES.—Based on prices just received from manufacturers of solid pipe stocks and dies, a slight revision has been found necessary, new prices being from 2½ to 5 per cent. above former quotations. To-day's resale prices are as follows: Solid pipe stocks and dies: No. 0, $6.25; No. 1, $8.20; No. 1½. $7.50; No. 1¾, $7.50; No. 2, $11.40 each.

Safety Tackle Blocks Up 5 to 20 Per Cent.

Winnipeg.

SAFETY TACKLE BLOCKS.—Star safety tackle blocks have been revised to higher levels, based on new shipments received from manufacturers showing advances of from 5 to 20 per cent. on the different sizes. This is due, it is said, to higher costs of production. These are now selling to the trade at the following figures: No. 1, $2.25; No. 2, $3.60; No. 3, $6.50; No. 4, $9.55 set.

Copper, Iron Rivets Revised Downward

Winnipeg.

COPPER, IRON RIVETS.—As predicted in last week's issue of HARDWARE AND METAL, a reduction is recorded during the week on copper and iron rivets of all kinds, following a reduction by the manufacturers of approximately 20 per cent. The lines changed include carriage, wagon box, hame, section, and tinners' rivets. To-day's market prices are given below:

	No. 8	No. 10	No. 12
Copper rivets and burrs, ass't'd, lb.	67c	72c	76c
Copper rivets only, lb.	60c	65c	69c
Copper burrs only, lb.	60c	65c	69c

Coppered iron rivets and burrs 30% off list.

	⅜ inch	½ & ⅝ inch	¾ & ⅞ inch	1 in. & over
Carriage rivets				
No. 6, lb.	17c	16c	15c	15c
No. 3, lb.	...	15c	14½c	14c
No. 0, lb.	...	15c	14½c	14c
Section rivets—				
No. 6, lb.	18c	16c	15½c	15c
Wagon box rivets—				
No. 6, lb.	...	...	...	15c
No. 3, lb.	...	...	...	14c
No. 1, lb.	...	...	...	14c

Tinners' Rivets.—Black, 8 oz., 15½c; 10 oz., 17c; 12 oz., 18c; 14 oz., 20c; 1 lb., 20½c; 1¼ lb., 22½c; 1½ lb., 26c; 1¾ lb., 29c; 2 lb., 31c; 2½ lb., 39c; 3 lb., 43c; 3½ lb., 50c; 4 lb., 55c; 5 lb., 70c; 6 lb., 78c; 7 lb., 92c; 8 lb., $1.05 per M.

Tinned—8 oz., 22c; 10 oz., 25c; 12 oz., 27c; 14 oz., 30c; 1 lb., 33c; 1¼ lb., 38c; 1½ lb., 45c; 1¾ lb., 50c; 2 lb., 55c; 2½ lb., 70c; 3 lb., 80c; 3½ lb., 94c; 4 lb., $1.05; 5 lb., $1.31; 6 lb., $1.50; 7 lb., $1.80; 8 lb., $2.03 per M.

Soldering Coppers Decline 6c Pound

Winnipeg.

SOLDERING COPPERS.—The recent decline in the copper market is responsible for a further drop in the price of soldering coppers which have shown a steady decline for the past few weeks, the reduction this week being 6c per pound, making to-day's ruling prices as follows: ¾ lb. per pair, 55c; 1 lb., 54c; 1½ lb., 51c; 2 lb., 50c; 2½ lb., 49c; 3 lb., and over, 48c per pound.

Wood Alcohol Records Advance

Winnipeg.

WOOD ALCOHOL.—Prices on wood alcohol, which have remained firm for some time past, show a slight advance during the week, being quoted to-day at $2.25 per gallon in 1 and 5 gallon cans, plus the usual charge for containers.

Turpentine Holds; Linseed Oil Firm

Winnipeg.

TURPENTINE, LINSEED OIL.—Turpentine prices show no change during the week, holding firm at former levels, with the usual spring demand. Stocks are reported as moderate. To-day's prices are as follows: Barrel lots, $1.25 gal.; ½ barrels, $1.28 gal.; 5 gal. lots, $1.30 gal.; 1 gal. lots, $1.30 gal.; plus the usual extras for containers.

Linseed oil prices are reported firm during the week, no change being recorded over previous quotations, which are confirmed as follows: Raw linseed oil, $1.80 gal.; boiled linseed oil, $1.83 gal., in single barrel lots.

PITTSBURGH MARKETS

PITTSBURGH, Pa., Mar. 13.—One of the most important events in the year's iron and steel market history occurred last Thursday, in New York, when at a meeting of 130 representatives of the industry it was unanimously decided to co-operate with the Government in its efforts to bring about lower prices for all commodities, particularly building material, in order to bring about industrial activity and facilitate the transition from war time to peace time conditions.

High Operating Rate

The steel industry did not need to reduce its prices at once for the sake of inducing a higher operating rate, for as a matter of fact its operations have been at a high rate. This is a fact that has not been generally apprehended. Apparently the majority of those who have commented upon iron and steel trade conditions have depended upon theory and not upon observation of the pertinent facts. They have observed an extremely dull, even a stagnant, market for steel products and hence have concluded that necessarily the steel mills have been operating at a very low rate, but that is not true. Undoubtedly the real fact is very difficult, if not impossible, of explanation, but that is no good reason for ignoring it. During February there were many trade reports published suggesting that the steel industry was operating at about 60 per cent. of capacity, or even less. Trade reports that sought actual facts, even if the facts did not seem to accord with observed market conditions, contended that the mills were operating at not less than 75 per cent. of capacity. Those who wrote such facts knew that in a short time the official figures, absolutely incontrovertible, would prove that they were correct. This proof has now come. The American Iron and Steel Institute's monthly report of steel ingot production is now out, covering the month of February. It shows that 29 companies, which in 1917 made 85.1 per cent. of the country's total steel ingot production, produced 2,688,011 gross tons of ingots in the month. Allowing for the number of working days in the month and year, and for the output of companies not reporting, this shows a rate of production during February of 40,930,000 tons a year. Capacity is known to be about 49,000,000 tons, so that in February the mills operated at nearly 84 per cent. of capacity. The January report showed a rate of 85 per cent. The highest rate ever attained was 95 per cent. , last September. The largest production in a calendar year was 43,619,200 tons, in 1917. The highest production before the war was 30,284,682 tons, in 1912, while the highest rate of production attained, for only a short time, was about 35,000,000 tons, in the spring of 1913.

These figures, of course, are absolutely trustworthy. They show that in February steel production in the United States was more than 15 per cent. in excess of the highest rate attained before the war. With business throughout the country so very dull, with only a few exceptions, it is impossible to explain this showing, but the fact is there just the same. Possibly the ordinary every-day needs of the country have so grown that they absorb much more steel than formerly, without making a showing of there being much demand. Then there is a good bit of Government work still in progress, while furthermore a little steel, but not a great deal, is going into stocks of producers. The last named item, however, can account for only a few per cent. of the current output, certainly not 10 per cent.

Thus the steel industry has not been in bad shape by any means, but undoubtedly it would get in bad shape in the near future, within a period of a few weeks perhaps, if something did not occur to stimulate demand.

Lower Prices Coming

While various pig iron and steel producers have made some show of not being favorable to Secretary Redfield's proposal that lower prices be arranged there is no doubt whatever that they have been greatly in favor of the project, if it could be carried through in an equitable manner. The producers knew that lower prices would be desirable, in the long run, but they have no means of regulating a decline and if they failed to adhere to regular quotations, slightly reduced as they were last December from the Government limits, there might be a wide open market with prices below cost of production and an absolute destruction of confidence on the part of buyers. Hence moderate reduction under official sanction, to prices openly stated and capable therefore of being adhered to, would prove a great benefit.

At last Thursday's meeting a committee was appointed, its personnel representing all branches of the trade, Lake Superior iron ore, pig iron, unfinished steel and finished steel products. This committee will confer with Secretary Redfield's board, which is called the Industrial Board of the Department of Commerce. George N. Peek is chairman of this board, and the producers find that he is a business man with broad judgment. Mr. Peek gives assurance that the steel industry will not, to employ popular parlance, be made "a goat" but that reductions will be sought on all building materials. The steel producers recognize that their customers buy other things than steel, and if the other things do not come down buying and construction work in general will not be materially stimulated, even if steel prices do come down, hence they want all prices to come down.

The matter of wages will probably be involved.

Iron and steel producers will probably propose such reductions that obviously wages ought to come down a trifle in keeping. The American Federation of Labor was offered representation on Mr. Peek's committee, but refused.

The negotiations will probably occupy considerable time, and it may be close to April 1 before the reduced prices are announced and put into effect. A rough guess would be that prices will not be higher than as follows: Pig iron, $25; billets, $35; merchant steel bars, 2.00c; black sheets, 4.20c; nails, $3.00.

While in the main the steel producers are disposed to adhere strictly to recognized market prices until there is an orderly readjustment, some of the merchant furnaces have been weakening, in recognition of the fact that buyers will not take hold at present prices, and some markets are now quotably lower. The southern furnaces, which had a $34, Birmingham, Government price, were rather slow to make the $3 reduction recommended in December, and which the northern furnaces adopted January 1, but they did come down to $31 eventually. In the past week the deadlock was broken by a sale of 500 tons for March delivery to the Standard Sanitary Company at Louisville, Ky., at $28.25, Birmingham, but this price is not low enough to be competitive with northern iron in general. Before the war Birmingham prices were $3 to $4 a ton below prices at northern furnaces. At least two Eastern Pennsylvania furnaces have started quoting on the basis of f.o.b. furnace, instead of f.o.b. Pittsburgh, as the Government regulations effective October 1, 1918, permitted them to do. This makes a reduction of perhaps two dollars per ton. Finally, two or three of the valley furnaces have broken loose on foundry iron and have quoted $28 or less at furnace, against the recognized quotation of $31.

SAYS VETERANS MAKING GOOD

Four hundred veterans who were placed in the plant of the Goodyear Tire Company, are making good at the work, according to statements made by the firm to officials of the Service Branch of the Department of Soldiers' Civil Re-establishment.

At the annual meeting of the National Portland Cement Co., of Durham, Ont., R. H. McWilliams of Owen Sound, was appointed manager.

TOO LATE TO CLASSIFY

MANUFACTURERS OF AUTOMOBILES AND hardware specialties, communicate with "Auto Specialty Co., Box 362, Saskatoon, Sask." We are in a position to show A1 sales representation in Northern Saskatchewan.



Advertising With What You Have

Greatest Problem of Many Dealers is Not to Overlook the Simple Methods Right at Hand That Will Produce Business, if Applied—Maybe the Idea You Are Seeking is so Close You Don't See It

ARE you using what you have, to get what you want in more paint business?

As one paint dealer has put it—"My biggest job is not trying to devise some new-fangled, complex, Philadelphia lawyer scheme for getting business. It is trying not to overlook some simple little method any kid might think of, and then doing it after I have found it out."

Another paint man, after trying out many advertising methods, sums up his experience by saying:—"Trouble is, with too many of us, we keep getting in over our heads with schemes that bring us in a dollar and cost us two to operate. We overlook the schemes that cost us little or nothing, and bring us in the two dollars, because they lack the novelty, complexity or glamor we think they ought to have. The less complex and the more obvious a method is, the more likely we are to discard it."

By Simple Means

Charles Schwab, the American Steel Magnate, has pointed out, that with few exceptions, the greatest results in business or other forms of economical service to humanity are usually attained by simple means and the exercise of the most ordinary qualities.

By utilizing the simple things of everyday business, and that are a necessary routine of a store's operations, paint advertising and paint sales may be promoted with the most inexpensive means, and at practically no cost for distribution.

A prominent business man who started life as a clerk attributes his success to the habit of turning to advantage the most obvious and simple opportunities that came before him day by day. He denuded his mind of any such hallucinations as luck, good fortune or any idea that success could be obtained only by deep, mysterious or round-about methods; his methods were simple, and straightforward, and were based on the little, obvious circumstances that others entirely overlooked.

His Proposition

A young paint traveller was presenting the newspaper advertising campaign, prepared by his firm, to a retail paint man who had been many times through the mill. A very elaborate set of electrotypes was presented in a neat brochure, showing what this particular firm intended doing in general magazine and newspaper advertising.

Said the dealer—"Would your firm be willing to print these over my name, each on a separate dodger? It doesn't have to be expensive paper. Just make them up the same as handbills."

"What is the idea?" asked the salesman.

"On a Saturday morning, I'll send one of the boys over to the market with a bunch of those bills, and have him drop one in every market basket and farmer's rig on the market. If you're here on the Saturday I distribute them, you'll be surprised how many of those bills will wander back in here before the day is over."

Simple! Yes. Obvious! Yes. An inexpensive paint advertising method, in which distribution was certain and cheap, with quick and direct returns.

Catches the People

Such distribution catches the townspeople when they are in a spending mood. It catches the farmers likewise, and when they are gathering money into their pockets to spend.

That paint salesman learned a valuable advertising lesson for his customers situated in market towns.

Another example of an obvious opportunity:—How many parcels of all kinds are carried out of your store daily? Would it be any extra burden on your customer if you enclosed a handbill or paint color card? Not that they would notice! How many parcels are delivered on your truck daily? Wouldn't it do more good than harm to make some enclosures of paint advertising. It would not cost a cent for distribution by this means.

It may not seem logical at first, but we'll ask some further questions in this connection. How many paint color cards, or how much literature regarding paint are there resting unused and forgotten in some hole or corner of your store? Are these doing any good, with their lights hidden under a bushel in this manner?

Send it Out

Now parcels must go out of your store, and paint literature is of no use packed away in limbo. Why not dig up the latter, and let the former carry them forth into the homes of your trade to start thoughts of painting? A very complex scheme! Very!—Yet, there are millions of parcels being carried forth daily, utilizing energy which would feel no extra strain if an enclosure were made. And it is a safe bet that there are tons of paint literature resting in the dark holes of oblivion that might be dis-

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The Best Wall Finish!

There are so many strong factors which make sales for "Muresco" that dealers have come to recognize it as the **"Best Wall Finish"** to sell.

One factor that goes far toward making sales is "its ease of application." Once you convince your customer that **"Muresco"** is easy to apply and easy to renew, a sale invariably results.

Next come beauty and sanitation. The "Muresco" tint card with samples of the sixteen delicate tints is evidence of beauty and the customer immediately appreciates the advantage of clean tinted, sanitary, plaster walls.

Also the "Directions for Use" on the "Muresco" carton which show how easy it is to mix and apply are factors worth laying stress upon.

You can sell your customers no better Wall Finish than **"Muresco."** Write to-day for our attractive agency proposition.

BENJAMIN MOORE & CO., LIMITED

WEST TORONTO :-: ONTARIO

tributed helpfully by utilizing this energy.

For centuries the waters of Niagara tumbled down the great chasm unharnessed and unused, with boundless energy going to waste, till someone diverted only a small portion of this inexhaustible power, contributing to the wealth and comfort of the people of Ontario.

Use Your Wagon

Take the energy of your delivery wagon or truck. There are two sides to a delivery truck; one side or the other is constantly facing passersby on one side or the other of the street; and a delivery truck goes into pretty nearly every hole and corner of the town. Many dealers are experiencing the pride of having their firm name nicely embellished on a brass plate on the sides of their trucks—but Jake Saunders got business by harnessing up the truck's potential advertising value. Jake had two metal frames made, each of which would hold a large white card. These were left open at the top so that the cards could be inserted or taken out at will. He fastened these frames, one on each side of his truck. If he had a specialty in his store to announce, it was done on these cards. Special sales were brought to the attention of the town in the same manner. Without any trouble he could change these cards at will, daily, weekly, or as circumstances required. Commencing in March he used them for paint advertising; he made use of such slogans as were connected with his brand of paint or he devised simple sentences that led passersby to thinking of paint.

Often Neglected

Some of these suggestions may seem so simple as to appear ridiculous. The real absurdity rests in the fact that they are so often neglected when they might so easily be adopted.

Clever complex advertising stunts too frequently shoot wide of the mark, or over the heads of the trade. What advertising ought to do is interest and educate buyers and possible buyers in one-syllable words and ideas. When it awes or mystifies or gets beyond the depth of average understanding, trade tends to fight shy of the goods advertised.

The continual driving home of a single, simple idea or advertising sentence, oftentimes produces results far more effectively than elaborate detail or description. Drop a cannon cracker beside the average run of men, and they give one jump and it's over. But there is nothing that gets a man's goat worse than a continual rattle on the back axle of his flivver.

Got Them Going

Jim Hill, of the Hill Hardware Company, roused the buying nerves of his trade by the continued repetition of these two sentences "Paint for Protection" and "Paint Your Barn." He began machine-gunning his trade with these two paint selling bullets early in March and kept it up all season. These two sentences received constant repetition in all of his local newspaper advertising; every parcel that went out of the store was ticketed with small tags bearing their counsel. Rubber stamps were made up with this double-barrelled advice, and their imprint was placed on envelopes, statements and the advertising of other goods. Price tags with one of these sentences on the front, and the other on the back, were used to mark goods in the store. One couldn't turn around in the Hill store without facing these two simple paint commands. Wherever a piece of Mill Merchandise went it bore these paint reminders. They became a by-word in the community, just as the old patent medicine slogan "Take a Hutch" of a few years ago became a slang phrase of everyday usage. The continual rat-a-tat-tat dinned into the ears and eyes of Hill's customers produced more paint business than he had ever experienced before.

Brought Results

It was about all Hill had to say in his advertising that year about his paint, but it brought results. Like the proverbial drop of water on the eternal stone, constant repeating wore the necessary impression on his trade.

Rightly applied, and applied often enough, simplicity in advertising is vastly more effective than a ponderous single explosion of complexity. This simplicity may be found in some obvious circumstance that has been overlooked for years. It may be found by

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The Brush Department

Brush Department Offers Opportunity For Satisfactory Profits

Get a Good Stock, Let People Know You Have it, and Then Cash in—Painters' Brushes Best Displayed on Panels

"CLEANLINESS is next to Godliness" is a well-known adage, and the hardware man can be of distinct service to his community, to this desirable end, by making his brush department one of lively interest, for the mission of the brush is none other than clean up and brighten up. In addition to serving his community in an effective manner, the dealer himself incidentally profits to no mean extent, for few lines handled by the hardware trade offer the opportunities for such satisfactory profit and ready sales as brushes.

To sell brushes extensively, the first requirement is to have them to sell, not necessarily a large stock, but a comprehensive selection, as there are now brushes made for so many labor saving and useful purposes that a virgin field full of sales possibilities is opened When your stock is assorted and complete, the plan dealers who get big results from their brush department follow is to have them on display.

Painters' brushes are best shown on neat panels made of beaver board, finished in a suitable color, or by covering boards about 4 ft. x 2 ft. 6 in. with green baize which makes a very effective background. The best way to fasten them is by inserting a small brass screw eye into the end of the handle, and suspending this on a screw hook on the board. By this method the customer can then have the brush taken off and handle it. Do not sell the sample, but take the brush from stock.

Dealers who follow this plan do the most business and surprising results have been obtained. But in addition to the increased sales, which this plan absolutely assures, the system of having one kind of each paint, varnish and kalsomine brush displayed on distinct separate panels, enables the dealer to show the customer his full line in a minimum of time and labor necessary to take the boxes off the shelves, open them up and vice versa. To sell the better grades should always be the dealer's aim, and for his sale and his profit is then not only greater, but absolute satisfaction is guaranteed his customer. Under the old system of selling from the boxes, in busy periods, the salesman is apt to show but one or two kinds, probably the cheaper ones, and hence the sale is less, the profit is less, and quite possibly the customer has left with a brush that would not answer his purpose so well as a better brush would have done, and as every dealer knows satisfaction is what brings their customer back, and hence the importance of this point.

The Quality Store



This sign distinguishes your store as such in the eyes of the buying public of your community. It indicates YOU to be a progressive quality merchant and links up your place of business with the nation-wide publicity being given to

MARTIN-SENOUR PAINTS AND VARNISHES

MADE IN CANADA — SOLD ON MERIT

High Quality Products that are backed up by strong advertising are always the ones in greatest demand. They take less sales effort on YOUR part, which makes them the most profitable.

MARTIN-SENOUR QUALITY never changes—always 100% PURE. Our guarantee goes with every can to protect both the merchant and his customer.

If we are not now represented in your town and you would like to make

YOUR STORE THE QUALITY STORE

Write to-day for our Dealer Agency Proposition.

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
MONTREAL
WINNIPEG TORONTO HALIFAX

Says Paint Sales Show a Steady Improvement

Charles Hickman of the Ottawa Paint Works, Ottawa and Toronto, Ont., interviewed by HARDWARE AND METAL states that business is very satisfactory. "Our record on sales for November, December and January was a pronounced improvement over the same months last year," stated Mr. Hickman. "There is now some backwardness on the part of retailers in buying, though they are not cutting it off altogether; but they are buying only to take care of their spring business. There is a little feeling of timidity, particularly on the part of those carrying big stocks. Before the armistice was announced, there was a tendency to buy in some cases double of their actual requirements, owing to the apparent upward trend of the markets; but such conditions were not normal. The feeling was apt to spread. For example, if I went to the manufacturer from whom I get my cans and asked for them ahead, he may have been affected by that to buy ahead in turn. There has been some reckless buying, but the majority of dealers have been pretty careful. We have had to protect ourselves mostly on raw material coming from the Orient and Europe.

We have been obliged to use certain raw materials from necessity which we would not use from choice; such as American ochre, for example. We always have to compensate for this so as to maintain the quality of our paint.

We shall be glad to have access to our old supplies of raw materials again. There is no whiting in the world to take the place of the English whiting, for example—it comes from the chalk cliffs of Old England. We had to import American whiting during the war, but it is very inferior; and I am glad to say the English product is again coming forward in fair quantities.

As to export business, the paint manufacturers are acting wisely, I think, in sending a man across to look the field over and study conditions. If it is worth while, we will send special representatives over."

(Continued from previous page)

harnessing up forces for advertising use that have been running loose and unutilized day after day. It may simply lay in repetition. Their effectiveness depends on how the merchant grabs them up and puts them into service.

We might go on to no end picking out the little things that could be used to advertising advantage. There are hundreds of these happening daily in the hardware and paint stores of the country, which the writer could not hope to cite in this article. It's up to the individual merchant to pick them out for himself and use them to his own advantage as circumstances prescribe.

Some day when you are wrinkling up the worry bumps under your hat—stop short—and see if the idea you are looking for isn't under your feet—amongst the little things that you have been overlooking.

TELLS OF VARNISH MANUFACTURE

At the Canadian Railway Club's monthly meeting in Montreal this week, held at the Windsor Hotel, Norman Holland, president of the Holland Varnish Company, Ltd., gave a comprehensive address on varnishes and varnish making from its earliest history down to the present. The address was interestingly illustrated by over 150 slides and a large number listened with interest to the speaker, Mr. Holland having been in the manufacturing end of varnish making for many years. Particular reference was made to some of the difficulties of procuring materials, and of the high cost of basic raw supplies, some of which had increased enormously, and few, if any, of which have yet been reduced.

Chinese Dominating Market For Bristles

China at the present time is supplying a very large percentage of the bristles used by the world's brush manufacturers. Pigs are raised everywhere in the celestial kingdom and because the Chinese do not like young pork the hogs have a chance to grow and develop bristles that are much in demand. The bristle exports now total 4,000 tons a year valued at about $6,000,000.

Bristles that are long, thick, stiff, bright, wiry and clean command the best prices. The white are preferred. Each hog yields about 1 1-3 pounds of bristles. The yield of each hog is tied in a bundle placed in water for a few days, then scraped off, combed to remove impurities, sun dried, steamed, and then sorted into bundles about 1½ inches in diameter, with bristles of uniform length. Most of the work of cleaning and tying the bristles is done by women, who receive about 5 or 6 cents a day. Buyers are very particular about the bristles being well cleaned, of uniform length and color, and the bundles solid. This is apparent when it is considered that prices vary from 20 taels to 300 taels per picul (133 1-3 pounds) depending on the assortments. The collecting season is from November to April, as bristles are soft and useless for the trade during the hot months. This accounts for the fact that the main producing and shipping centres are north of the Yangtze. For export the bristles are packed in boxes containing 1 picul to a box. The ports from which they are shipped are, in the order of their importance, Tientsin, Chungking and Hankow. Manchuria and Shantung are increasing in importance in this trade. Most of the bristles are shipped to the United States, Great Britain and France.

BENJ. MOORE & CO. WIN AN INTERESTING CASE

Former Director-General of Railroads McAdoo had no power to issue an order against the institution of lawsuits against railway companies contrary to the code provision regulating such matters in New York State, is the ruling of Judge Benedict, in the Supreme Court in Brooklyn.

The case was that of Benjamin Moore & Co., incorporated in New Jersey and doing business in New York, against the Atchison, Topeka & Santa Fe Railway, a Kansas corporation, asking restitution for loss of oil in transit over the lines of the defendent from San Francisco to Carteret, N.J., in 1917.

The railroad company asked to have the suit dismissed, alleging that a New York court had no power to settle an action involving corporation of foreign states, and, furthermore, contending that General Order No. 18 of the Director-General of Railroads specified that such actions must be brought in the county where the cause of action arose or where the parties were resident.

"Congress did not, in my opinion," said Justice Benedict, "intend by this legislation either to extinguish or impair vested rights of action or to authorize th President or his agent or agents to do so. The President and his agent, therefore, had no power to make any order whereby a right of action already existing would be extinguished or cut off. If such be the effect of General Order No. 18, then I must hold that it was to that extent beyond the power of the Director-General of Railroads, as the agent of the President to make."

Trade Inquiries

240. **Catalogues and price lists.**—A Durban wholesale firm ask for catalogues and price lists in all lines of hardware, tools, agricultural implements, brushware and kindred lines.

241. **Agencies.**—A Durban commission agent with a well-established Natal connection is prepared to take up Canadian representation in such lines as hardware, iron and steel, wire, paper bags, wrapping paper, grease-proof paper, foodstuffs, canned goods and proprietary lines.

242. **Mining supplies.**—A Johannesburg firm of engineering agents who make a specialty of mining supplies, request correspondence from Canadian manufacturers of mining machinery, light rails, ball bearings, engineering specialties, leather and balata belting, shovels and other lines of mining material.

243. **Catalogues and price lists.**—A Durban firm asks for correspondence, including catalogues and price lists, of household utensils, hardware, tools, iron and steel, carriage and wagon material all kinds, brushware, and other lines for hardware trade.

244. **Agencies.**—A Johannesburg agent with twenty years' experience on the Rand is prepared to take up at once agencies in hardware, shovels, tools, disinfectants, proprietary lines and foodstuffs.

617. **Belting.**—A Buenos Aires firm engaged in industrial machinery importation and stocking general hardware and tools, desires to be placed in communication with a manufacturer of cotton belting.

618. **Powdered white lead.**—An Argentine firm of paint manufacturers would like to receive quotations c.i.f. Buenos Aires for powdered white lead in casks of 250 kilogrammes net weight.



Varnish Value

TRUE varnish value consists in quality—plus. That is to say, a varnish to be 100% efficient must be the right varnish, for the right use, for the right price. Anything less than this is a handicap to the user and an unnecessary addition to the cost of any finishing operation.

During 61 years' experience we have developed Finishes for every known purpose, and our practical knowledge of the varied needs of consumers enables us to supply varnishes and their allied products exactly adapted for the uses intended.

Berry Brothers' label can always be depended upon as a safe guide to satisfactory varnish values.

Partial list of distributors of Berry Brothers' products

L. H. Gaudry & Co. - - Quebec, P.Q.
Wood, Vallance, Ltd. - - Winnipeg, Man.
Wood, Vallance & Adams, Ltd., Calgary, Alta.
Revillon Wholesale, Ltd. - Edmonton, Alta.
Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
Whites Ltd. - - - Collingwood, Ont.
Sanderson Pearcy & Co., Ltd. - Toronto
Frank A. Gillis Co. - - Halifax, N.S.
A. M. Bell & Co., Ltd. - - Halifax, N.S.
Sumner Co., Ltd. - - - Moncton, N.B.
Lariviere, Inc. - - - - Montreal, Que.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties
Walkerville, Ont.

(749)

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, March 13.—Another advance in linseed oil is made this week, the same ranging from three and a half to seven and a half cents. The difficulty of securing seed from the Argentine is one of the big factors, while strikers have served to hold back supplies. Turpentine is unchanged, but some of the paint men are expecting a decline to develop ere long. Mixed paints are moving quite well and the season is looked forward to with much interest. The varnish market is very firm and advances on various lines are anticipated here. Dry red lead is being quoted down in one quarter at $13.50 per cwt. for genuine.

3½c-7½c *Advance For Linseed Oil*

Montreal.

LINSEED OIL.—Still the seed market soars and oil prices are up again from 3½c to 7½c per gallon. The shipping and strike situations have served to affect deliveries of flaxseed, and as a consequence there has been a much firmer undertone to the market for some days past. The movement is just fair.

Raw, Imp. Gallon—		
1 to 4 bbls.	$1 58½	$1 62½
5 to 9 bbls.	1 57½	1 62½
10 to 25 bbls.	1 56½	1 62½
Boiled, Imp. Gallon—		
1 to 4 bbls.	1 60	1 65
5 to 9 bbls.	1 59	1 65
10 to 25 bbls.	1 58	1 65

One Dollar Still Marks Turpentine

Montreal.

TURPENTINE.—The market is ruling without change. It was expected in some quarters that there would be a reduction ere this, but the same has not materialized. Much will depend upon deliveries and labor conditions, these having given some concern to the manufacturers. There is a moderate movement in small lots.

Turpentine—		Imp. gal.
1 to 4 barrels	$1 00	$1 05
Small lots	1 07	1 17

(Packages extra).

Putty Undertone Steadily Firm

Montreal.

PUTTY.—The prices of raw materials are not lowering any, say the putty makers, and in fact there is not that change in the matter of securing supplies of whiting that was expected possible. This is partly the result of shipping being so hard to obtain for cargoes, all available boats being used for the transport of troops.

The higher cost of linseed oil is another firming factor. Prices rule as follows:

	Per 100 lbs.		
Standard Putty	5 ton	1 ton	Less
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases.	7 15	7 40	7 75

Pure linseed oil putty, $2 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

Steady Market on White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—The basis for white lead has held without change, and the movement is limited. With a somewhat firmer pig lead market there is no change in contemplation on lead in oil. Quotations are as follows: Five ton lots standard lead in oil, per 100 lbs., $15.50; ton lots, $16, and less quantities, $16.35.

Varnish May Advance; Paints on Move

Montreal.

PAINTS, VARNISHES.—There is a manifest improvement in the number of enquiries regarding early shipment of paints to the retail trade. Anticipating an early trade, the hardware men are anxious to have their stock on hand to meet the demand, and orders are coming in nicely.

The varnish market is a firm one and advances are contemplated on some lines. Materials are scarce yet and are very high in price.

Red Lead Quoted On Lower Basis

Montreal.

RED LEAD.—The market is quoted down in one quarter half a cent per pound, making the base price for 550 pound kegs $13.50 per cwt. as the low range. There is not a great deal of selling at this time.

TORONTO

TORONTO, March 13. — Higher prices are again the order of the day for linseed oil, and the strength of the seed market is a factor to indicate that the peak of this movement may not have been reached even yet. Turpentine has recorded a decline of 2c per gallon in some quarters, with all factors quoting on the same basis to-day. There seems to be a quiet, yet noticeable improvement in business being handled, and outlook generally is one of optimism.

Linseed Oil Gaining Strength

Toronto.

LINSEED OIL.—The market seems to be gaining strength and the trade generally seem to feel that quotations, which have undergone a revision upward to-day, are due for a further advance before present movement is stopped. Primarily, the situation is intensified, owing to the non-arrival of Argentine seed at United States points, with stocks there working down to a comparatively narrow compass. There is a good export demand for oil reported and the situation as regards business in Canada is much improved. The range of quotations to-day is as follows:

Linseed Oil—	Raw	Boiled
1 to 2 barrels, gal.	$1 67	$1 70
3 to 5 barrels, gal.	1 66	1 69
10 bbls. and over	1 64	1 67
	Boiled	Imp. gal.
1 to 2 barrels, gal.	$1 70	$1 73
3 to 5 barrels, gal.	1 69	1 72
10 barrels and over	1 67	1 70

Prices shown are those ruling on Thursday of current week and subject to daily fluctuations of the market.

Turpentine Down Two Cents Gallon

Toronto.

TURPENTINE.—The restrictions on the import of turpentine into Great Britain are to be lifted the end of March, and on rosin the last of April. If bottoms are available for shipping this should stimulate the movement appreciably. The wet weather in the South is retarding new crop production greatly. Locally, stocks are ample, with buyers filling present demands only. Inquiries are more numerous, and there is a quiet, yet noticeable improvement in the amount of orders being handled. The market holds quite steady and the next few weeks should see a marked increase



PROFITS -- HOW TO MAKE THEM BIGGER

Every merchant is in business for profit. His every business thought and act is directed toward bigger profits.

One merchant who has made a big success of his retail hardware business attributes this success to the fact that he plays up the "feature line."

"What do you mean by **feature line?**" he was asked.

"By feature lines, I mean those products in which I know the public have complete faith. There is, you know, one such product in every line. There is for instance, an outstanding gas range—I made it my business to get the agency for that range.

"There is a line of brushes that all Canada accepts as having highest quality —I play up that line in my windows and in my advertising.

"But above all, I have made it my business to be known as the man in my town who sells Quality Paint, for a hardware man is judged largely by the paint he handles.

"I have therefore linked up my store to the B-H line of Paints and Varnishes —and I play up the part that I'm the B-H Agent in my locality in every possible way."

Full particulars of our attractive agency proposition sent without any obligation on your part.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

in the volume of business. Quotations to-day show a decline of 2c per gallon in some quarters, making all prices on same level of $1.03.

Turpentine—	Per Imp. gal.
1 barrel (barrel included)	$1 03
2 to 4 barrels (barrel included)	1 02
5 gallon lots	1 13

Mixed Paints Move; Wall Finishes

Toronto.

MIXED PAINTS.—Business on mixed paints continues along fairly good lines, and there seems to be a better movement in progress. Prices hold without change, and manufacturers do not look for any immediate change in present basis of quoting.

The situation in wall finishes, such as Muresco, Alabastine and kindred lines, on which the trade seem to feel prices will remain steady for some time, is one marked with considerable activity. Manufacturers report sales for the first three months of the year as very heavy, and look for a record year's business.

White Lead in Oil Has Firmer Undertone

Toronto.

WHITE LEAD IN OIL.—A firmer undertone to the market on white lead in oil is noticeable, due to the advances recorded in linseed oil along with the stronger feeling in the lead situation. This has not resulted in any quotable change, and there seems no reason to expect higher figures at the present time. Prices are ruling without change, pure white lead in oil being quoted at $16.30 per hundred pounds in ton lots; at $16.65 per hundred pounds in less than ton lots. The various brands are shown in current market quotations.

Steady Market on Glass; Putty, Too

Toronto.

GLASS, PUTTY.—The market on window glass is steady without any change of particular interest being noticeable. Business is quiet at the present time; discounts are shown in current market quotations.

Putty is without any outstanding feature. The market holds without change at following quotations:

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 30	$5 55	$5 90
Do., 100 lb. irons	6 15	6 40	6 75
Do., 25 lb. irons	6 40	6 65	7 00
Do., 12½ lb. irons	6 65	6 90	7 25
Bladder, in barrels	7 05	7 30	7 65

Pure putty advance $2 per 100 lbs. over above prices.

Made-in-Canada To Nth Degree

From the *Maritime Merchant*

Toronto, we suspect, has had the credit of being the headquarters of the "Made-in-Canada" movement. At any rate most of the propaganda in connection with the "Made-in-Canada" campaign of education has come from there. But the other day, we discovered the original cradle of the idea. It was brought to our attention by the head of a great manufactory in the city of Quebec. This gentleman submitted evidence to show that the French-Canadian farmer of the Lower St. Lawrence is the real father of the "Made-in-Canada" movement. "The French-Canadian farmer," he said, "buys very little, practically nothing, abroad, that he can get at home. His food and his clothes are mainly of home production. He lives well; that is to say, he gets a good supply of wholesome food, but the most of it comes from his own farm; and as for his clothing, he is still using cloth made from the wool of his own sheep; in fact, he goes so far as to raise his own leaf tobacco, a habit that meets with no approval from the tobacco manufacturers of his own province. As a matter of fact, he is about the most self-contained, independent man that we have on this continent. Like the village blacksmith, about whom Longfellow wrote: He

> ". . looks the whole world in the face
> For he owes not any man."

We heard all this on the morning of a bright January day and during the afternoon of the same day as we sat in the train looking out over the snow-clad fields of the Valley of the lower St. Lawrence on our way home we felt ourselves impelled to think about it—of the advantages and disadvantages of the French-Canadian farmer's plan of life in so far as his industry is concerned. And on the one side we had to recognize the virtue of keeping his money at home, which is the exact policy advocated in the "Made-in-Canada" propaganda as prescribed from Toronto. We had to admit too his confidence in the products of his own country. But on the other hand we saw that his self centred conditions would not permit him to share in the progress of the outside world or benefit by the inventions constantly being made for men's comfort. Further it was evident that the fact of his being so self-centred, made him unsusceptible to the appeal for comforts which are enjoyed by other people and that he found him content to do things as his grandfather or his great grandfather had done them. And if it were true that he did not keep up with the progress of the times in that way it seemed to us that by reason of this fact he was not likely to keep up with it in many other ways. Our point is that an exchange of commodities between individuals, communities, provinces, and nations, produces the opportunity for men to enlarge their vision of things and to benefit by the examples they see of an intense concentration of effort on the part of others. Surely it must be that the farmer whose resolve it is to wear nothing but clothes made from the wool of his own sheep must miss the inspiration that is to be found in the fine product of the looms of foreign countries, which has reached a perfection only achieved by competitive struggle and centuries of concentration on that one thing.

Of course, an argument can be made that the ideal of the French-Canadian farmer is different from ours. It may be said that he is not much concerned about the psychological effect of imported goods in so far as he or his family or community are concerned; it may be said that he is satisfied to get three wholesome meals each day, a comfortable bed in which to sleep, and to be known in his own community as an honest man. That would seem an honorable though modest ambition; but if the whole world were that way it would not make very rapid progress industrially or commercially. To-day, if a nation as a whole wishes to hold its own in competition with other nations, its people cannot be content with the self-centred conditions described above; if they do, they will find other nations with more enterprise step in and undermine their power.

Now, perhaps some of our friends in the Canadian Manufacturers' Association may think that we are trying to show why people should buy imported goods rather than those made at home. We would say that, quite consistent with all we have said, imported goods need only be purchased when the values offered are superior, taking one purchase with another, to those obtained at home. But this fact of the quality of the home products should be so unmistakable that there would not be any necessity for a patriotic appeal to buy them. Canada as a whole has gone a long distance in the manufacturing field. She has some of the best minds in the world and some of the most skilled artisans engaged in the manufacturing industry; she has assembled her information from every country; she has not been content to go on doing the thing in the same old way that grandfather did—in all of which, of course, there is a marked difference compared with the illustration from the farming districts of Quebec. But she still needs the competition of the imported article as a pace maker, for there is nothing like fighting against others to develop efficiency; there is nothing more necessary for Canadian manufacturers or for any of us than to be constantly reminded of the fact that we must keep on improving; otherwise we shall not put our very last ounce into the scale.

Last summer we read an article in a Canadian magazine in which the writer almost called down fire from heaven to strike anybody who would buy goods that were not made in Canada. This article appeared just at a time when everybody was really trying to keep the country's money at home because of the urgency of home needs. But we could not help thinking as we read this article that, from the standpoint of the manufacturer who wrote it the things he said were a mistake. To the average reader it was a call to do, not the thing he wanted to do, but the thing he had to do, in the country's interests; it was calculated to make a man feel, when he bought a Canadian manufacturer's product, which should stand to his credit as a sacrifice. Now, we happened to know that the manufacturer who wrote this article was a producer of a high class product; we knew from personal experience, for we had tested his product in comparison with others in the same classification made in foreign countries. His value, as we say, was good, but when he threatened to seek the assistance of the avenging angel to exterminate those treasonable Canadians who were not disposed to buy his product, "Made-in-Canada," he was really increasing the distrust which people may have had for the domestic product as compared with the imported article. It seems to us that what is needed in Canada in order that our manufacturing industry may flourish is at all times a fair amount of competition from the foreign field; enough to keep us up to the scratch. And further we would say that we want an educational appeal to Canadians to TRY rather than to BUY "Made-in-Canada" products; either this, or forget the "Made-in-Canada" slogan entirely and seek business solely on the merit of the article sold.

In case the point we are endeavoring to establish may need further elucidation we would briefly say that a country to be in the van of world progress must not shut itself behind an impassable barrier, either of indisposition to be interested, as in the case of the Lower St. Lawrence farmer, or by invoking the aid of the tariff, or patriotic appeal.

The Success of Research and Study

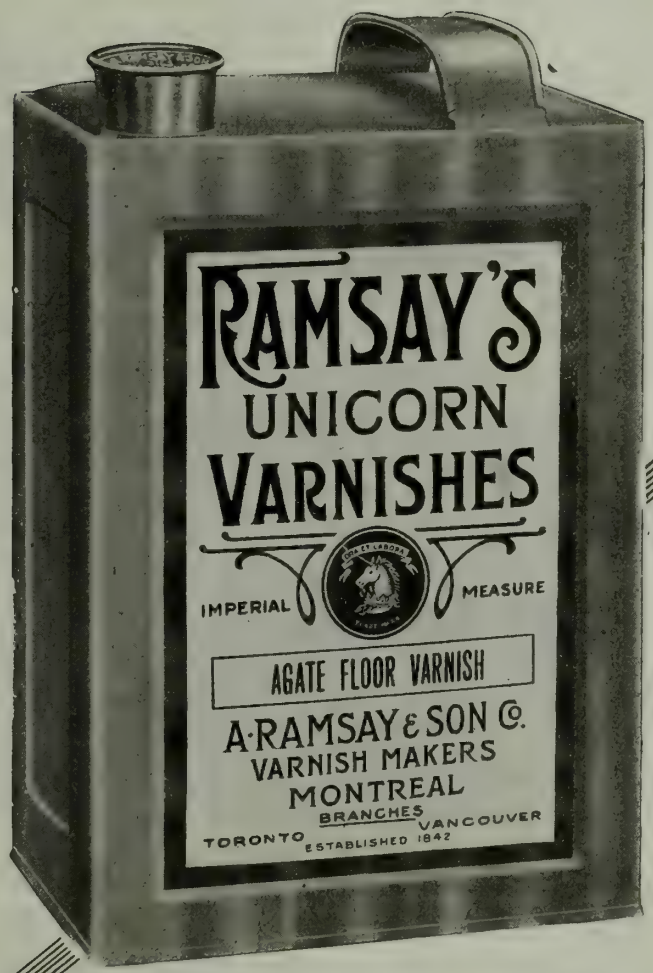
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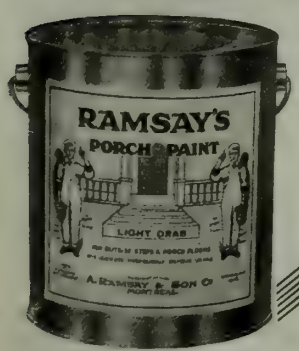
Paints Varnishes Stains Enamels

The manufacturers of paints and varnishes are going to help YOU by telling the consumer why they should buy and use more paint, varnish, stain, enamel and shellac.

IT IS A GOOD IDEA TO GET OUR PROPOSITION







BUY W·S·S WAR-SAVINGS STAMPS

Let us tell you all about
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WE GET BEHIND YOUR PAINT DEPARTMENT, AND HELP MAKE IT BIG AND PROFITABLE

A. RAMSAY & SON COMPANY

Makers of Paints and Varnishes for 77 years

TORONTO MONTREAL VANCOUVER

Revillon Wholesale Limited, Distributors Emdonton District

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps 25% B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Canuck" Shells, Smokeless, $41 per M, net; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 12½% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.			
3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 37½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augurs, add 10%
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 10% to 12½% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	$13 25	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No 2, doz.	12 50	13 20
No. 3, doz.	13 50	14 20
No. 4, doz.	14 50	15 25

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BARS, CLOTHES

No. 4, dozen	$10 00
No. 5, dozen	12 00
No. 6, dozen	14 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30%.
Standard Quality, 30, 10%.
Side Lace Leather, lb. $1.70-$1.90
Cut Lace Leather, lb. 1.90- 2.20
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50, lb.	5 00
No. 3 x 60, lb.	7 50
No. 4 x 100 lb.	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, IRONING

No. 32, 5 x 12 in., doz.	$11 00
No. 35, dozen	25 00
No. 36, dozen	29 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅝ in. dia. and smaller, 6 in. and shorter, 20%.
Carriage Bolts ($1 list), ⅝ in. dia. and smaller, longer lengths, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 25%.
Machine Bolts, ⅜ in. dia. and smaller, larger lengths, 15%.
Machine Bolts, 7-16 in. dia. and larger, 5%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 30%.
Square Head Blank Bolts, 5%.
Bolt Ends, 5%.
Plow Bolts, 15%.
Elevator Bolts, 10%.
Fancy Head Bolts, 10%.
Shaft Bolts ($3 list), 10%.
Step Bolts, large head ($3 list), 10%.
Whiffletree Bolts, 10%.
Nuts, square, blank, add to list, $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%. Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. 11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

Spring sheets, 24 gauge and heavier, base	$0 35
Rods, base ⅛ to 1 in., round	0 34
Tubing, seamless, base	0 42
Copper tubing, iron pipe size, base, ¾ in. up to 3 in.	0 44

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy	$14 75
30-gal., Standard	12 25

BOARDS (Wash), Zinc

	Doz
Pony	$2 60
Improved Globe	5 40
Neptune	5 40
Standard Globe	5 40
Original Globe	5 90
Jubilee	6 05
Newmarket King	6 05
Western King (enamel)	8 25
Beaver (brass)	7 60

F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	21½%
No. 838	5%
No. 808	5%
No. 80 4	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list + 5%.
Triplex Spring Hinges, 20-10%.
Chicago Mortise Floor (5,000), 20, 7½ and 5%.
Chicago Relax Floor (6,000), 25-10-10-2½%.
Chicago Premier (4000), 12½%.
Chicago Ajax (3,000), 12½%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20%.
Chicago Screen Door (2000), 40-2½%.
Chicago Screen Door (3000), 16 2-3 %.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN

	B.B. Proof Coil Mont'l	B.B. Proof Coil Tor'to	Welded Mont'l	Welded Tor'to
3-16 in.	$22.75	$17.00	$.....	$.....
¼ in.	16.75	14.50	21.75	23.70
5-16 in.	14.15	12.50	19.00	18.35
⅜ in.	13.00	11.50	15.90	14.00
7-16 in.	12.75	11.30	15.65	13.80
½ in.	12.50	11.15	15.50	13.65
⅝ in.	12.35	10.95	15.25	13.45
¾ in.	12.25	10.70	15.10	13.20
⅞ in.	12.05	10.60	15.00	13.10
1 in.	11.90	10.50	14.85	13.00

	Electric Welded B.B.	B.B.B.
3-16 in.	$18.00 $19.00	$..... $.....
¼ in.	14.95 16.00	16.20 .....
5-16 in.	12.55 13.50	13.80 .....
⅜ in.	11.35 12.25	12.60 .....
7-16 in.	11.10 12.00	12.35 .....
½ in.	10.95 11.80	12.20 .....
⅝ in.	10.70 11.55	11.95 .....
¾ in.	10.40 11.25	11.65 .....

Montreal and Toronto American Proof Coil Chain

	B.B.	B.B.B.
3-16 in.	$17.25	$.....
5-16 in.	14.25	17.25
⅜ in.	13.00	16.00
7-16 in.	12.75	15.45
½ in.	12.55	15.25
⅝ in.	12.25	.....

Electric Welded B.B.B.—Chain. ¼ in., $13.75; 5-16 in., $12; F.o.b. Toronto.

Cow ties, 20%; trace chains net list; dog chains, 12½%; halter chains, 12½%; tie-out chains 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl. $2.80-$2.95 in car lots; $3.40-$3.50 bbl. in small lots. Paris plaster, five-barrel lots $4.00; single barrel, $4.50. F.O.B. Toronto.

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto Hamilton, Fergus, London, St John, N.B.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

CHOPPERS, FOOD

Universal—Dozen—No. 0, $19.25; No. 1, $23.30; No. 2, $28.35; No. 3, $36.45.

Russwin—Dozen—No. 0, $19.20; No. 1, $23.40; No. 2, $28.20; No. 3, $36.60.

F. o. b. Montreal, Toronto.

CLOTHES LINE (Galvanized)

No.	Per 1000 ft
17—7-strand, 100 ft. lengths	$6.85
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 60
18—6-strand, 50 ft. lengths	5 65
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER .. ... Montreal Toronto

Casting ingot, see weekly report

Rods, ½ to 2 in.	$28 00
Plain sheets, base, 16 ozz., and heavier	30 00
Copper sheet, tinned, 14x60 in., 14 oz.	34 00
Copper sheet, planished, base 16 oz. and heavier	38 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs: No. 111, $1.55; No. 121, $1.70; No. 122, $2.25; No. 127, $2.25; No. 100, $2.80 per dozen

F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	77
No. 7, lb.	76
Nos. 8, 9, 10, 12	75

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal.	Montreal	Toronto
Ordinary, 52 sheets.	$ 8 50	$ 8 00
Do., 60 sheets.	8 60	8 10

	Apollo	Crown	Gorbals
18x24x52	.....	....	....
60	.....	....	....

COKE, TIN PLATES

	Per box
IC, 20x28 base	$20 00
IX, 20x28 base	23 00
IXX, 20x28 base	27 00
IXXX, 20x28 base	31 00

F.O.B. Toronto

Raven and Murex Grades—
IC, 20x28 base, 112 sheets.
IX, 20x28 base, 112 sheets
IXX, 20x28 base, 56 sheets
IXXX, 20x28 base, 56 sheets
(Nominal) f.o.b. Montreal

TERNE PLATES

I. C. 20x28, 112 sheets $20 50

F.O.B. Toronto.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

CLOCKS

Big Ben	$2 90
Good Morning, each	1 15
Lookout	1 45-1 50
Sleepmeter	1 65

F.O.B. Montreal, Toronto, London Hamilton

CROWBARS, $10.50 per 100 lbs.

DRILLS—

Standard Lists.

Blacksmiths', ½ in. x 2½ in. shank.

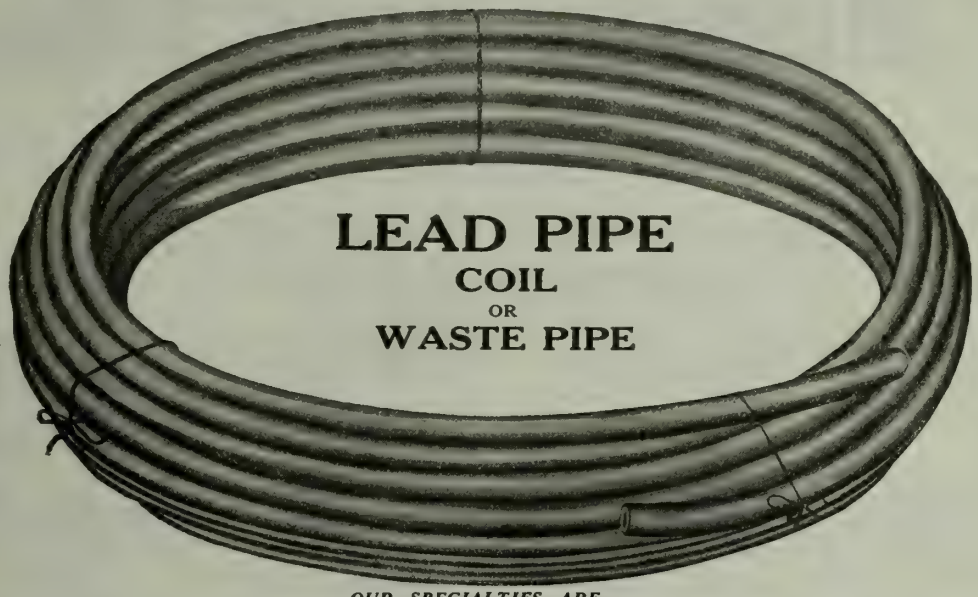
List each.		List each.	
⅛	$0.45	19/32	$1.20
5/32	.45	⅝	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.85	⅞	2.10
7/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

WE MANUFACTURE LEAD PIPE

ALL SIZES UP TO TWELVE INCHES IN DIAMETER

Made by Our Hydraulic Process Guarantees Absolute Uniformity



We Use Nothing But the Purest Quality of Pig Lead

OUR SPECIALTIES ARE

Lead Pipe, Sheet Lead, Babbitt, Solder and All Ingot Metals

THE CANADA METAL CO., LIMITED

Hamilton Montreal TORONTO Winnipeg Vancouver

Lowe Brothers Paints

It is easy for you to sell Lowe Brothers Paints to the man who believes in fire insurance.

The Paint Dealer can use the same arguments as the fire insurance agent.

IF a man has the foresight to insure his home against destruction by fire, he will be willing to insure it against destruction by decay.

The only insurance against decay is PAINT.

Fire and decay mean the very same thing. In chemistry the same word describes them both—Oxidation.

Paint not only insures against decay, it prevents decay.

It costs a man much less to protect his house from decay than to insure it against fire—and insurance does not prevent fire.

If a farmer objects to painting his barn, ask him if he has it insured against fire. If he has you should have no difficulty in selling him barn paint.

The deterioration of an unpainted barn or house in one year will amount to ten times the cost of painting. Besides painting adds substantially to the value of the building.

Lowe Brothers, Limited

TORONTO

Dayton Boston New York Chicago Kansas City Minneapolis Atlanta

Bit Stock, list per dozen—

3/32	$2.70	3/8	$8.50
1/8	3.00	7/16	10.50
5/32	3.50	1/2	13.00
3/16	4.00	9/16	15.50
7/32	4.50	5/8	18.00
1/4	5.00	11/16	21.00
9/32	6.00	3/4	24.00
5/16	7.00	7/8	30.00

Bit Stock Drills ..... 37½ to 40%
Blacksmiths', ½-in. shank.. 37½%
Straight Shank 37½%
Straight Shank, wire..... 37½%
Taper Shank 37½%

DOORS,
See Screen Doors.
F.O.B. Toronto.

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares.

FILES AND RASPS
Discounts below apply to list of Nov. 1, 1899. %
Great Western, Amer. 50
Kearney & Foot, Arcade..... 50
J. Barton Smith, Eagle..... 50
P.H. and Imperial 50
Disston Brand 40
Globe 50
Nicholson 25-27½%
Black Diamond 25-27½%
Delta Files 20
Firth Files 50
F.O.B. Toronto, Montreal, London and Hamilton.

FITTINGS
Cast iron fittings, 12½%; Malleable bushings, 28%; cast bushings, 28%; unions, 35%; plugs, 22% off list. Net prices Class B, black, 24c lb.; Class C, 16c lb.; galvanized, Class B, 33c lb.; Class C, 24c lb.
Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	3 00
Under 40 lbs.	3 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"..	$11.25-$12.75
Russet rope shank, 1¼ in...	13 85
Black rope shank, 1 in.....	13 75
Black rope shank, 1¼ in.	12-50-13 85
Hand sewn, no shank, 1 in..	17 40
Hand sewn, no shank, 1¼ in.	18 75

Halters (Sisal)
7-16 in. gross, $24; 9-16 in., $36.
F.o.b. Toronto. London—7-16 in.. $2.10 doz.: ½ in.. $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt..	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under....	22 50
Napping, up to 2 lbs.....	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)
All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neckyokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.
F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.....	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Perfect, No. 1½.....	13 20-13 80
Storm King and safety hangers, doz	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto

HINGES, TEE AND STRAP
Heavy, Net Prices.

	Strap Doz. pairs.	Tee
4-inch	$2 70	$2 30
5-inch	3 33	2 88
6-inch	3 60	3 24
8-inch	4 86	3 69
10-inch	8 64	6 57
12-inch	10 71	10 44
14-inch	12 24	10 62

Light, Net Prices, figured at discount 10%.

3-inch, doz. pairs..	$0 90	$0 90
4-inch	1 08	0 99
5-inch	1 26	1 17
6-inch	1 53	1 35
8-inch	2 25	1 60
10-inch	....	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6-in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.
Discount, 25%.
F.o.b. Toronto, London, Hamilton, and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOES, Grub $10 50 11 00

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz...	$4 15	$5 00-$5 50
No. 3, per doz...	4 25	5 50- 6 40
No. 4, per doz...	4 35	6 00- 7 40
Little Giant	6 00	....- ....
Barden Patent ..	6 00	....- ....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c	No. 1 and smaller
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron ..	1-8	7 75	8 00
Heav yiron ...	6-8	7 75	....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Fetherweight "XL" steel ..	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight(front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS
Nos. 0, 1, 2, and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft..	$17 50
Corrugated, 5/8 in., 100 ft...	20 50
Corrugated, ¾ in.	$23 50
Corrugated, 1 in., 100 ft. ...	35 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS
Coppered wire, 8 in., $1.10 gross, F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL
See weekly report.

IRON, TINNED
Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots..	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished per set	$1 95
Mrs. Potts, No. 50, nickel-plated, set	2 10
Mrs. Potts, handles, japanned, doz.	1 65
Sad irons, common, plain, 3, 4, and 5 lbs.....	9 20
Sad irons, plain, 6 lbs. up....	7 00
Sad irons, common, plated..	5 50
Princess Electric, each.	$4 00 4 10
Canadian Beauty Electric Irons—	
Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each....	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

Step Ladders	Per ft.
Perfect, 6 to 16 ft. only.....	$0 32
Hercules, 4 to 10 ft.	0 34
Hercules, 12 to 14 ft.	0 39
Faultless, 4 to 10 ft. only...	0 30
Ontario, 4 to 10 ft. only....	0 27
Shelf Lock, 4 to 8 ft. only....	0 22

Single and Fruit Picking

10 ft. to 16 ft.	20c ft
18 ft. to 20 ft.....	23c ft.
Chair ladders, each.....	2 00

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension

Ladders	Per ft.
20 to 32 ft.	$0 24
36 to 40 ft.	0 27
44 ft.	0 30
Over 44 ft.	0 40

F.O.B. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (round reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short .....$0 95-$1 10	
Cold blast 1 00- 1 10	

3 doz. cases, 95c doz.z; 6 dozz. cases, 90c doz.

Cold blast, genuine ruby	$4.75

F.o.b. Toronto, London, Hamilton, and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2....$1 90-$2 00	
Steel Thumb, No. 3.... 2 50- 2 70	
Steel Thumb, No. 4.....	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING) List Each

Canadian	$10 00
Dowswell	10 00
Noiseless	15 50
Hamilton	12 00
Ottawa	10 50
Peerless	10 50
Snowball	15 00
Momentum	16 50
New Century, style A.....	16 50
New Century, style B.....	18 00
Playtime, engine drive.....	22 00
Ideal Power	28 00
Seafoam, electric	107 00
Seafoam, engine drive	49 00
New Idea, electric	134 00
Sunshine	9 50
Popular, No. 1	10 50
Popular No. 2	10 00
Economic	12 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand....	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	50 50
Do., do., electric	108 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Perfection, engine drive....	55 50
Perfection, engine drive...	15 50
Gem	16 50
Winner, plain	13 50
Connor Improved	10 00
Jubilee	9 50
Canada First	19 00

Discount, 30% and 10%. Freight equalized with Montreal. Ottawa Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz

Tinsmiths, 2½ x 5½ in..$1.00-$1.75	
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$12 50	$13 25
Pick, doz.	12 50	13 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—		
No. 4, dozen		$29 40
No. 8, dozen		33 60
Universal—		
No. 4, doz.	$38 10	39 60
No. 8, doz.	46 40	48 60

MOPS

O-Cedar, doz. net $12 00	
Sprustex, No. 2, doz...$8 00	8 40
S.W. Mops, complete, doz. 5 25	5 40
Mop Sticks, doz., No. 8....	2 00
Cast Head Mop, doz.	2 00
Crescent, doz., No. 10.. 2 50	3 85
Crank wringing, doz.	8 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London Hamilton.

NAILS
List adopted July 10, 1912.
Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.95 base.
Freight equalized on above points.
F.o.b. Montreal, Gananoque, Collingwod and Owen Sound, $5.00 base.
Freight equalized on above points.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $5.10.
Sault Ste. Marie, Port Arthur, Fort William, $5.05 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.
Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.
Cut Nails—Montreal, $5.35 base; Toronto, $5.35 base; London, $5.35; Hamilton, $5.35; no equalization of freights.
Roofing Nails—American, large head, keg, $10; 25 lb. boxes, per 100 lbs., $10.50.
F.o.b. Montreal, Toronto, Hamilton.

NAILS (HORSE)
C Brand

Size Capewell—	Per 100 lbs.
No. 5	$23 00
No. 6	22 00
No. 7	21 00
No. 8	20 00
Nos. 9 to 12	19 00

Discount, 10%.

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
4	1¾"	10 00
3	1⅞"	$20 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY
List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.			
12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		
1½ inch mesh and 19 ga. wire.			
12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		
1 inch mesh and 20 ga. wire.			
12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00
¾ inch mesh and 20 ga. wire.			
24 inch...	10 50	36 inch...	$15 00
30 inch...	12 75		

Jamieson Sales Mean Larger Profits

ASK

the dealer who has been selling our line.

"HE IS A SUCCESS"

The veteran painter, tried and proved, the man who does paint well.

"HE KNOWS"

The chemist, who can analyze—he smiles and says

"ALL RIGHT"

Because

It goes farthest.

Covers more space at less cost.

Encourages the inexperienced to paint and brighten up.

It would be a wise thing to stock them now.



R. C. Jamieson & Co., Limited

Calgry MONTREAL Vancouver

Owning and Operating P. D. Dods & Co., Limited

½ inch mesh and 22 ga. wire. 24 inch...$16 50 36 inch...$24 90 30 inch... 20 10

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

OAKUM

Best (American)	$21 00-$22 00
U.S. Navy (unspun)	
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	
U.S. Navy (spun)	21 50
Plumbers (spun)	$10 00- 10 50

F.o.b. Montreal, Toronto

OILS

	Montreal	Toronto
Royalite, gal.	0 20½	0 19½
Palacine, gal.	0 23½	0 22½
Gasoline, net, gal.	0 34	0 33
	List	Gallon
Black oil (Summer)	0 19½	0 18½
Black oil (Winter)	0 20½	0 19½
Imperial Kerosene Tractor		0 60
Capital cylinder	0 62	0 61
Machine oil, regular grades	33½-42½	32½-41½
Standard gas engine oil	0 40½	0 39½
Paraffine	0 25	0 24

List, less 15% on above.

Polarine Oil, list	0 90
Polarine Oil, heavy, list	0 90
Gargoyle Mobiloil, list	1 33

List, less 25% on above.

Fuel oil, bbls. net	0 08½
Fuel oil, tank cars, net	0 07 7-10

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll	$1 10-$1 20
Dry Fibre, No. 2 roll	0 62- 0 65
Anchor Brand	1 20
Rosin Sized Sheeting, red	1 05
Do., blue	1 10
Tarred Fibre, No. 1 roll	1 25- 1 30
Tarred Fibre, No. 2 roll	0 77- 0 83
Surprise Fibre	0 67- 0 71
Tarred felt, per cwt.	4 10
Cyclone (dry)	1 20
Cyclone (tarred)	1 30
Joliet (dry fibre)	0 65
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeting (per 100 lbs.	13½ 0 15
Carpet Felt, 16 oz., per 10 lbs.	$5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—	
5 to 6 lbs., doz.	$12 00
6 to 7 lbs., doz.	12 75
7 to 8 lbs., doz.	13 50
Rock—	
7 to 8 lbs., doz.	12 50

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in.	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 38.

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 00	$ 8 00	$.....	$.....
¼ in.	4 68	6 81	5 28	7 41
⅜ in.	4 68	6 81	5 28	7 41
½ in.	6 21	7 78	7 06	8 63
¾ in.	7 82	9 95	8 97	11 10
1 in.	11 56	14 71	13 26	16 41
1¼ in.	15 64	19 90	17 94	22 20
1½ in.	18 70	23 76	21 45	26 54
2 in.	25 16	32 01	28 86	35 20
2½ in.	40 37	51 19	.....	.....
3 in.	52 79	66 94	.....	.....
3½ in.	67 16	84 18	.....	.....
4 in.	79 57	99 74	.....	.....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in.	$28 86	$35 34	$32 56	$39 03
2½ in.	42 12	52 36	47 97	58 21
3 in.	55 08	68 47	62 73	76 12
3½ in.	69 00	86 94	78 20	96 14
4 in.	81 75	193 00	92 65	113 90
4½ in.	93 00	118 00	112 00	137 00
5 in.	108 00	137 00	130 00	159 00
6 in.	140 00	178 00	169 00	206 00
7 in.	283 00	292 00	219 00	268 00
8 L in.	193 00	244 00	230 00	281 00
8 in.	222 00	281 00	265 00	324 00
9 in.	266 00	336 00	.....	.....
10L in.	246 00	312 00	294 00	360 00
10 in.	317 00	402 00	379 00	464 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list		$8 00
3 in., in 10-ft. lengths, list		9 70
4 in., in 10-ft. lengths, list		12 80
5 in., in 10-ft. lengths, list		17 50
6 in., in 10-ft. lengths, list		21 30

Net list.

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

Medium and extra heavy pipe, 2 to 6 inch	15%
Medium and extra heavy fittings, 2 to 6 inch	25%
8 inch pipe and fittings	Net list

F.O.B. Toronto, Montreal

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	8 50
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz bottles, doz., list	3 00
12-oz. bottles, doz., list	6 00
1-qt. can, doz., list	15 00
½-gal. cans, doz., list	24 00
1-gal. cans, doz., list	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 35 and 5%; Iron Burrs, 35 and 5%.

Copper rivets, usual proportion of burrs, add 15%; burrs, add 40%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	$2 30
Samson, 2-ply, roll	2 75
Samson, 3-ply, roll	3 30
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
R. S. Special, 3 ply	2 25
Amazon, 1-ply	2 05
Amazon, 2-ply	2 35
Amazon, 3-ply	2 65
Everlastic, 1-ply	1 80
Everlastic, 2-ply	2 10
Everlastic, 3-ply	2 40
Good Luck, 1-ply	1 80
Good Luck, 2-ply	2 10
Good Luck, 3-ply	2 40
McCombe Sp., 1-ply	1 75
McCombe Sp., 2-ply	2 00
McCombe Sp., 3-ply	2 25
Black Cat, 1-ply	2 05
Black Cat, 2-ply	2 35
Black Cat, 3-ply	2 65
Black Diamond Ready Roofing, 2 ply	1 12
Black Diamond Ready Roofing, 3 ply	1 38
Liquid roofing cement, per gal. in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 50
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto, London, Montreal.

ROPE

	Lb.
Pure Manila basis	37½
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	54
Halyards	47
Hemp, deep sea line basis	47
Hemp, tarred ratline basis	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42
Italian rope basis	On application
Cotton, ¼ in.	0 81¾
5-32 in.	0 80¾
3-16 in.	75 77½
¼-in. and up	74 76¼

F.o.b. Toronto, Montreal, Brantford, London, Hamilton

RULES, BOXWOOD (LUFKIN)—

651B (68), $2.10 dozen; 751 (61), $2.70; 851 (51), $3.25; 771 (84), $6.35; 781 (62), $7.80; 861A (53¼), $7.85; 852 (73), $5.10; 752B (7), $6; 386 (32), $6.90; 3851 (66¼), $5.85; 465 (69), $1.80; 171 (36), $4.60.

F.o.b. Montreal, Toronto, London.

TAPES, MEASURING (LUFKIN)—

	Each
263, 50 ft. Challenge Steel	$3.95
103, 50 ft. Reliable Jr. Steel	4.05
243, 50 ft. Rival Steel	3.50
1243, 50 ft. Rival Jr. Steel	3.50
603, 50 ft. Metallic	3.00
604, 66 ft.	3.30
403, 50 ft. Linen	2.15
	Dozen
713, 50 ft. Ass Skin	5.40
714, 66 ft. Ass Skin	6.50
143, 3 ft. Steel Pocket	7.10
145, 5 ft. Steel Pocket	9.65
175, 5 ft. Linnine Pocket	5.55
165, 5 ft. Cotton Pocket	1.60

F.o.b. Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star Sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Toronto, Montreal.

SCALES

Champion—	List	Stamping extra
4 lb.	$ 5 50	$0 20
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10 lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 5%: Standard scales, 10% discount: Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Dz.
Cast Steel	$15 00
Golden Clipper	16 00
Little Giant	17 00
Bush	15 50

F.o.b. Toronto, London.

SCREEN DOORS

Kasement, No. 1, 2 ft. 8 in., $28.80; 2 ft. 10 in., $30.00; 3 ft., $31.20; Nos. 2, 3 and 4, 2 ft. 8 in., $31.20; 2 ft. 10 in., $32.40; 3 ft., $34.20 dozen.

SNATHS

	Doz
00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	87½
Wood, R. H., brass	82½
Wood, O. H., brass	82½
Wood, F. H., bronze	87½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	20
Hexagon cap	20

Wooden Bench Screws

Dozen	$1 00

SHEETS, BLACK

See Montreal and Toronto report

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

10¾ oz.	$8 50
U.S. 28	8 10
U.S. 26	7 80
22 and 24	7 65
18 and 20	7 50
16	7 35
14	7 20

F.o.b. Hamilton and Toronto

Apollo Brand.	Montreal	Toronto
14 gauge		
16 gauge		
18-20 gauge		
22-24 gauge		
26 gauge		
28 gauge		
10¾ ozs.		

Add 25c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorden "best-best
16			
18-20			
22-24			
26			
28			

Less 25c in case lots.

SHINGLES

	Per sq.
Standard galvanized	$10 00
Standard painted	8 00

Discount 7½%.

SIDING METAL

Standard galvanized	$9 50
Standard painted	6 50

Discount, 7½%

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

SOLDERING COPPERS

Base, 3 to 8 lbs., 54½c. F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report

SPOUTS, SAP

Eureka, per M $13 50 $16 50

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	18 75
Perfection No. 33, 3-burner	24 25
Perfection No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Discount 25% off list.

Freight allowed on shipments of 12 stoves.

McClary Glass Front Oven No. 70, each, net	4 25
Detroit Glass Front Oven No. 85, each, net	4 50

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters.	List
No. 525, each	7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list

Freight allowed on shipments of 24 heaters.

STRETCHERS, CURTAIN—

No. 33, per dozen	$34 50
No. 98, per dozen	18 50
No. 99, per dozen	23 00

Prices Guaranteed until July 1st

On C·C·M· BICYCLES

"MASSEY," "CLEVELAND," "RED BIRD," "COLUMBIA," "PERFECT"

Owing to the high cost of both materials and labor, it is doubtful if there will be any appreciable decline in bicycle prices even by summer.

The loss of even one sale through lack of stock would offset any probable reduction in the cost of a good many bicycles.

And with transportation so slow, it is well to order as far in advance as possible.

CANADA CYCLE & MOTOR CO.
LIMITED

Montreal Toronto WESTON Winnipeg Vancouver

There is Money in Dougall Varnish

"The Varnish That Lasts Longest"

Many thousand dollars' worth of varnish is sold each year by the dealers of this country.
The trade of your town is worth your while and ours.
Shall we work for it together?
We are advertising to the public why good varnish pays. Now you tell them where to get it. We have folders bearing your name for you to distribute to your trade, which will do this for you. Send for a sample set.
Write for information about

Dougall Transparent Interior.
Dougall Transparent Floor
Dougall Transparent Spar
Dougall Nogloss Interior
Dougall Semi-Gloss Interior
Dougall Univernish
Dougall White Enamel
Dougall Enamel Undercoating

The Dougall Varnish Co., Limited
Montreal, Canada
Associated with Murphy Varnish Company, U.S.A.

QUALITY DOUGALL VARNISHES FIRST

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	25 and 25	25 and 25	25 and 25
Draining Tools	25 and 25	25 and 25	....
Hollow Back Scoops	25 and 25	....	25 and 25
Sand Shovels	25 and 25	....	25 and 25
Hollow Back Shovels	25 and 25	....	25 and 25
Hollow Back Coal Shovels	25 and 25	....	25 and 25
Riveted Back Scoops	25 and 25	25 and 25	25 and 25
Miners' Spring Point Shovels	25 and 25	....	....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	....
Hollow Back Scoops, No. 2, black	34.50	....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	....	30.00
Sand Shovels, No. 2, black	27.50	....	24.00
Hollow Back Shovels, No. 2, black	27.50	....	24.00
Riveted Back Scoops, No. 2 black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	....	....

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

	Bissell's Doz.
American Queen, Nickeled Fittings, Cyco Ball Bearing	$48 00
Club, Jap, Cyco Bearing	102 00
Champion, Nickeled Fittings	40 00
Champion, Japan'd Fittings	34 00
Grand, Nic., Cyco B.B.	61 00
Grand, Jap., Cyco B.B.	55 00
Grand Rapids, Nic., Cyco B.B.	45 00
Grand Rapids, Jp., Cyco B.B.	39 00
Parlor Queen, Nic., Cyco, B.B.	51 00
Princess, Nic., Cyco B.B.	46 00
Standard, Nickeled Fittings	42 00
Standard, Jap'd. Fittings	36 00
Universal, Nic., Cyco Bearing	43 00
Universal, Jap., Cyco Bearing	37 00

SWEEPERS, VACUUM

	Bissell's Doz.
Grand Rapids, Nic.	$98 00
Household, Jap.	88 00
Superba, Nic.	114 00

F.o.b. factory Niagara Falls, Ont.,

Prices guaranteed by manufacturers against their own decline to June 30, 1919. Also stocked by jobbers.

SWEEPERS (ELECTRIC)

Steel frame	36 40
Aluminum frame	43 90
Attachments, set	8 25

F.o.b. Toronto, Hamilton, London.

TACKS

	Discount
Wire Tacks	60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 10%

Shoe findings list adopted July 5, 1917—Net list.

List of Capped Goods adopted Jan. 1, 1916..60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOASTERS, ELECTRIC

Canadian Beauty	$4 50
Upright, with rack	$6 40

TOOLS, HARVEST

Waverly, Wellandvale, Rixford. Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount. F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10		Net List

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME)

	Doz. with chain
Victor, No. 1	$2 20
Jump, No. 1	2 95
Hawley & Norton, No. 1	3 45
Newhouse, No. 1	5 00

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER)

	Per lb.
500 ft.	$0 22
550 ft.	0 23¾
600 ft.	0 25
650 ft.	0 26½

In 5-ton lots ¼c discount from above; 10 tons and upwards, ½c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb. 75-77-80¾

4-ply, wrapping, lb. 79-81¼-85

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.o.b. Newmarket

VALVES

	%
Ground work	40
Compression work, standard	45
High grade	41
Cushion work	40
Fuller work, standard	43
High grade	36
Basin cocks, No. 0 Standard	38
High grade	38
Bath cocks	48
Flatway stop and waste cocks, standard	47
High grade	45
Roundway stop and waste cocks, standard	45
High grade	45
Brass steam cocks, standard.	10% advance on list
Radiator valves, standard	10
D., removable seat	Net list
Patent quick opening valves.	30
Globe, angle and check valves, standard	Net
Do., Jenkins Disc.	5% advance on list

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 40-10%.

Colonial, 27½%.

Imperial Ware, 27½%.

Pearl, 27½%.

Premier, net list.

Canada Ware, net list.

Diamond, net list. White Ware, 45%

Japanned Ware, list plus 30%.

Japanned Ware, White, list, plus 40%.

Plain and Jap Sprinklers, list plus 30%.

Barb $6.75

Stamped Ware, plain, 45%.

Stamped Ware, retinned, 40%.

Copper Bottoms, list, plus 10%.

Tinners' Trimmings, plain, 45%.

Tinners' Trimmings, retinned, 40%.

Tinners' Trimmings, general, list plus 20%.

Factory Milk Cans, list plus 50%.

Milk Can Trimmings, list, plus 60%.

Cream Cans, list plus 25%.

Railroad Cans, list, plus 20%.

Pieced Tinware, C.B., list, plus 70%.

Sheet Iron Ware, list, plus 20%.

Pieced Ware, ordinary, list, plus 50%. Fry Pans, 40%.

Spiders, steel, net list; cast iron, 10%.

Fire Shovels, Japanned, list, plus 20%.

Steel Sinks, painted, list plus 25%.

Steel Sinks, galvanized, list, plus 25%.

Light Galv. Pails and Tubs, list plus 30%.

Heavy Galv. Pails and Tubs, list, plus 20%.

Garbage Pails, list, plus 20%.

Jap. Coal Hods, list, plus 40%.

Galv. Coal Hods, list, plus 50%.

Paper Lined Boards, 30 and 10%.

Wood Lined Boards, 30%.

Stove Pipe, patent, per 100, 6 in., $22.28; 7 in., $23.87.

Common, made-up, per 100, 5 and 6 in., $24.67; 7 in., $26.07.

Polished, made-up, per 100, 5 and 6 in., ...; 7 in., ...

Stove Pipe Thimbles, 45%.

Copper Boilers, list, plus 10%.

Copper Tea Kettles, list, plus 10%.

Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.

Copper Tea and Coffee Pots, list, plus 10%.

Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

Nickel-plated Ware, 50%.

F.o.b. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS

Round plain. Sizes given are size of hole. In boxes of 50 lbs., list prices, per 100 lbs.—¼-in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.20; ⅞ in., $18.20; 15-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2¼ in., $19.00. Discount 33 1-3 per cent. Net extras, 26 to 49 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb. per 100 lbs.	$5.50-$5.85	$5.50	$5.35
Section, ½ lb. per 100 lbs.	$5.50-$5.85	$5.50	$5.50
Solid, 3 to 30 lbs., per cwt.	4.25	4.25	3.75

WHEELBARROWS

Navvy, steel wheel, doz.	$58 20
Garden, steel wheel, doz.	58 80
Light garden, doz.	16 80

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Wire	Per 100 lbs.
No. 9	$6 15
No. 10	6 20
No. 11	6 25
No. 12	6 40
No. 13	6 50
No. 13½	6 50
No. 14	6 65
No. 15	6 90
No. 16	7 10

Stovepipe Wire

No. 18	9 00
No. 19	9 50

Smooth Steel Wire.

Nos. 0-9 gauge, base	5 75

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

List of extras in 100-lb. lots, net	
Tinned wire, Nos. 17-25	$2 00
Nos. 26-31	4 00
Nos. 32-34	6 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

Oiled and Annealed Wire

No. 10	$5 91
No. 11	5 92
No. 12	6 05

Spring Steel Wire

No. 12	86 25
No. 13	6 35
No. 13½	6 40
No. 14	6 50
No. 15	6 70
No. 16	6 95

Fence Wire

No. 9 pl. galv.	5 40- 5 75
No. 12 pl. galv.	5 55- 5 95
No. 13 pl. galv.	5 65- 6 05
No. 9 coil sp.	5 45- 5 85
No. 12 coil sp.	5 60- 6 00

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright	$5 50
Fence staples, galvanized	6 25

In 25-lb. boxes add 50c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00

Less discount of 12½%.

Bright poultry netting staples $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire	10%
Brass wire, 3 to 24 gauge, add	40%
25 to 36 gauge, add	25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls	$3 25
In 50-ft. rolls	3 30
Galvanized, per 100 sq. ft. in 100 ft. rolls	4 75 5 50
Bronze, sq. ft.	0 14

F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 80
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	98 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	68 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 40
Eclipse	87 70

Discount off above list, 30% and 5%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

For zinc products and zinc sheets See weekly report

WRENCHES

Trimo—	Doz. net		Doz. net
8 in.	$15 60	18 in.	$35 00
10 in.	17 40	24 in.	50 00
14 in.	24 45		
Coes—	**Doz. net**		**Doz. net**
6 in.	$14 60	15 in.	$35 00
8 in.	17 50	18 in.	46 60
10 in.	20 40	21 in.	56 80
12 in.	26 20		

Stillson—	Each	Doz. net
6 in.	$1 20	$14 00
8 in.	1 35	15 60
10 in.	1 50	17 40
14 in.	2 10	24 45
18 in.	3 00	35 00
24 in.	4 35	50 00
36 in.	....	94 30
48 in.	....	130 30



FLOGLAZE

brings



Larger and Quicker Turnover

With the Least Expenditure of Capital

Floglaze will meet all domestic requirements adequately. With Floglaze on your shelves you do not have to stock up with a hundred and one specialties that tie up capital and shelf space unnecessarily.

This means better turnover, larger profits on money invested; and enables you to meet every household and farm requirement.

Floglaze is a Finish that Endures

This ensures satisfaction to your customer, and assists in building up permanency of trade in your paint department.

Our Floglaze proposition is unique in many ways; it may be imitated but never equalled in the way that it has met both the needs of the dealer, and the satisfaction of the customer.

Write us for complete details.

THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8.90 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID

Bronzing liquid, No. 1.$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE	Montreal	Toronto
Per lb.	13-14	15-16

COLORS (DRY)	Per lb.
Raw Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Raw Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Imp. green, 100 lb. kegs	0 25
Chrome green, pure	0 30
Chrome yellow	17-31
Brunswick green, 100 lb. k..	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100 lb. k..	0 06
Venetian red, best bright	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry	0 15
Golden ochre, 100 lb. kegs	0 06½
White ochre, 100 lb. kegs	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	3½-5
French ochre, barrels	0 06
Spruce ochre, 100-lb. kegs	7-8c
Canadian red oxide, bbls	2 -2¼
Super magnetic red	2¼-2½c
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

1 lb. tins—

Venetian red	0 21
Indian red	0 35
Chrome yellow, pure	0 53
Golden ochre, pure	30-32
French spruce ochre, pure	25-28
Greens, pure	28-35
Siennas	0 32
Umbers	0 32
Ultramarine blue	0 52
Prussian blue	1 50
Chinese blue	1 50
Drop black	0 30
Ivory black	0 31
Signwriters' black, pure	0 40
Lampblack	0 40
Marine black, 5 lb. irons	0 20

F.o.b. Montreal, Toronto.

ENAMELS (white)	Gal.
Duralite	$6 50
Albagloss	3 50

GLUE	Per lb.
Brantford All Round Glue—	
Case No. 7—50 1-lb. pkgs	$25 00
Case No. 8—100 ½-lb. pkgs	28 00
Case No. 9—200 ¼-lb. pkgs	35 00

Discount.

French medal (prices withdrawn)

English common sheet	32-34
English prima	35-38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	28-30
Ground glue, No. 2, 112-lb. bags	22-24
Do., No. 2, less than bags	24

GLASS	Single Thick	Double Thick
Per 100 ft.		
Under 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 20 to 25%.

Sheet glass, 5 to 10%. Cash 2%. F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE

Plates up to 1 foot, each	$0 80
Plates from 1 to 2 feet, each	0 90
" 2 to 3 "	0 95
" 3 to 4 "	1 15
" 4 to 5 "	1 35
" 5 to 7 "	1 50
" 7 to 10 "	1 70
" 10 to 12 "	1 75
" 12 to 15 "	1 85
" 15 to 25 "	1 95
" 25 to 50 "	2 15
" 50 to 75 "	2 20
" 75 to 90 "	2 25
" 90 to 100 "	2 30
" 100 to 120 "	2 60
" 120 to 140 "	2 90
Plates 101 to 110 wide containing not over 100 ft. each	3 00
Plates 111 to 120 wide containing not over 100 ft., each	3 40
Plates 101 to 110 wide containing over 100 ft., each	3 40
Plates 111 to 120 wide containing over 100 ft., each	3 75

Trade Discount, 25%.
City deliveries, 33 1/3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS

Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.

Zinc, pure, prices withdrawn. F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 20c advance per 100 lbs. F.o.b. London and Windsor, 40c per 10 0lbs. F.o.b. Toronto and Hamilton, 30c per 100 lbs. F.o.b. Fort William and Port Arthur, ... per 100 lbs.

Maritime differential 35c per 100 lbs over Montreal.

	Montreal	Toronto
Anchor, Pure	$16 00	$16 30
Crown Diamond	16 00	16 30
Crown, Pure	16 00	16 30
Green Seal	16 00	16 30
Ramsay's Pure	16 00	16 30
Moore's Pure	16 00	16 30
Tiger, Pure	16 00	16 30
O.P.W. Dec. Pure	16 00	16 30
Red Seal	16 00	16 30
Decorators' Pure	16 00	16 30
O.P.W. English	16 20	16 50
Elephant Genuine	16 50	16 80

B.B. Genuine Lead, less than tons, $17.45, Toronto; $16.90, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)		
Genuine, 560-pound casks, per cwt.	$13 50	$14 50
Genuine, 100-pound kegs, per cwt.	14 25	15 50
Less quantity	15 50	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE	Per pound Dry	Paste
Barrels, 600 lbs.	$....	$0 21
200s	0 32½	....
100s	0 33	0 22
50s	0 33	0 23
25s	0 34½	0 23
10s	0 35	....
5s	0 36	0 25
2s	....	0 26½
1s	0 39½	0 29
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton and London.

MURESCO

Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $9.00. F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon, 1 gallon can basis

Elephant, white	$4 20
Elephant, colors	3 80
B.H. English, white	4 30
B.H. English, colors	4 05
B.H. Floor	3 50
B.H. Porch Floor	4 05
Minerva, white	4 15
Minerva, colors	3 90
Crown Diamond, white	4 05
Crown Diamond, colors	3 80
Crown Diamond, floor	3 50
B.H. Fresconette, white	3 35
B.H. Fresconette, colors	3 25
Moore's House Colors, white	4 05
Moore's House Colors, colors	3 90
Moore's Egyptian Paint, all colors	3 25
Moore's Floor Paint	3 50
Moore's Sani-Flat	3 00
Moore's Mooramel	6 50
Jamieson's Crown Anchor	3 55
C.P.C. Pure, white	4 30
C.P.C. Pure, colors	4 05
O.P.W. Canada Brand, white	4 05
O.P.W. Canada Brand, colors	3 75
O.P.W. Canada Brand, floor	3 50
O.P.W. Flat Wall, white	3 35
O.P.W. Flat Wall, colors	3 25
Ramsay's Pure, white	4 15
Ramsay's Pure, colors	3 85
Martin-Senour, 100%, white	4 30
Martin-Senour, 100%, colors	4 05
Martin-Senour, Porch Paint	4 05
Martin-Senour, Neutone, white	3 35
Martin-Senour, Neutone, colors	3 25
Senour's Floor Paint	3 50
Sherwin-Williams, white	4 30
Sherwin-Williams, colors	4 05
Sherwin-Williams Floor	3 50
Flat Tone, white	3 35
Flat Tone, colors	3 25
Lowe Bros., H.S., white	4 30
Lowe Bros. H.S., colors	4 05
Lowe Bros. Hard Drying Floor	3 50
Mellotone, white	3 50
Mellotone, colors	3 35
Sanitone, white	3 35
Maple Leaf, white	4 30
Maple Leaf, colors	4 05
Maple Leaf, floor	3 50
Pearcy's Prepared, colors	3 50
Pearcy's Prepared, white	3 75

F.o.b. Montreal, Toronto.

PARIS GREEN	Per lb.
In barrels, about 600 lbs.	0 48
In kegs, about 250 lbs.	0 48½
In 50 lb. and 100 lb. drums	0 49
In 25 lb. drums	0 50
In 1 lb. packets, 100 lbs. in case	0 52
In ½ lb. packets, 100 lbs. in case	0 54

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY	Montreal Standard	Toronto Less than tons
Bulk, in casks	$5 60	$5 90
Bulk, 100-lb. drums	6 45	6 75
Bulk, 25-lb. drums	6 70	7 00
Bulk, 12½-lb. irons	6 95	7 25
Bladder, in bbls.	7 85	7 65

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.

Pure Putty, $2 cwt. advance.

Ottawa prices are 20c, Hamilton 30c London and Windsor 40c per 100 lbs over Montreal quotations.

ROSIN	
Barrels, 100 lbs.	$8 00
Less, per lb.	0 10

SHELLAC	
Pure White, gal.	5 15
Pure Orange, gal.	4 75

Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER	
Taxite, 1 gal. cans	$3 30
B.H. Vanisher	3 00
Cumoff	3 30
Takof	3 25
O.P.W. Presto	2 75
Lingerwett	2 80-3 25
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins	$1.32-$1.44
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz.	1 40
Depend-on, list	3 50
B.H. Maritime Spar, list	7 90
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.	
Elastilite	3 50
Granitine Floor Finish	3 50
Hydrox Spar	3 65
Sun Varnish	2 60
Sun Spar	4 63
Sun Waterproof Floor	3 40
Jasperite Interior and Exterior	3 00
Jasperite Pale Hard Oil	2 25
Jasperite Indestructo Floor Varnish	3 00
Jamieson's Copaline	3 63
M-S Marble-Ite Floor	3 25
M-S Wood-Var	3 25
M-S Double Spar	4 50
M-S Finest Interior	3 85
Elastic Interior	2 64
Mar-not	3 40
Quick Action House	2 47
Rexspar	4 63
Sear-Not	3 84
Kyanize Spar	4 85
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	3 84
Luxeberry granite	3 83
Luxeberry spar	4 86
Ramsay's Universal	2 92
Crown Diamond Floor	2 60

F.o.b. Montreal, Toronto.

WATER PAINTS	
Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 07
Coralite, 5-lb. pkgs., colors	0 07½
B.H. Frescota, 5-lb. pkge., white	7 80
B.H. Frescota, 5-lb. pkge., colors	8 40

F.o.b. Montreal, Toronto

WASTE	
Cream, Polishing	$0 20

WHITE	
XXX	0 19
XX	0 18
X	0 16½
XC	0 15
Japanese	0 14
XXX Extra	0 19½
XX	0 18¼
XLCR	0 17
X Empire	0 15½
X Press	0 14

COLORED	
No. 5	15
No. 1	0 13½
No. 7	0 12
No. 1A	0 10¾
No. 1B	0 09½
Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular	0 11
Keen	0 09½

Above lines subject to trade discount for quantity.

WAX	Per lb
C. & B. Floor Wax	$0 40
B.H. Wax	0 40
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 45
Old English	0 53 0 62
Johnsons	0 57 0 62
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Edwards, lb.	0 46
Ramsay's	0 45
S. & W.	0 54
Crown Diamond	0 45

F.o.b. Montreal and Toronto.

WHITING	
Plain, in bbls	$2 50

F.o.b. Montreal, Toronto, London.

Gilders, bolted, in bbls.	$3 00
WOOD ALCOHOL .	per gal.
In five gallons	$1.80-$1.90
In barrels	1.70

$4 extra for barrels

F.o.b. Montreal, Toronto, London.



"The One-Minute" Electric Washer

Every housewife dreads the laborious tasks of wash day. A device that eliminates many of these tasks meets with her instant approval.

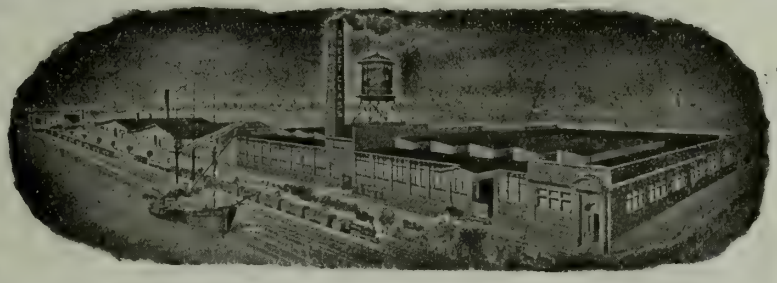
The "One-Minute" Electric makes wash day a pleasure instead of a drudgery. Place one on your floor and the interest created will mean many sales. It's a strong, reliable, dependable washer with a multitude of improved features that give absolute satisfaction. Washes all grades of clothes, better, cheaper and with less wear and tear than any wash-woman could do it.

We have an unusual proposition of interest to the dealer who will handle this wonderful washer. There are many you can sell in your district and the profits are good. Write us to-day for further information.

We make Hand, Electric, Gasoline and Water Power "One-Minute" Washers.

One Minute Manufacturing Co., Toronto, Canada.

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke. $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regale Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 26c lb.

Norris, 80 lbs. and over. 16c.

AXES

Single Bit	$14 50	$20 00
Rouble Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin 10%

Gilmour 45%

BARS, CROW. $11.25 per 100 lbs.

BAR IRON

Bar Iron—$5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 15-2½%.

Agricultural or No. 1 leather belting, 30-10-7½% off list.

Standard, 27-10% off list. Extra 27%.

"The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.60 per lb.; cut, $1.80 per lb.; rawhide, sides, $1.55; cut, $1.75.

Blue Stone (Vitriol), 11¾c.

BOLTS

Carriage, ⅜ and smaller, up to 6 inch, 20%; over 6 inch, 10%; 7-16 inch and larger, net list, machine, ⅜ and under, up to 6 inch, 25%; over 6 inch, 15%; 7-16 and over, 5%; machine set screws, 20%; plough bolts, 10%; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $19.20; ¼, $16.25; 5-16 in., $13.75; ⅜, $12.75; 7-16, $12.35; ½, $12.25; 9-16, $12.25; ⅝, $12.00; ¾, $11.65; 1 in., $11.40; Logging, 5-16 in., $15.55; ⅜, $14.55; ½, $14.05; tie-out. 47½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 85
Lookout	1 75
Sleepmeter	1 85

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 76 lb.

DRILLS

Bit stock, 37½%; Blacksmith, ½ in. round shank, 25%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.10; 10 in., $6.80; 12 in., $8.00.

Conductor pipe, 2 in., per 100 ft., $7.15; 3 in., $8.65; 4 in., $11.40.

ENAMELWARE

See Wares.

FILES

Globe	Discount 40-5%
Nicholson Gen.	Discount 30%

FITTINGS—Malleable.

Class A	60%
Class B and C, off new list	60-10%
Bushings	10%
Unions	25%
Nipples 4" and under	40%

FORMALDEHYDE

400-lb. bbls., 32c lb.; 200-lb. bbls., 33c lb.; 100-lb. bbls., 34c lb.; 10-lb. jugs, $3.75 each; 5-lb. jugs, $2.00 each; 2-lb. jugs, 85c each.

GALVANIZED WARE

See Wares

GLASS, WINDOW

	Single	Double
Up to 25 in.	$15 50	19 50
26 to 40	16 50	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	21 50	27 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 05
Cold Blast, regular	1 05

GRINDSTONES

Per 100 lbs., $3.50.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 15% off.

Corrugated Strap Hinges — 4, $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherweight, $9.95.

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$10 00
28 Am. or 26 Eng.	9 60
26 Am. or 26 Eng.	9 30
24	9 15
22	9 15
18 and 20	9 00
16	8 85

IRONS, SAD

Common Sad Irons, 8 lbs., 11c uer lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$2 00
Mrs. Pott's No. 50, set	2 15

Mrs. Pott's common and iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

15% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$18 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $12.40.

LEAD WASTE, $13.40.

LATCHES—THUMB, STEEL

	Doz.
2	$1 90
3	2 50
4	4 75

Barn Door

5	2 95
8	3 20
9	5 50

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	....
New Century B	....
New Idea	....
Snowball	....

Prices on application.

MATTOCKS

Pick, $13.85; cutter, $13.85.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 00	....
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $5.35 base; Winnipeg, $5.85 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	$6 30
30 in.	7 65
36 in.	9 00
2 in. mesh x 24 in.	3 05
30 in.	3 60
36 in.	4 20
48 in.	5 60
60 in.	6 95
72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.75; 36 in., $6.10; 48 in., $7.25; 60 in., $8.50; 72 in., $9.75.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

PAINTS

Stephens' Out White, $4.45; Stephens' House, $4.20; Stephens' Floor, $3.65; Silkstone colors, $3.40; Silkstone white, $3.50; Stephens' Barn Paint, $1.45.

POLISH

O'Cedar —

	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00

Liquid Veneer—

4 oz.	$2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page)

A Paint that Satisfies!

Stephens'

REGISTERED TRADE MARK

When you hand a can of paint over your counter, what are you selling your customer?

Is it just paint—a fluid which colors a surface? If that is all you can honestly give him for his money, it's high time you were linking up with a *Stephens' Agency.*

Every *Stephens' Agency* sells with every *Stephens' can of Paint or Varnish* a product that he is proud to recommend to his customer.

He knows — that the Stephens' organization is back of every sale. An organization that has a reputation for good paint.

He knows — that the high standard set for Stephens' Paints and Varnishes is there in every can.

He knows — that his customer will be thoroughly satisfied.

STOP THAT

GUESSWORK

There is only one way whereby you can be sure—take a Stephens' Agency.

Write to-day for our proposition

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg :-: **Calgary**

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 ft.	Black	Galv.
¼ inch	$ 5 40	$ 7 74
⅜ inch	5 50	7 88
½ inch	7 38	9 10
¾ inch	9 32	11 60
1 inch	13 77	17 20
1¼ inch	18 63	23 22
1½ inch	22 28	27 77
2 inch	30 00	37 40
2½ inch	48 10	59 80
3 inch	63 87	78 20
3½ inch	81 80	.....
4 inch	96 90	.....
4½ inch	113 00	.....
5 inch	131 40	.....
6 inch	171 00	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $9.25; full polished, ...; 18 x 24, half polished, $9.25; full polished, ... 20 x 28, half polished, $9.50; full polished, ...

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 7, 59c lb.; No. 8, 60c; No. 9, 63c; No. 10, 65c; No. 12, 70c.

Five-lb. assorted boxes, No. 8, 67c; No. 10, 72c lb.

Copper Burrs, No. 7, 65c; No. 8, 60c; No. 9, 63c; No. 10, 65c; No. 12, 70c.

ROPE

Sisal, 28¼c base; pure Manila, 39c base; British Manila, 34¼c base; lath yarn, 28¼c base; African hemp, 34¼c base; cotton rope, ¼ and over, 71c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90

B. & A.—

00, 0	$0 37	$6 75
½	0 40	7 15
1	0 45	8 10
1½	0 52	9 45
2	0 60	10 90
2½	0 70	12 50
3	0 80	14 30

SASH BALANCES (Caldwell). 10% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 25%. Set Screws, 20%.

SCYTHES—	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—

No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—	Doz.
Grand Rapids, Nic.	$101 00
Household, Jap.	91 00
Superba, Nic.	117 00

F.o.b. Jobbers' Warehouse, Winnipeg. Prices guaranteed by manufacturers against their own decline to June 30, 1919.

STEEL SHEETS, BLACK

10 gauge	$7 65
12 gauge	7 65
14 gauge	7 70
16 gauge	7 75
18-20 gauge	8 30
22-24 gauge	8 35
26 gauge	8 40
28 gauge	8 50

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., $15.05 per doz.; D.H. Rd. Pt., $15.05 per doz.; L.H. Sqr. Pt., $15.05; L.H. Rd. Pt., $15.05; Bulldog & Jones, D.H., Rd. Pt., $16.30; D.H. Sqr. Pt., $16.30; L.H. Rd. Pt., $16.30; L.H., Sqr. Pt., $16.30; L.H., Rd. Pt., $16.30; Black Cat and Crescent Scoops—No. 4, $19.00 doz.; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50; Moose & Jones Scoops, No. 4, $19.90; No. 6, $20.90; No. 8, $21.40.

SOLDER. Per pound, 40 to 41.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $6.05 at Fort William, $6.45 Winnipeg; galvanized staples, $6.85 Fort William, $7.25 Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes $5.50 base. Band steel, $5.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

15% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 10%.

TIN AND TERNE PLATE—

20 x 28 I.C. box	$23 50
20 x 28 I.X. box	27 00
20 x 33 I.C. box	28 50
20 x 33 I.X. box	32 50
Terne plates	24 00

TRAPS, GAME— Doz.	Victor	H.& N.	Jump
No. 0	$1 95	$....	$....
No. 1	2 30	3 60	3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 75	10 00	....

TUBS—	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 72
Cotton, 3-ply, balls	0 76
Cotton, 4-ply, cones	0 75
Cotton, 4-ply, balls	0 79

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40% discount.

Colonial, Imperial, Pearl, 0% discount.

Premier, Canada, Diamond, plus 12½%.

Whiteware, 40% discount.

Japanned Ware, list, plus 40%.

Japanned Ware, white, list, plus 50%.

Japanned Sprinklers, list, plus 40%.

Stamped Ware, plain, 40% discount.

Stamped Ware, ret'd, 33 1/3% discount.

Pieced Tinware, ordinary, list, plus 65%.

Pieced Tinware, copper bottoms, list, plus 85%.

Sheet Iron Ware, list, plus 30%.

Light Galv'd Pails and Tubs, list, plus 40%.

Heavy Galv'd Pails and Tubs plus 30%.

Jap. Coal Hods, list, plus 50%.

Galv'd Coal Hods, list, plus 60%.

WASHERS—

Iron, small lots, 33% off list plus $1.50; full boxes, iron, 33 1/3% off list plus $1.00.

WHITE LEAD—

Decorators' pure, ton lots, $16.90; less than ton lots, $17.25.

WIRE, BARB—

Lyman, 4-point, $5.05 Winnipeg; Glidden Cattle, 2-pt., $5.10 Winnipeg; Baker, 2-pt., $4.80 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; plain galvanized; Winnipeg, No. 9, $6.00; No. 12, $6.15; coil spring, Winnipeg, No. 9, $6.05; No. 12, $6.20.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN—

Bale ties, 14 gauge, single loop $7.65 Winnipeg; $7.25 Ft. William

Brass snare wire, per lb., 80c.

WIRE, ANNEALED—

No. 9, $6.75; 10, $6.80; 12, $6.95; 14, $7.15; 15, $7.25; 16, $7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 6 70
8 in.	8 00
10 in.	9 40
12 in.	12 00
15 in.	16 80

Perfect Handle—	
6 in.	15 00
8 in.	18 00
10 in.	21 00
12 in.	27 00
15 in.	36 00
18 in.	48 00

WRENCHES (PIPE)—

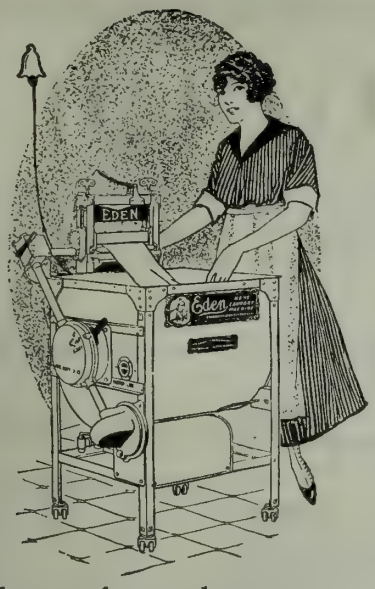
Stillson—	Each
6 in.	$ 1 05
8 in.	1 20
10 in.	1 30
14 in.	1 85
18 in.	2 60
24 in.	3 80
36 in.	7 05

Trimo—	
10 in.	$1 50
14 in.	2 10
18 in.	3 00
24 in.	4 35

Always Ready—	Dozen Black	N.P
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS—

Eze, $62.55 per doz. Reliance.



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THE MOST POPULAR

Electrically-operated Washing and Wringing Machine

The Eden is the one best machine; the tub is made entirely of rust-proof iron, reinforced with angle iron, all mechanism geared direct, no belts or chains; automatic stop causes cylinder to stop with opening always at the top; flat top is entirely clear of mechanism. All moving parts are covered. Wringer is guaranteed and has safety release to prevent accidents. Special motor is equipped with safety cutout that prevents overloading.

All metal rust-proof construction, giving strength, durability and long life.

Built to Last a Lifetime

Great West Electric Company, Limited

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Distributors of Laco Tungsten and Nitro Lamps

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When you see the above Trade Mark on anything pertaining to Fishing Tackle you need have no hesitation in recommending it to your customers.

There is no possibility (except in a few articles) of prices for Fishing Tackle being reduced before next season, so that during the period of transition you would be well advised to place orders well ahead of your every-day requirements.

Orders for future delivery are now being booked, but owing to the great pressure we have had with Government work it will be some time yet before we are able to attain our pre-war output.

Our new General Catalogue is now in preparation, and we are placing on a Register the names of Fishing Tackle Dealers who will obtain a copy on publication. Have you sent in your name? If not, do so now.

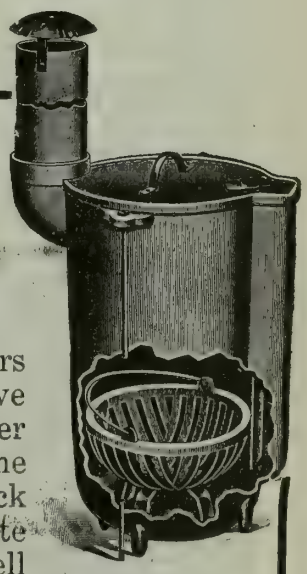
In the meantime we invite and welcome your enquiries and will be pleased to quote you for anything we can supply. We are Wholesale only, and all enquiries from consumers direct are referred to the nearest retailer. We don't cut into his business.

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118 Howard Street, Glasgow, Scotland

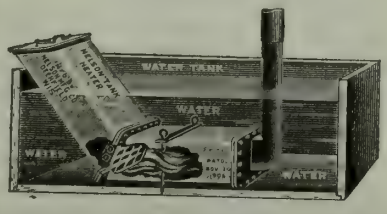
MEHASCO

Another Mehasco Message 27



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Merchants' Hardware Specialties, Limited

CALGARY

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Bolts, Panic
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Order from your nearest Distributor or direct.

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MONTREAL

Established 1842

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Crown Diamond Pure White Lead
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Pure Superba White
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THE BUYERS' GUIDE

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McKinnon Industries, Ltd., St. Catharines, Ont.

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Jas. Cartland & Son, Ltd., Birmingham, Eng.
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National Mfg. Co., Sterling, Ill.
Peterboro Lock Mfg. Co., Ltd., Peterboro, Ont.
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Peterborough Canoe Co., Peterborough, Ont.

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The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
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Caps for Hubs
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The Steel Co. of Canada, Ltd., Hamilton, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpenters' Tools
Haddow Brokerage Co., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Casseroles
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Chains, Coil, Boom, Hammock, Tether, Dog.
Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto

Cellar Drainers
The Peuberthy Injector Co., Ltd., Windsor, Ont.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cement, Rubber

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Folding
J. E. Beauchamp & Co., Montreal, Que.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
McKinnon Industries, Ltd., St. Catharines, Ont.

Choppers, Ice
The Haddow Brokerage Co., Montreal, Que.
L. & I. J. White Co., Buffalo, N.Y.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont
Williams & Co., J. H., Brooklyn, N.Y.

Clippers
Chicago Flexible Shaft Co., Chicago, Ill.

Closets
Wakyte Mfg. Co., Ltd., Winnipeg, Man.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clothes Dryers
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Lines
Coleman Fare Box Co., Toronto.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Coal Hods
Stratford Mfg. Co., Ltd., Stratford, Ont.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Chatham
Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Winnipeg Ceiling & Roofing Co., Winnipeg

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Coopers' Tools
Haddow Brokerage Co., Montreal, Que.

Coping Saws
Thos. Birkett & Son Co., Ltd., Ottawa.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Cooking Ware
Corning Glass Works, Corning, N.Y.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Crocks, Butter
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Crucibles
Canadian Asbestos Co., Montreal, Que.

Cultivators
C. S. Noreross & Sons, Bushnell, Ill.

Cutlery
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers' Sons & Co., Ltd., Sheffield, Eng
Wm. Rogers Mfg. Co., Niagara Falls, Ont.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Curry Combs
The Burrow, Stewart & Milne, Ltd., Hamilton, Ont.

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville.

Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Diaphragms Rubber

Dies, Stocks, Etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. Co. of Canada, Galt.

Disinfectants
J. E. Beauchamp & Co., Montreal, Que.

Display Racks and Stands
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

Doors
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.

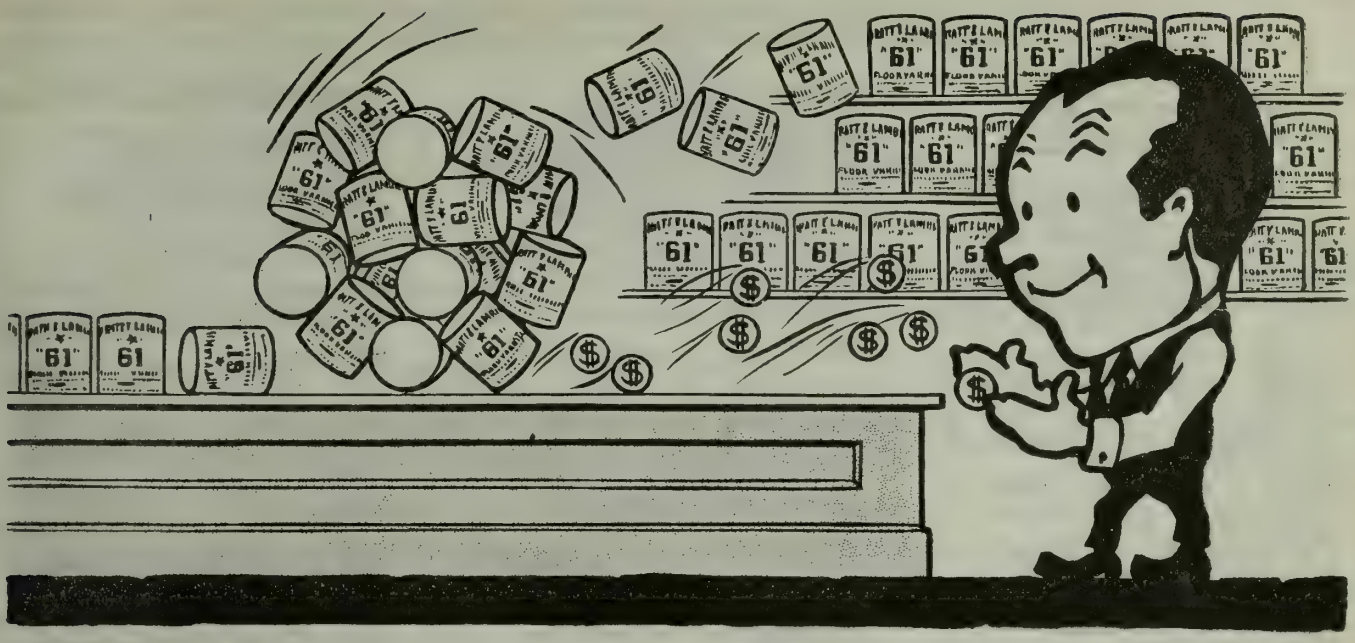
Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons, Birmingham, Eng.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

Doubletrees
McKinnon Industries, Ltd., St. Catharines, Ont
West-Woods, Ltd., Winnipeg, Man.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.



It's Like a Rolling Snowball!

REMEMBER the big snowballs you used to make when you were a boy — how they grew bigger and bigger at every turn?

Well, that's just the way with "61" Floor Varnish in Colors. It "turns over" quickly and P&L dealers are increasing their sales at every turn!

It's that 70-year-old Pratt & Lambert reputation for quality backed up by powerful nation-wide advertising that keeps that ball rolling and kicking up cash in its wake.

Are you in on this? Have you stocked "61" in Colors?

If you're not one of these dealers, let us show you how to get your share of this steady business! Write for particulars of Introductory Assortment.

PRATT & LAMBERT-INC.
VARNISH MAKERS 70 YEARS
24 COURTWRIGHT ST., BRIDGEBURG, ONT.
FACTORIES
BRIDGEBURG, ONTARIO
NEW YORK BUFFALO CHICAGO
LONDON PARIS SYDNEY

"61" FLOOR VARNISH

for Floors, Furniture and all Woodwork

Now made in Eight Colors

THE BUYERS' GUIDE

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drop Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man
The Hessco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Usona Mfg. Co., Toledo, Ohio.

Electric Supplies
W. H. Banfield & Sons, Ltd., Toronto.
The Hessco Electric Mfg. Co., Toronto, Ont.

Emery
Dominion Glue & Emery Co., Montreal, Que.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass
British America Paint Co., Ltd., Victoria, B.C.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
DeaRochers, Ltd., Montreal, P.Q.

Eveners for 2, 3, 4, 6 and 8 Horses
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Excelsior
Rankin & Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Garanoque, Ont
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
H. W. Johns-Manville Co., New York.
Northern Electric Co., Montreal.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Boxes
Canada Foundries & Forgings, Brockville.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton

Fences, Woven Wire, Farm and Ornamental
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Fenders for Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Appliances and Liquids
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson Iver Arms & Cycle Works, Fitchburg Mass.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal
Wilkinson & Kompass, Hamilton.
DeaRochers, Ltd., Montreal, P.Q.

Fillers
Boston Varnish Co., Everett Station, Boston Mass

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Department Supplies
Canadian Consolidated Rubber Co., Montreal
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures
Stover Mfg. & Engine Co., Freeport, Ill

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Scythes & Co., Ltd., Toronto, Ont.
Finnie & Murray, Ltd., Winnipeg, Man.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Specialties
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont.

Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.

Forgings, Drop
McKinnon Industries, Ltd., St. Catharines, Ont.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Furnaces
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Fdry. & Machine Co., Ltd., Moncton, N.B.
Saunders & Co., Montreal, Que.

Fruit Jars
Dominion Glass Co., Ltd., Montreal.
Walter Woods & Co., Hamilton.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.

Fuses, Electric
The Hessco Electric Mfg. Co., Toronto.

Fuses, Electric, Refillable
The Clemens Electrical Corporation, Hamilton.

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Flanges for Wheels
McKinnon Industries, Ltd., St. Catharines, Ont.

Flag Holders
J. E. Beauchamp & Co., Montreal.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanizers
McKinnon Industries, Ltd., St. Catharines, Ont.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Winnipeg Ceiling & Roofing Co, Winnipeg.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garden Seeders and Hoes
The Bateman-Wilkinson Co., Ltd., Toronto.

Garden Seats
J. E. Beauchamp & Co., Montreal.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Garages
Pedlar People, Ltd., Oshawa, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Iron Cornices
Pedlar People Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co. Ltd., Toronto.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

The Trade Mark behind the "Hardware House of Quality."

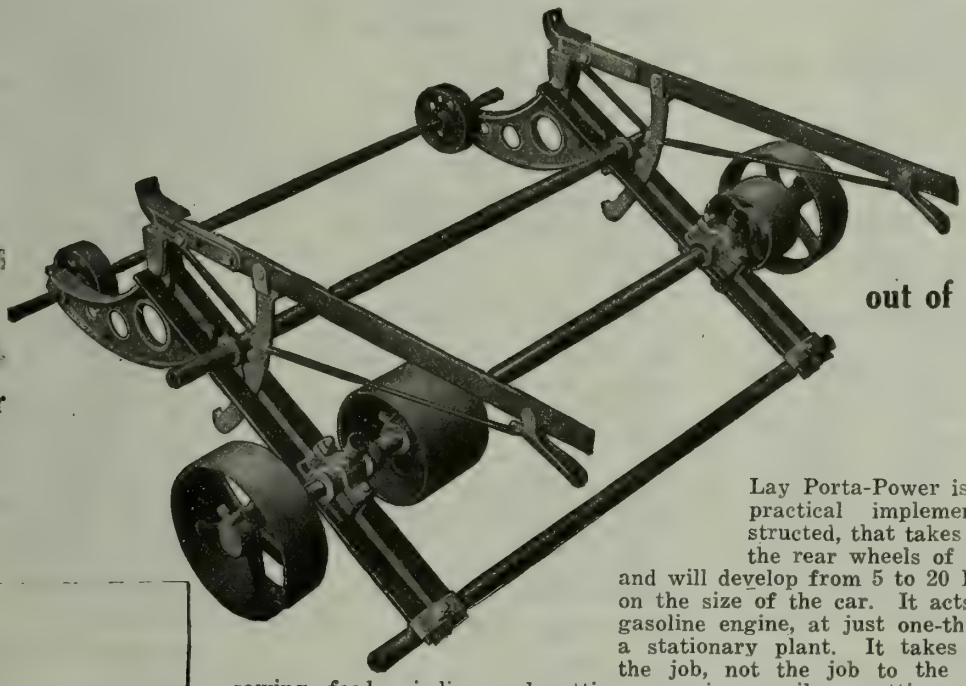
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The Largest Wholesale Hardware Dealers in Canada

LAY PORTA-POWER

Fits your Car, regardless of make. No adjustment or alteration of Automobile is necessary. It utilizes the power of Automobile Engines for belt power upon farms and ranches.

It doubles the value of the Farmer's Car



It takes the Arm Work out of Farm Work

Lay Porta-Power is a durable and practical implement, well constructed, that takes its power from the rear wheels of any automobile and will develop from 5 to 20 H.P., depending on the size of the car. It acts as a portable gasoline engine, at just one-third the cost of a stationary plant. It takes the engine to the job, not the job to the engine. Wood sawing, feed grinding and cutting, pumping, ensilage cutting, silo filling and farm lighting are only a few of the farm jobs that this implement can be readily used for. It will not heat the engine nor injure the tires, and is a money, time and labor-saving device that ought to be on every farm. It is simply constructed and can be adjusted to fit practically any make of car or small truck.

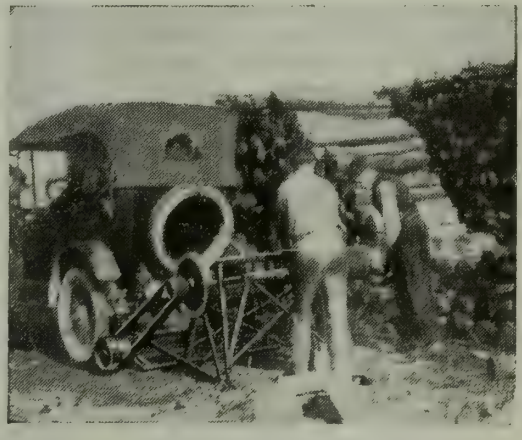


Easily and Simply Applied

To Dealers

The demand for Lay Porta-Power being so great already is an indication of the tremendous sales possibilities that it opens to dealers. It fits into any line you may be handling. If you are in "open territory" we will gladly talk business.

Write for prices and discounts.



In Operation

The J. H. Ashdown Hardware Co., Limited

Calgary WINNIPEG Saskatoon

Western Distributors

THE BUYERS' GUIDE

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
J. H. Williams & Co., Brooklyn, N.Y.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glasses, High Pressure
The Strong Machinery & Supply Co., New York, N.Y.

Gauges, Water (Standard Extra Heavy Automatic
The Penberthy Injector Co., Ltd., Windsor, Ont.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
The Johnston Brokerage Co., Pittsburgh, Pa.
A. Ramsay, Son & Co., Montreal.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.

Glue Pots, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Glue, Sheet and Ground
Canada Glue Co., Brantford, Ont.
DesRochers Ltd., Montreal, Que.
Dominion Glue & Emery Co., Montreal, Que.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves
American Pad & Textile Co., Ltd., Chatham, Ont.
Hamilton-Carhartt Co., Toronto.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Poison
Kill-em-Quick Co., Regina, Sask.
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

Granaries, Portable, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg.

Graphites
Canadian Asbestos Co., Montreal, Que.

Grease and Oil Cups
The Penberthy Injector Co Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Ground Wood
E. B. Eddy Co., Hull, Que.

Guns
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd., Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.

Hames, Steel and Iron
McKinnon Industries, Ltd., St. Catharines, Ont.

Hammocks
Galt Robe Co., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles, Canthooks and Peevies
West-Woods, Ltd., Winnipeg, Man.

Handles, Chest and Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hangers, Door
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Hangers, Barn Door
Allith Mfg. Co., Ltd., Hamilton, Ont.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Can
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling Ill.
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Harness
Samuel Trees & Co., Toronto.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
Belleville Hardware Mfg. Co., Belleville, Ont
The Brainerd Mfg. Co., East Rochester, N.Y.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Coleman Fare Box Co., Toronto.
Lyons & Marks, Toronto
Louis McLain Co. Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill
National Mfg. Co., Sterling Ill
North American Hardware Co., Ltd., Montreal Que.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford Ont

Harness Hardware
McKinnon Industries, Ltd., St. Catharines, Ont

Hatchets
Canada Foundries & Forgings, Ltd., Brockville
Haddow Brokerage Co., Montreal, Que.
Marble Arms & Mfg. Co., Gladstone, Mich
Stover Mfg. & Engine Co., Freeport, Ill.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton
National Mfg. Co., Sterling Ill

Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont
North American Hardware Co., Ltd., Montreal

Heaters
Anthes Foundry, Ltd., Winnipeg, Man
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal
Jas. Morrison Brass Mfg. Co., Ltd., Toronto
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont

Heaters, Electric
Chicago Flexible Shaft Co., Chicago, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Stover Mfg. & Engine Co., Freeport, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont
National Mfg. Co., Sterling, Ill.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., Ltd., St. Marys, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg
Plewes Ltd., Winnipeg, Man.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hooks for Logging Chains
McKinnon Industries, Ltd., St. Catharines, Ont.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Household Pails
E. B. Eddy Co., Hull, Que.

Hubs for Ford Cars
McKinnon Industries, Ltd., St. Catharines, Ont.

Hub Caps
McKinnon Industries, Ltd., St. Catharines, Ont.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Ingersoll Watches
R. H. Ingersoll & Bro., Montreal, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto
The Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Insecticides
The McDougall Bros., Ltd., Manchester, Eng.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Ironing Boards and Tables
J. E. Beauchamp & Co., Montreal.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Iron, Corrugated
Canada Metal Co., Toronto.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S

Irons
Can. Foundries & Forgings Ltd., Brockville, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago
The Royal Self-Heating Iron Co., Big Prairie, O.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont

Jardinieres
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Jugs
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Kalsomine
British America Paint Co., Ltd., Victoria, B.C.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

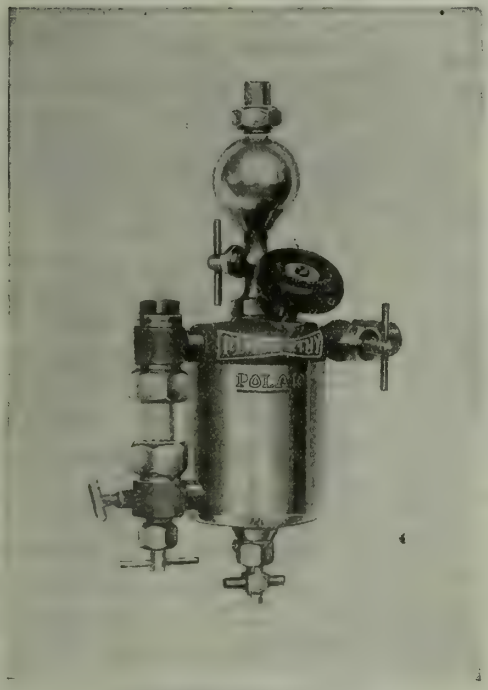
PENBERTHY

POLAR

STEAM LUBRICATOR

THE NEW COLD WEATHER CUP

Equipped with Special Heating Chamber. Oil Always in Liquid Condition.

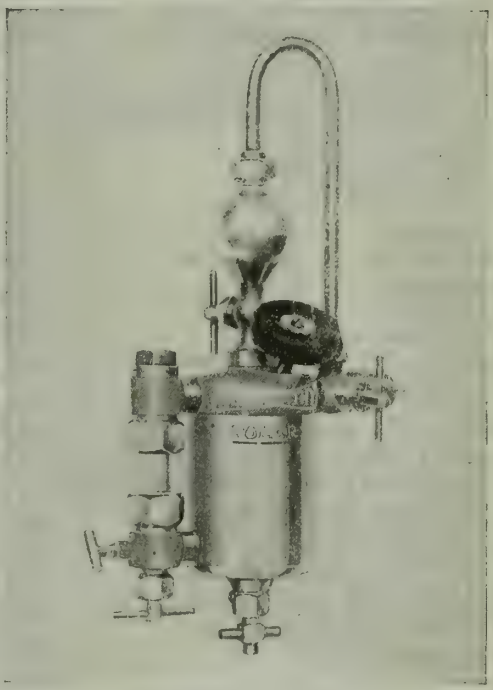


Double Connection

POLAR

Lubricators are designed along the same high-grade lines as the most expensive cups, and are equipped with a long-sight feed glass which shows the engineer at a glance the exact amount of oil being fed to the engine.

On account of the special heating chamber located in the oil reservoir, they make an ideal outdoor lubricator in cold weather.



Single Connection

A GOOD LUBRICATOR TO BUY

When Your Customer Wants

A First-class, Reliable Sight-Feed Lubricator at a Reasonable Price, Sell him a

PENBERTHY POLAR

It is simple in construction, easy to operate and will give the service.

MADE IN CANADA

Stocked by Leading Jobbers Throughout Canada.
Write for Free Copy of Our Catalog. You Need it in Your Business.

Penberthy Injector Co., Limited, Windsor, Ont.

THE BUYERS' GUIDE

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extention, Stors, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calender Mfg. Co., St. Paul, Minn.
Otterville Mfg. Co., Ltd., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.

Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilkes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co. Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.
North American Hardware Co., Ltd., Montreal

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.
North American Hardware Co., Ltd., Montreal, Q.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.
North American Hardware Co., Ltd., Montreal.
Powerlight Co., Winnipeg, Man.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.
Schultz Mfg. Co., Hamilton, Can.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Lawn Swings
J. E. Beauchamp & Co., Montreal.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Tayler-Forbes Co., Guelph, Ont.

Lawn Sprinklers
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

Leather Belting and Soles
Plewes Ltd., Winnipeg, Man.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Leather Dashes and Fenders
McKinnon Industries, Ltd., St. Catharines, Ont.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lighting Systems, Store
Benjamin Electric Co., Toronto.

Lighting Fixtures, Store
Benjamin Electric Co., Toronto.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Canada Linseed Oil Co., Ltd., Montreal and Toronto.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
Peterboro Lock Mfg. Co., Peterboro, Ont.

Logging Chain Hooks
McKinnon Industries, Ltd., St. Catharines, Ont.

Lugs for Silos
McKinnon Industries, Ltd., St. Catharines, Ont.

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machinists' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

Malleable Iron Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Malleable for Carriages
McKinnon Industries, Ltd., St. Catharines, Ont.

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Marine Supplies
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

Metallic, Ceilings, Walls, Roofing, Skylights Siding, Cornices, Ventilaters, Valley Windows Doors, etc.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Menders, Utensils
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
North American Hardware Co., Ltd., Montreal
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Neckyokes
McKinnon Industries, Ltd., St. Catharines, Ont.
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Oarlocks
McKinnon Industries, Ltd., St. Catharines, Ont.

Nipples
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Nipples for Radiators
McKinnon Industries, Ltd., St. Catharines, Ont.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Oakum
Canadian Asbestos Co., Toronto, Ont.
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

Oil, Coal
Imperial Oil Co., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Gilbert & Barker Mfg. Co., Springfield, Mass.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Stains
British America Paint Co., Ltd., Victoria, B.C.

Oil Storage and Distributing Systems
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Orange Derinders
J. E. Beauchamp & Co., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
McGregor, Banwell Fence Co., Ltd., Walkerville.

Addition to Electro Service

INQUIRIES from hardware retailers in various parts of Canada, requesting HARDWARE AND METAL to enlarge the electro service to embrace motor accessories have resulted in the following new additions. These cuts, to be used by retailers in their advertising, are supplied mounted on wood blocks and postage paid, at a cost of 20c each, cash with order. Booklets showing entire assortment of hardware cuts will be supplied free upon request. Address all inquiries to HARDWARE AND METAL, Electro Dept., 143 University Ave., Toronto, Canada.



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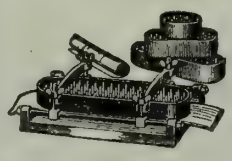
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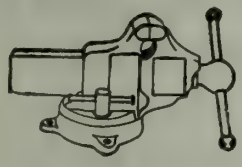
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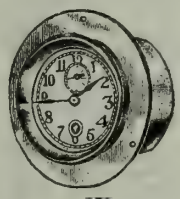
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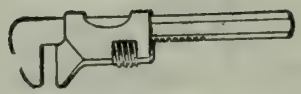
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THE BUYERS' GUIDE

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor Ont.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.
British America Paint Co., Ltd., Victoria, B.C.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., St. John, N.B.

Paint, Copper
British America Paint Co., Ltd., Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paint Oil Storage and Handling Systems
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
SherwinWilliams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Paper, Wrapping
Walter Woods & Co., Hamilton.

Packing Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg.
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Patches
W. C. Wood Co., Minneapolis, Minn.

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.

Percolators, Coffee
Canadian General Eletric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pidgeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Piston Rings
The Ever Tight Piston Ring Co., St. Louis, Mo.

Piston Rod Packing
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestos Co., Montreal, Que.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Ivor Johnson's Arms & Cycle Works, Fitchburg Mass.

Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.

Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal

Pipe, Galvanized, Conducter
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conducter
Canada Metal Co., Toronto

Planters, Corn
Otterville Mfg. Co., Otterville, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Barcalo Mfg. Co., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Plumbers' Tools
Barcalo Mfg. Co., Buffalo, N.Y.
J. H. Williams & Co., Brooklyn, N.Y.

Planes
Caverhill, Learmont & Co., Montreal
Stanley Rule & Level Co., New Britain, Conn.

Polishes
Vlit Mfg. Co., Montreal, Que.

Polishes, Auto and Furniture
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Vlit Mfg. Co., Montreal, Que.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pony Kars
J. E. Beauchamp & Co., Montreal, Que.

Post Hole Diggers
Otterville Mfg. Co., Otterville, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.

Powder, Gun
Hercules Powder Co., Delaware.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Pumps, Hand and Power for Paints, Oils, Oil and Gasoline
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Pumps, Curb, for Oil and Gasoline
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
Canada Foundries & Forgings, Brockville
Stover Mfg. & Engine Co., Freeport, Ill.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
Rapid Radiators, Limited, Toronto, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal

Radiolite Watches
R. H. Ingersoll & Bro., Montreal, Que.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto
The Toronto Lock Mfg. Co., Toronto, Ont.

Rakes
Coleman Fare Box Co., Toronto.
Ward & Payne, Sheffield, Eng.

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Sheffield, Eng.

Reamers
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Rivets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Roofing Cement and Paint
The Alpine Chemical Co., Ltd., Toronto.

Roofing, Ready
Bird & Son, Hamilton, Can.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.

Rope Grips
Coleman Fare Box Co., Toronto.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., North Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont
Fred Smith, Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Spring Joint
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Sanitary Tissue Towels
E. B. Eddy & Co., Hull, Que.

Saddlery Hardware
McKinnon Industries, Ltd., St. Catharines.

Saws, Crosscut and Band
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Sawset
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Fry's (London), Limited, London, Eng.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Victor Saw Works, Hamilton, Ont.

Scales
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canadian Fairbanks-Morse Co., Ltd., Montreal
Renfrew Machinery Co., Ltd., Renfrew, Ont.

Scales, Machinists'
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.



Talk No. One Hundred and Eighty-Nine

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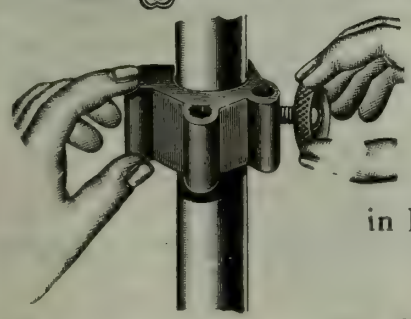
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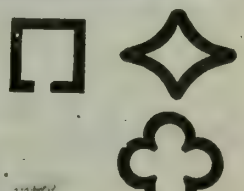


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THE BUYERS' GUIDE

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.

Saws, Crosscut and Band
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Windows
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.
J. E. Beauchamp & Co., Montreal, Que.

Gorden Seats
J. E. Beauchamp & Co., Montreal, Que.

Seats, Fibre
J. E. Beauchamp & Co., Montreal, Que.

Separators
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
B. & S. H. Thompson, Montreal, Que.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.

Shovels, Snow
J. E. Beauchamp & Co., Montreal, Que.
Coleman Fare Box Co., Toronto.

Shingle Stains
The Alpine Chemical Co., Ltd., Toronto.
British America Paint Co., Ltd., Victoria, B.C.
Sturgeons, Ltd., Toronto.

Sifters, Ash
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Silver Plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Solder
J. E. Beauchamp & Co., Montreal, Que.
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Sleighs
J. E. Beauchamp & Co., Montreal, Que.

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.
Soren Bros., Toronto, Ont.

Soldering Paste
Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Anglo-Canadian Leather Co., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

Soot, Destroyer
Canada Witch Co., Ltd.
Moncrieff & Endress, Ltd., Winnipeg, Man.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.

Spark Plugs
The Canadian National Carbon Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1694 St. Urbain St., Montreal
Hyslop Bros., Toronto
The Lockwood-Ash Motor Co., Jackson, Mich.
Northern Electric Co., Ltd., Toronto
The Royal Canadian Specialties, Hamilton.
Sharp Spark Plug Co., Cleveland, Ohio.
Walker, Vallance, Limited, Hamilton, Ont.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sporting Goods
J. E. Beauchamp & Co., Montreal, Que.

Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stable Pails
E. B. Eddy Co., Ltd., Hull, Que.

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Sturgeons, Ltd., Toronto.

Stampings
Coleman Fare Box Co., Toronto.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Stoneware
Medalta Stoneware, Ltd., Medicine Hat, Alta.

Store Fixtures
Cameron & Campbell, Toronto.

Stoves
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville
Canada Stove & Foundry Co., Ltd., St. Laurent, (Montreal, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Gurney Foundry Co., Toronto
The Hamilton Stove & Heater Co., Hamilton, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.
Royal Fireless Cooker Co., Ottawa, Ont.

Stoves, Gas and Coal
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Cold Rolled Band
J. E. Beauchamp & Co., Montreal, Que.
J. N. Warminton & Co., Montreal, Que.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Hamilton

Steel Wagon Hardware
McKinnon Industries, Ltd., St. [illegible] Ont

STUCCO BOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sulphite Fibre
E. B. Eddy Co., Ltd., Hull, Que.

Sweat Pads
American Pad & Textile Co., Chatham
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Tacks
Steel Co. of Canada, Ltd., Hamilton, Ont.

Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt, Ont.

Tanks, Galvanized Steel
Winnipeg Ceiling & Roofing Co., Winnipeg

Tanks, for Paint Oils, Oil, Gasoline, Kerosene, etc.
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Storage
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co. of Canada, Ltd., Dundas
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Pratt & Whitney Co. of Canada, Ltd., Dundas
Wells Bros. of Canada, Galt

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tapes, Measuring, Steel and Woven
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Tents
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
Soren Bros., Toronto, Ont.

Tin Plate
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.
North American Hardware Co., Ltd., Montreal, Q

Tires and Tubes, Automobile and Motor Truck
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
The Sterns Tire & Tube Co. of Canada, Ltd. Toronto, Ont.

Tire Patch
W. C. Wood Co., Minneapolis, Minn.

Automobile, Aeroplane, Bicycle, Carriage, Motorcycle, and Motor Trucks

Tires and Tubes,
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
W. C. Wood, Minneapolis, Minn.

Tire Repairs
W. C. Wood, Minneapolis, Minn.

Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Q
Kribs, Wm. A., Hespeler, Ont.



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Everett Station, Boston, U.S.A.

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Eastern Canada
Sturgeons, Ltd.
Toronto

Western Canada
J. H. Ashdown Hardware Co., Ltd.
Calgary - Winnipeg - Saskatoon

British Columbia
Bogardus, Wickens, Ltd.
Vancouver

THE BUYERS' GUIDE

Truck Supplies
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Toboggans
J. E. Beauchamp & Co., Montreal, Que.
Peterborough Canoe Co., Peterborough, Ont.

Toilet Paper Cabinets
E. B. Eddy Co., Ltd., Hull, Que.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools
Canadian Fairbanks-Morse Co., Ltd., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
R. J. Coghlin Co., Ltd., Montreal, Que.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tool Cabinets
Eagle Mfg. Co., Hamilton, Ont.

Tools, Garden
Coleman Fare Box Co., Toronto, Ont.
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Tools, Logging and Lumbering
Canadian Warren Axe & Tool Co., St. Catharines.
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders
Williams & Co., J. H., Brooklyn, N.Y.

Toys
J. E. Beauchamp & Co., Montreal, Que.
Coleman Fare Box Co., Toronto.
The Crown Mfg. Co., Hamilton, Ont.

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Tools, Small
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Towel Bars
Kinzinger Bruce & Co., Niagara Falls, Ont.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Warehouse
Canadian Pneumatic Tool Co., Ltd., Montreal.
Canada Foundries & Forgings, Brockville
Wm. Kribs, Hespeler, Ont.
John Watson Mfg. Co., Ltd., Winnipeg, Man.

Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.

Trying Devices
Cleveland Stone Co., Cleveland, Ohio

Tube Rubber
K. and S. Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps
Canadian Tungsten Lamp Co., Hamilton, Ont.
Canadian Laco-Phillips Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal,
Vivid Electric Lamp Co., Toronto.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Tub Stands, Folding
Otterville Mfg. Co., Otterville, Ont.

Tube Rubber
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tumbler Holders
Kinsinger Bruce & Co., Niagara Falls, Ont.

Tubing, Brass
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto.

Tubing, Steel
Standard Tube & Fence Co., Woodstock

Turpentine
Brown Corporation, Portland, Maine.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Fred Smith, Toronto.

Twines
Consumers Cordage Co., Montreal
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
National Brass Co., London, Ont.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Standard, Globe, Angle and Check
Canadian Fairbanks-Morse Co., Montreal.
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Canadian Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Varnishes—Auto, Caoch, House, Marine
Berry Bros., Walkerville
Boston Varnish Co., Everett Station, Boston,
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
Glidden Varnish Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal, Que.
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son, Montreal
R. C. Jamieson & Co., Montreal
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Stewart & Wood, Toronto.
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton

Vehicles, Business
Canadian Pneumatic Tool Co., Ltd., Montreal, Q

Veneer Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Ventillators, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Stover Mfg. & Engine Co., Freeport, Ill.

Vises, Chain Pipe
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
Adamson Mfg. Co., Hamilton
Northern Electric Co., Montreal
The Presto Patch Co., Toronto, Ont.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Gregg Mfg. Co., Ltd., Winnipeg, Man
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Wagon Woodwork
West-Woods, Ltd., Winnipeg, Man.

Wallboard
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Wall Finish
British America Paint Co., Ltd., Victoria, B.C.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
Beauchamp & Co., J. E., Montreal, Que.
DesRochers, Ltd., Montreal, P.Q.
C. Kloepfer, Ltd., Toronto
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
Otterville Mfg. Co., Otterville, Ont
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton

Washers, Rubber
Dunlop Tire & Rubber Goods Co. Ltd., Toronto

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa
Dowswell, Lees & Co., Hamilton.
Great West Electric Co., Ltd., Winnipeg, Man
The Hurley Machine Co., Ltd., Toronto.
Kribs, Wm., Hespeler, Ont.
Maytag Co., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Nineteen Hundred Washer Co., Toronto, Ont.
Northern Electric Co., Montreal

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
E. Pullan Waste & Wipers Co., Toronto.
Scythes & Co., Ltd., Toronto
Wilkinson & Kompass, Hamilton

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy & Co., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Watches
R. H. Ingersoll & Bro., Montreal, Que.

Watch Specialties
R. H. Ingersoll & Bro., Montreal, Que.

Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canadian Warren Axe & Tool Co., St. Catharines, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto
Spramotor Co., London, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheelbarrows
Erie Iron Works, Ltd., St. Thomas, Ont.

Wheelbarrows (Steel)
Bateman, Wilkinson Co., Ltd., Toronto, Ont.

Wheels, Well
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Can. Foundries & Forgings, Ltd., Brockville, Ont

Wheeled Goods
The Crown Mfg. Co., Hamilton, Ont.

Whips
J. E. Beauchamp & Co., Montreal, Que.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

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Caverhill, Learmont & Co., Montreal
J. E. Beauchamp & Co., Montreal.
Frothingham & Workman, Montreal
H. S. Howland Sons & Co., Toronto.
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Miller-Morse Co., Winnipeg, Man.
Morrison Blackwood Hardware Ltd., Moose Jaw Sask.
Rice, Lewis & Sons, Ltd., Toronto
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The Outlook Co., Cleveland, Ohio.

White Lead
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
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McArthur Irwin, Montreal
Stewart & Wood, Toronto.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Wipers
Scythes & Co., Ltd., Toronto, Ont.
E. Pullan Waste & Wipers Co., Toronto.

Wire
Canadian Tube & Iron Co., Ltd., Montreal
Canada Wire & Iron Goods Co., Hamilton, Ont
Caverhill, Learmont & Co., Montreal
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Montreal
Northern Bolt Screw & Wire Co., Owen Sound
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London

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The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
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Northern Electric Co., Montreal

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Steel Co. of Canada, Ltd., Hamilton

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

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Wrapping Paper
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Alex. Mcarthur & Co., Montreal, Que.

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Can. Foundries & Forgings, Ltd., Brockville, Ont
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill.
Plewes Ltd., Winnipeg, Man.
J. H. Williams Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

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Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
Spielman Agencies, Montreal

Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal

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Canadian Tube & Iron Co., Ltd., Montreal

Wrought Washers
The Union Iron & Metal Co., Ltd., Toronto.

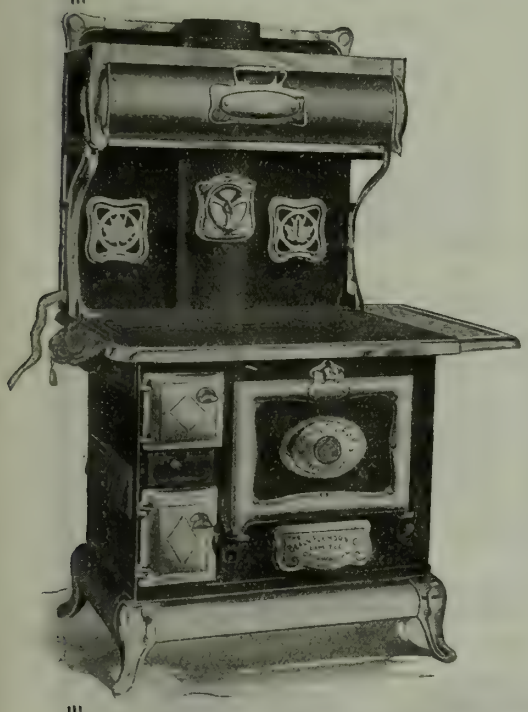
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Caverhill, Learmont & Co., Montreal
Connor & Son, Ltd., J. H., Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
Kribs, Wm. A., Hespeler, Ont.
Nineteen Hundred Washer Co., Inc., Toronto, Ont.
Lewis Bros., Ltd., Montreal
Merchants Hardware Specialties, Ltd., Calgary, Alta.
White Mop Wringer Co., Fultonville, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto

Zinc, Sheet
B. & S. H. Thompson & Co., Ltd., Montreal, Que

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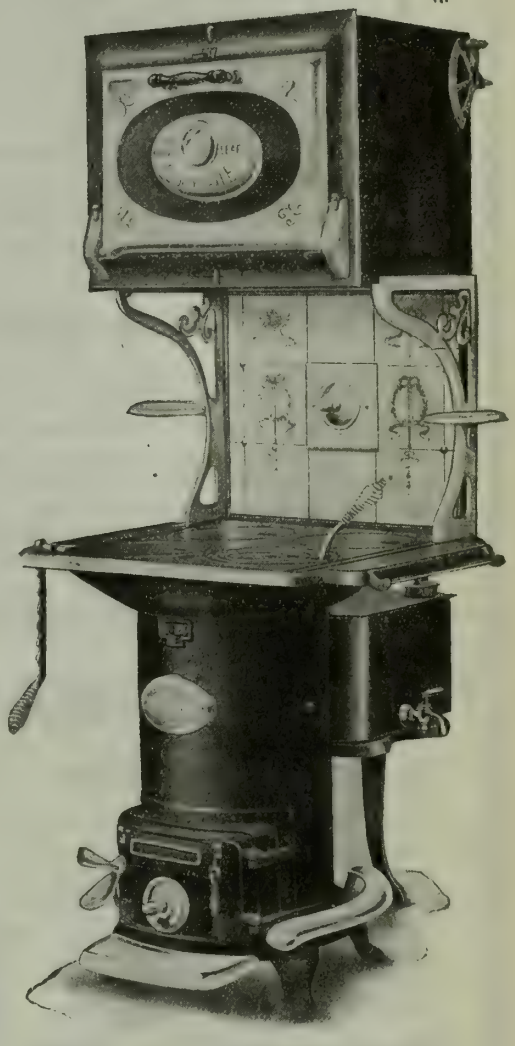


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Satisfactory for smaller country homes.

For Heavier Demands Sell the "Composite," "Grand," "Monarch" or "Ottawan"

TESTIMONIALS

Varna, Ont., Feb. 26/19

I am enclosing cheque in payment for the Composite Stove.

I could not get any person to try it so I had it taken into my own home. It has given the very best satisfaction. I would not sell it for twice the amount if I could not get another as my wife uses it altogether. She has discarded our big range.

(Signed) L. BEATTY (Dealer)

Walkerton, Ont., Feb. 8/19

I was so disgusted with my old range that I decided to try one of your Maple Leaf Composites. I must say I have had wonderful results.

I cannot say enough for the Composite, for I like it better every day, especially for baking, and as a coal-saver it has no equal.

(Signed) Mrs. G. F. Bruder

The Maple Leaf Composite

The Composite with reservoir and tile panel.

(Made also without reservoir.)

Excellent for Summer use with wood grate. This device is the "Hit of the Season." Eclipses all others for economy and satisfaction. Read the testimonials. Booklet of such testimonials from enthusiastic purchasers will convince the doubtful. Some one will sell them in your territory. Secure the Agency.

THE BEACH FOUNDRY COMPANY, LIMITED
OTTAWA, ONT.

Do High Prices of Machine Tools Hinder Sales?

THE question asked of a considerable dealer in Toronto by THE FINANCIAL POST is answered by him in THE POST of March 8th, in part, as follows:

> "New lists that are coming out do not show concessions in prices. As long as firms can sell at the present prices there is not much chance for a lower level of values."

The rest of that article in THE POST is interesting, and here are some other extracts worth noting from POST items of this week:

Implement Manufacturers May Unite for Export Trade

"Representatives of the implement manufacturers have been at Ottawa in consultation with the Canadian Trade Commission to arrange for the pushing of their export business. What is likely to be proposed to them is that they should work in concert, and their orders abroad should be placed through a central selling body, the expenses of conducting which should be maintained by a pro rata tax on each member of the association. They will provide their own credits from a common fund, which can be created by contributions gauged according to the respective interests involved."

Steel Market Is Still Unsettled

Big American Interests Co-operating in Secretary Redfield's Plan

The talk of lower prices for steel continues in the market. It is a fact that the "set prices" of the war period have, in many ways, spoiled the trade for what has followed. When prices were fixed, buyers and sellers knew their ground for the coming three months. Not only so, but they were quite certain that when changes would be made they would not be radical, and would be in keeping with the cost of material and labor entering into the output.

Last week a number of prominent steel producers were meeting in New York, and according to the authorized version they "discovered" that George N. Peek, recently named by Secretary Redfield as chairman of "The Industrial Board of the Department of Commerce" was in town, and accordingly they invited him in to explain Secretary Redfield's plan for the deflation of war-time prices. Indications are that the steel producers are going to make a show of resisting the movement, but will gracefully yield at the last moment.—"The Financial Post," March 8, 1919.

Above is part of a front-page news item in THE POST of March 8th.

Latest Activities of Steel and Iron Using Interests

Stove Manufacturers Out For Export Trade

"The Canadian stove and enamelled ware manufacturers are making an aggressive effort to develop export business and to secure orders from Europe, Australia, New Zealand and South Africa. A. M. Smith, sales manager of the McClary Manufacturing Company, will, on behalf of the manufacturers, make a personal investigation of European prospects."

New Ship Repair Plant For Vancouver

"Seattle men propose to build at Vancouver, B.C., a steel dock of 25,000 tons, capable of handling the largest ships which make the Port of Vancouver. Embraced in the enterprise will be a shipbuilding and repair plant, the whole to cost in the neighborhood of $4,000,000."

New Iron Industries For Border Cities

"Plans are being made for the location of a large malleable iron corporation with extensive connections in the United States, on the Windsor industrial site. Negotiations to this end have been pending for considerable time. Altogether, 12 large manufacturing firms with headquarters across the border are negotiating for sites in the Border Cities."

Business Building News Items Appear Each Week in *The Financial Post*

The above are only a few of the many subjects of real profit-making interest to Canadian men of affairs which have been dealt with by expert writers and editors in THE POST of March 8th. THE POST will keep you informed on Canadian business matters in a way unrivalled by any other publication. Send for a subscription to-day. The price is $3.00 per year, and you have only to fill in this form:

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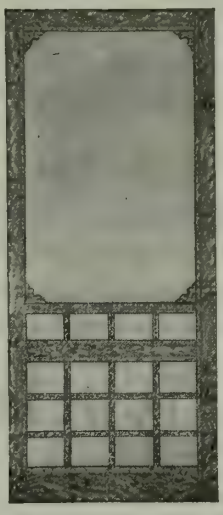
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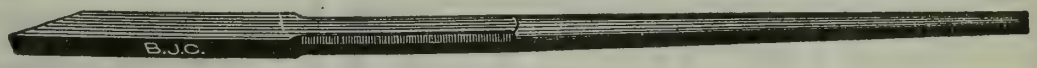
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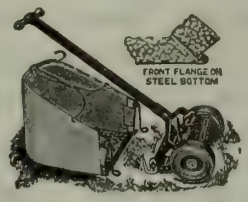
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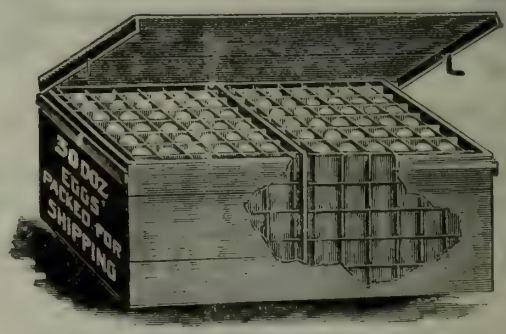
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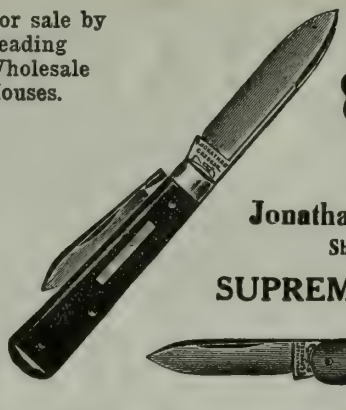
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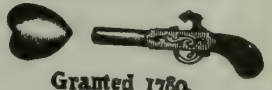
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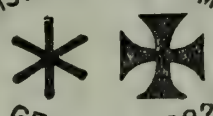
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Presto Patch

5-Minute Vulcanizer

Every Machine Guaranteed

SO SIMPLE SO PERFECT
NO GASOLINE NO CEMENT

Patches Made in 3 Sizes

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H.R.S & Co.

Henry Rogers Sons & Co., Limited

Established 112 Years

SHEFFIELD AND WOLVERHAMPTON ENGLAND

Chair Seats---In Three Ply Veneer Staple Patterns



Every C.V.C. chair seat is made of best material, well glued, nicely formed and carefully bored; corners of seats well rounded, edges smoothed, sand-papered and finished with real church pew varnish.

Ask for samples, and compare with any other make.

Canadian Veneering Co. Inc.

Acton Vale, Quebec

Distributors: Richardson & Bureau, 55 St. Francois-Xavier St. Montreal



A Labor Saver

The curved lance of this O-K Spra enables you to get under the leaves without bending your back all day long.

The efficiency non-clog nozzle keeps in action longer without attention than any other type.

These worthy features of the

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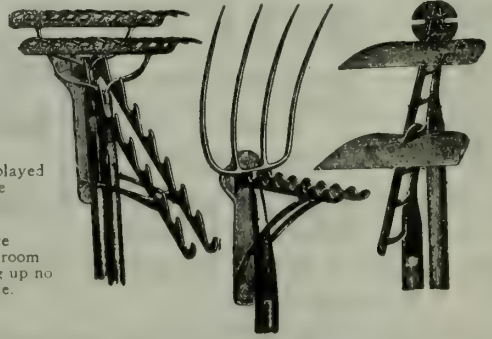
should convince you of the wisdom of laying in a good stock of this easy seller.

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Limited

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"HAGER'S" Original Tool Brackets



Well displayed goods are half sold.

They save valuable room by taking up no floor space.

Easily attached and can be bought as you need them—by the dozen or by the piece. Order from your Jobber.

Manufactured by

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must be made from specially prepared bars that are

of a Superior Quality

to stand the strain.

We prepare a special grade for this purpose.

Drop us a line for full particulars and prices.

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MADE BY

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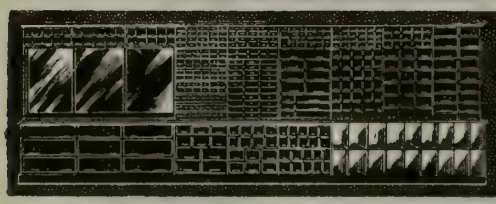
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Hand and Power

PUMPS

Wherever there is a demand for Hand, Windmill or Power Pumps — the sale of Myers' Pumps for every purpose is an attractive and profitable proposition for dealers. Nearly fifty years on the market, sold everywhere, they have the qualities which produce sales. Leading Canadian jobbers can supply you with MYERS' PUMPS. Ask them or write us. 550-page Catalog on request.

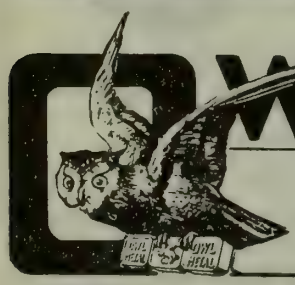
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The quality of our goods is top-notch. Prices right.

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We are continually being asked by mail order houses to fill orders for Owl Babbitt Metal. This business should be going to the local hardware dealer. Better keep a stock on hand.

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The original and only Genuine Preparation for cleaning Cutlery

"WELLINGTON"

KNIFE POLISH

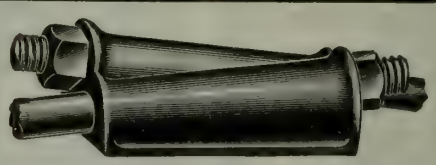
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Malleable Iron Lugs

SILOS TANKS
WOOD PIPE LINES

Variety of patterns, using round and flat bands.

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Write us to-day for our dealers proposition.

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DO you need the services of a good retail salesman, traveller, or manager. The best of them read HARDWARE AND METAL each week from cover to cover. Incidentally they also note the condensed ads. in the "Wanted" section. You can use space in this section at a cost of two cents per word for the first insertion, and one cent a word for subsequent insertions. Add five cents for box number or address.

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Have you read page 107? It will interest you.

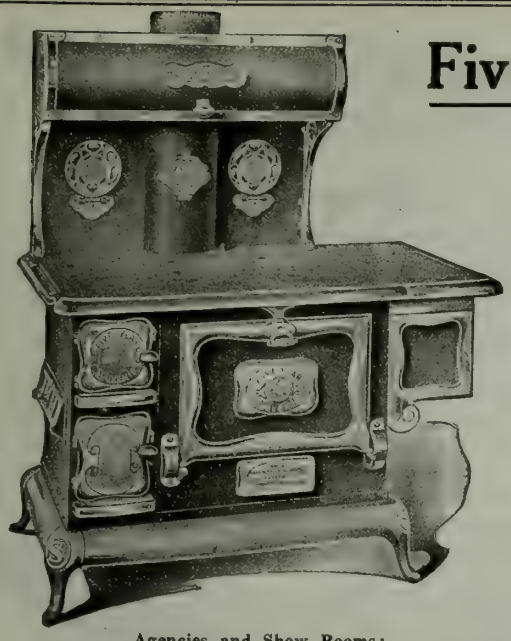
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The Big Annual Spring Buying and Directory Number of HARDWARE AND METAL

It will be the 31st Annual Spring Number, and without doubt, the best and biggest number ever produced in Canada. Advertising forms have closed and the trade will find in the advertising section of this number, a wealth of information in the advertisements of the leading manufacturers and retailers who desire the business of Canadian hardware firms. In the editorial department will be found an abundance of valuable and interesting information. The number is one that will be used as a Buyers' Guide and Directory for many months to come.



Five Year Souvenir Steel Range

FIREBACK GUARANTEED

The only range made with the fireback guaranteed for 5 years.

Reversible front oven flue not contained in any other range.

The most economical in fuel.

Perfect baker and cooker.

Duplex grates.

Firebox large and roomy.

Linings corrugated to add life to firebox and heating surface to oven. Plain nickel dress, easy to keep clean. Medium price in reach of all buyers.

Prompt deliveries guaranteed.

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The Hamilton Stove and Heater Company, Limited

Successors to

Gurney, Tilden & Company, Limited

Head Office and Works: HAMILTON, ONTARIO

Branches: 134½ Higgins Avenue, Winnipeg -:- 167 McGill Street, Montreal

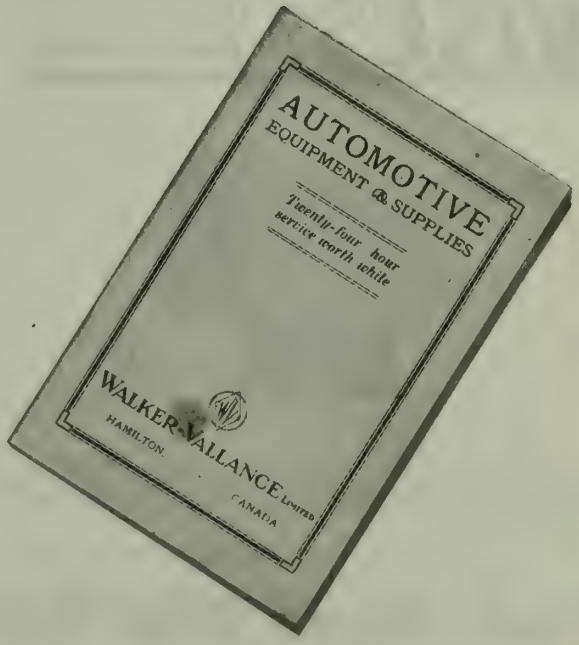
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Have you sent for your Copy? This book contains the latest information on all up-to-date Auto Accessories and Equipment.

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"Yours for Service worth while."

WALKER - VALANCE, LIMITED HAMILTON, CANADA



SIMPLEX HOSE NOZZLE

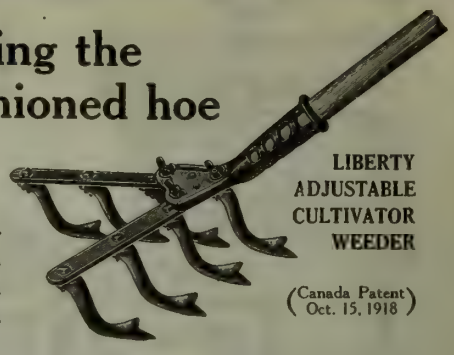
Made to Retail at 65c.

Made entirely from brass, simple in construction, cannot get out of order—will stand any high pressure test. Gives splendid results from a strong stream to the finest spray, including complete shut-off. Takes ½-in., ⅝-in. and ¾-in. hose connections. Manufactured by

WENTWORTH MFG. CO., Limited,
Hamilton, Canada.

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British Columbia Representative—T. S. Griffiths & Co., 1073 Hamilton St., Vancouver, B.C.
South Africa Representative—Mr. H. V. Pattrick, P.O. Box 3705, Johannesburg, S'th Africa.

Outselling the old-fashioned hoe

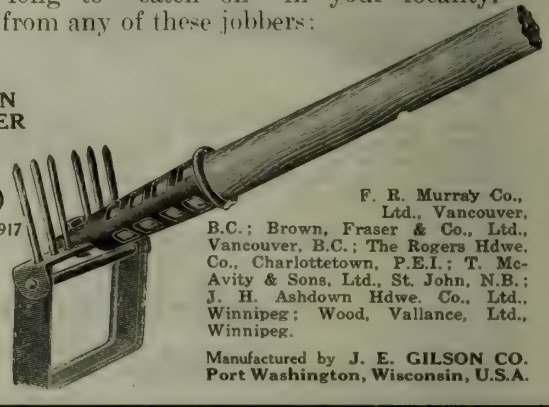


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(Canada Patent Oct. 15, 1918)

Wherever they have been introduced Liberty Cultivator-Weeders and Gilson Weeders are rapidly ousting the hoe from popular favor. Anyone who has ever used a hoe can see at a glance that these new Gilson tools are more effective and will save time and labor. It won't take Gilson Tools long to "catch on" in your locality. Order from any of these jobbers:

THE GILSON WEEDER



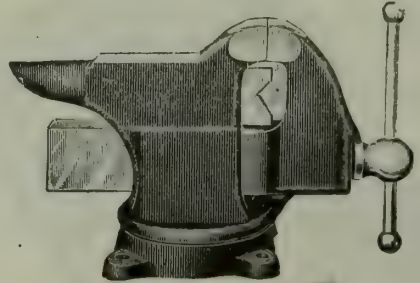
(Canada Patent May 22, 1917)

F. R. Murray Co., Ltd., Vancouver, B.C.; Brown, Fraser & Co., Ltd., Vancouver, B.C.; The Rogers Hdwe. Co., Charlottetown, P.E.I.; T. McAvity & Sons, Ltd., St. John, N.B.; J. H. Ashdown Hdwe. Co., Ltd., Winnipeg; Wood, Vallance, Ltd., Winnipeg.

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A Type and Size for Every Service



No. 241—Autovise

A combination Pipe and Anvil Vise—particularly suitable for auto repair work. Write for catalogue and prices.

Factory and Office:

Rock Island Mfg. Co.

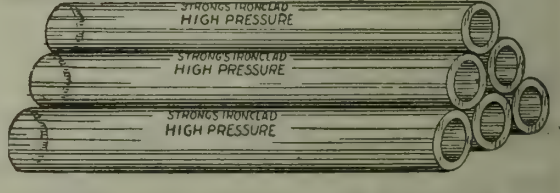
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CHICAGO
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Strong's Ironclad High Pressure Gauge Glasses

None Better



Caliper the same diameter the full length of the glass—will withstand the action of highest known working steam pressures of the world. These are two features of supreme importance to Canadian firms. When you stock this line you eliminate the many losses and annoyances due to inferior glasses. Goods are available for immediate shipment, at attractive prices.

For prices and descriptive matter on above lines, write to

The Strong Machinery and Supply Co.

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The Greatest Hour of the Dairy Farmer

"There are no substitutes for dairy foods"

Now that the war is over, the farmer's responsibility and opportunity are greater than ever—for the American farmer and dairyman must literally feed the world. It means greater production and getting the *most* out of that production. Waste is as unpatriotic now as it was during the war.

But there is many a farmer who would not think of planting a hundred rows of corn and only harvesting 95 rows who is now using a fixed feed separator and wasting a good part of his butterfat through turning under speed. Even though the proper separating speed is marked on the handle, tests show that 95 per cent. of *all* separators are turned below speed. But when a Sharples Suction-Feed Separator is turned below speed, it skims clean just the same—due to the patented suction feed. No other separator has this principle.

Sharples is the pioneer American Separator—invented, perfected and preferred in America. It is the product of the greatest factory of its kind in the United States—and all American owned.

Above is part of a full page Sharples advertisement appearing in national dairy papers. It points the way to the Greatest Year for the Sharples Dealer—and a great opportunity for any dealer. Write for details on the Sharples contract—the fairest, squarest, liveliest proposition for dealers. Address nearest office.

SHARPLES SUCTION-FEED Cream Separator

"Skims Clean at Any Speed"

THE SHARPLES SEPARATOR CO.

TORONTO, ONT. REGINA, SASK.

The Lounsbury Co., Newcastle, N.B.
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Distributors Through All Their Branches

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Serving the Grocery, Provision and Foodstuffs Trades. Published weekly.

Hardware and Metal (Est. 1889)
Serving the Hardware, Stove and Metal-working Trades. Published weekly.

Dry Goods Review (Est. 1889)
Serving the Dry Goods Trade generally; Wholesale, Retail, Manufacturing and Department Stores. Published monthly.

Men's Wear Review (Est. 1898)
Serving the Manufacturers of Clothing, Underwear, Shirts, Collars, Neckwear, Footwear, Hats and Caps and Allied Sundries, and their Retail Distributors. Published monthly.

Canadian Machinery (Est. 1905)
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The Power House (Est. 1907)
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The Sanitary Engineer (Est. 1907)
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For over 20 years the MacLean Publishing Company has maintained a fully-staffed London office, and has rendered British and Continental manufacturers, shippers, and traders an invaluable service in many directions.

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EXPRESS WAGONS

stand the wear and tear that any child can give them. You will find our complete line of **steel and wood body express wagons** very profitable lines to sell.



They present a pleasing appearance, are extra strong and durable and rapid sellers.

We manufacture Velocipedes, Children's Autos, Toy Carts, Bathroom Fittings, etc.

Write for prices and information.

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NEW ILLUSTRATED CATALOGUE

NOW READY FOR DISTRIBUTION

We have just issued one of the most complete Catalogues, and merchants who handle Harness will find it a great help.

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BUFFALO OILS

Special Cylinder Oil for Steam Engines
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These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG



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Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

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Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD
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BATH ROOM FITTINGS

K NIAGARA

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NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

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STOVE MICA

All sizes of Clear Mica in stock for immediate shipment.

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NON-ACID—FOR SODERING

at it since '93

Makes a joint three times as strong as muriatic acid-flux—takes a quicker bite and does not corrode the joint. Sample stick, paste, liquid or salts free. Also get posted on our Aluminum Flux.

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Hack Saw Blades and Machines

Manufactured by

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BUFFALO, N.Y.

Handle Specialists

Our handles are made out of the best grade Second Growth air-seasoned timber for Pick, Axe, Sledge and Hammer. Quality, Shape and Finish unexcelled. They Look Well, Sell Well and Last Well.

St. Marys Wood Specialty Co., Ltd.
St. Marys, Ont., Canada

TRADE SAWYER MARK Registered

STITCHED CANVAS BELTS

"THE QUALITY BELT"

PLEWES LIMITED, Distributors, WINNIPEG

A good concern to do business with

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES MARTIN WILCKES CO.
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Round Iron Washers, all even thickness and smooth, all sizes in stock, any quantity from 100 lbs. up. Packed in jute bags. Prompt shipment. Send your inquiries to

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GASOLINE LIGHTING SYSTEMS FOR COUNTRY DISTRICTS — INSIDE and OUTSIDE LIGHTS OF ALL STYLES — for Stores, Halls, Homes, Farms & Every Style of Building

SIX TIMES THE LIGHT · ONE THIRD THE COST

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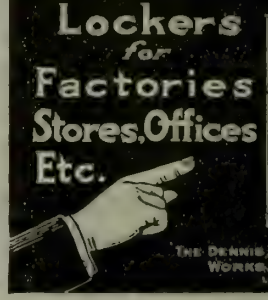
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Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



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We make Canvas Covered and All Wood Canoes, Skiffs, Motor Boats and Toboggans

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CANADIAN CANOES

All Wood and Canvas Covered

Catalogue "H" on request

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Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.



If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Hardware and Metal, and let it assist you in filling your needs.

Wanted

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RETAIL HARDWAREMAN WITH OVER FIFteen years' experience and not afraid of hard work, wants position as manager of branch store, Alberta preferred. Good references. Box 209, Hardware and Metal.

AT ONCE, POSITION AS HARDWARE salesman, preferably in North-west, by discharged soldier. Eight years' selling experience. Four in retail hardware as salesman and window dresser. References from former employers. Box 231, Hardware and Metal.

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FOREMAN WANTED FOR TINSMITH AND plumbing shop in Maritime Provinces. Apply Box 208, Hardware and Metal.

ONE-MINUTE WASHER REPRESENTATIVES wanted for Maritime Provinces, Saskatchewan, Alberta, British Columbia. Apply 74 Logan Ave., Toronto.

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ADDING TYPEWRITER, WRITE, ADD OR subtract in one operation. Elliott Fisher. Limited, Room 314 Stair Building, Toronto.

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensome hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis Fensome Elevator Co., Toronto.

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1—NO. 8, 37" x 2" SLIP ROLL FORMER, Brown-Boggs make. Used about six months. W. J. Heaman, Exeter, Ont.

FOR SALE—A BATTERY OF SIX BOWSER pumps and tanks, together or separately. Also set Cameron & Campbell's drawers, nail bins and tool cabinet. Box 201, Hardware and Metal.

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TINSMITH AND PLUMBING BUSINESS IN small but growing town in Eastern Ontario. Population 1,400. Waterworks. No opposition. Good proposition for live man with small capital. Town is located on Lake Ontario. Box 224, Hardware and Metal.

GENERAL HARDWARE STOCK FOR SALE IN Sudbury. Old-established business of Purvis Bros., Ltd. Good general stock of shelf and heavy hardware; about $20,000.00, with twenty-nine years' good-will and fair dealing. Premises can be leased or bought. Retiring on account of failing health. Purvis Bros., Ltd., Sudbury, Ont.

OWING TO THE SERIOUS ILLNESS OF THE proprietor, which has necessitated his removal to a Southern climate, I am offering for sale that well-known and established business in the town of Oshawa now being carried on by Glenn A. Henry & Co. This is a straight hardware business—no tinshop,—and has been conducted on practically a cash basis. It has always been a good paying business and would not be on the market were it not for Mr. Henry's failing health. Stock will run from $10,000 to $12,000. Here is a first-class proposition for someone. Wire or write, W. E. N. Sinclair, Barrister, Solicitor, etc., Oshawa, Ont.

TRANSLATIONS

ENGLISH INTO FRENCH. COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

Getting Results

A large firm in a Western Canada city recently advertised in Hardware and Metal Want Ad. Page for a man to fill a responsible position—result 21 replies. This indicates that the want ad. page is followed closely. The man YOU want to reach is reading this page.

Use this page—the page that is never overlooked—from time to time to put efficiency in your service, and watch it for opportunities.

Everything is classified under appropriate headings, so that you can, at a glance, find what you are looking for. Quite often the want ad page is consulted as a guide to conditions.

Anything used or of interest to the Hardware and Metal trade can be located by an advertisment on this page.

HARDWARE AND METAL reaches thousands of the best hardware men in the Dominion—the kind you want to speak to.

The cost of this service to you is very small—2 cents per word first insertion, and 1 cent per word for each subsequent insertion of the same advertisement. If you do not wish your name to appear in the ad we have a Box system whereby everything is strictly confidential, for which we charge 5 cents per insertion extra.

Kindly enclose remittance with ad so as to save unnecessary bookkeeping, etc.

Hardware and Metal Subscribers

Buy for business as well as for p r i v a t e consumption. That is why one inquiry frequently pays for an entire year's advertising. Advertisers in HARDWARE AND METAL r e a c h only the cream of the trade—the best and biggest buyers in Canada.

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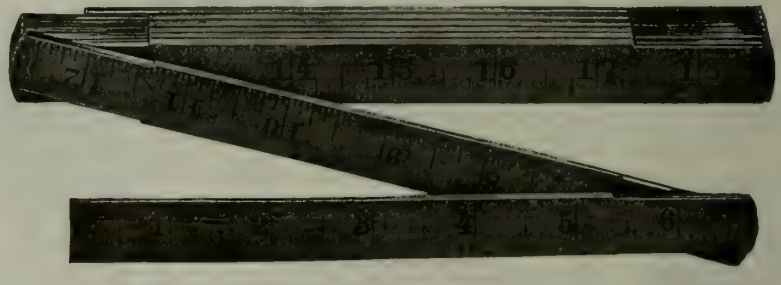
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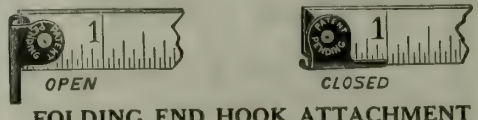


LUFKIN SPRING JOINT WOOD RULES

THE LINE YOU SHOULD CARRY
EXCELLENT ASSORTMENT

ASK YOUR JOBBER
PROMPT SERVICE

Flexible, tough sections, with brass-plated joints smooth-working yet firm and hold the rules up properly to their work.

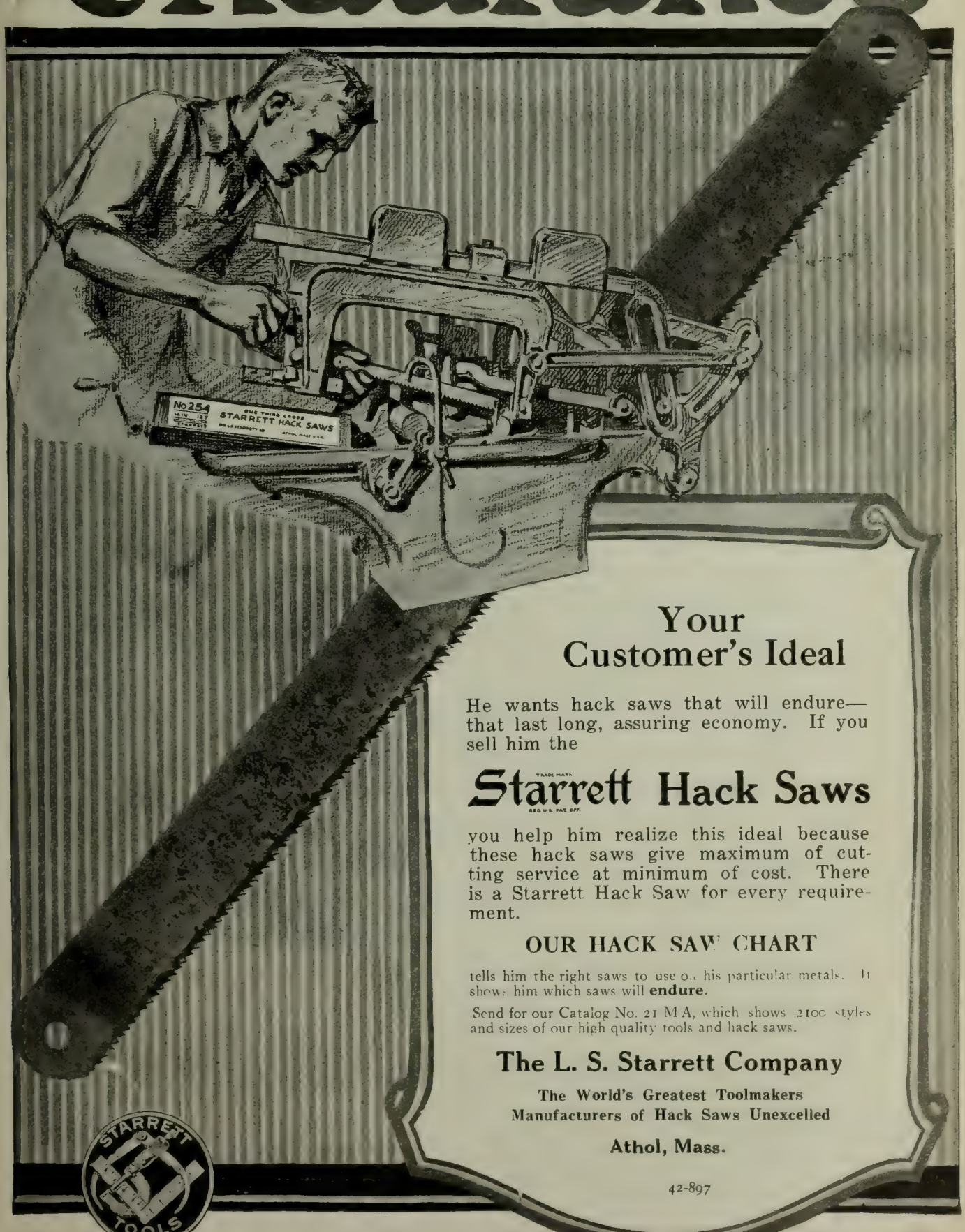


FOLDING END HOOK ATTACHMENT

This is an improved and exclusive feature supplied on any of LUFKIN Spring Joint Rules at a fraction of additional cost. Just the thing for taking measurements out of arm's reach. Handy for any work.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

-endurance



Your Customer's Ideal

He wants hack saws that will endure—that last long, assuring economy. If you sell him the

Starrett Hack Saws

TRADE MARK
REG. U.S. PAT. OFF.

you help him realize this ideal because these hack saws give maximum of cutting service at minimum of cost. There is a Starrett Hack Saw for every requirement.

OUR HACK SAW CHART

tells him the right saws to use on his particular metals. It shows him which saws will **endure**.

Send for our Catalog No. 21 M A, which shows 2100 styles and sizes of our high quality tools and hack saws.

The L. S. Starrett Company

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled

Athol, Mass.

42-897



McKINNON INDUSTRIES ST CATHARINES, ONTARIO CANADA

HARDWARE DEALERS

Write for Our New Catalogue

Harness Hardware
Light and Heavy Wagon Hardware
Carriage Hardware
Malleable Iron Castings
Drop Steel Forgings
Truss Rod Neck-yokes, Single-trees, Double-trees, etc.
Metal Stampings
Carriage Leather Dashes and Fenders (Splashboards)
Steel and Iron Hames
Automobile Accessories

We invite correspondence. Mark your Communication "General Sales Dept."

McKINNON INDUSTRIES LIMITED

ST. CATHARINES, ONTARIO, CANADA

ANNUAL SPRING NUMBER

HARDWARE AND METAL

CANADA

Vol. XXXI | Published Every Saturday Since 1888 | March 22nd, 1919 | No. 12

THE MACLEAN PUBLISHING COMPANY, LIMITED .·. PUBLICATION OFFICE, TORONTO
MONTREAL WINNIPEG NEW YORK BOSTON CHICAGO LONDON, ENG.



A Sure Sign
that he is going to do
a big business in Paint

For Particulars Regarding the B-H Agency Proposition, write to Brandram-Henderson Limited, Montreal

Now for SPRING, House-cleaning and O-Cedar Polish



ALWAYS saleable articles, always in steady demand, O-Cedar Polish and the O-Cedar Polish Mop attain the zenith of their sales in March, April and May.

So important are these products as an aid to Spring house-cleaning, that the up-to-date housewife would be as likely to attempt her annual clean-up without soap as she would be to start house-cleaning without a supply of O-Cedar Polish or without an O-Cedar Polish Mop.

Now's the time to put in a window display of these products. Now's the time to ask your customers if their old mops are worn out.

Get the benefit of this big demand that comes in the Spring—display O-Cedar products, together with O-Cedar signs and cards. Remind the women you have O-Cedar products—and this line—so splendidly advertised at this season and so fully appreciated by your customers—will practically sell itself.

CHANNELL CHEMICAL COMPANY, LIMITED
TORONTO



HARDWARE AND METAL, March 22nd, 1919. Volume XXXI., published every Saturday, yearly subscription price $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

Free Insurance

Save Money during these times of readjustment by purchasing your requirements from our well-assorted stock:

TINPLATES
TINNED SHEETS
CANADA PLATES
BLACK TAGGERS
STEEL SHEETS
Black, Galvanized and Polished
HOOPS
SHEET ZINC
SHEET COPPER
INGOT METALS
Antimony, Copper, Lead, Tin, Zinc, Aluminum

M. & L. SAMUEL, BENJAMIN & CO.
COR. KING ST. AND SPADINA AVE., TORONTO

TRADE PENBERTHY MARK

DEPENDABLE BRASS SPECIALTIES

The Kind You Like To Sell



"SULTAN"
For Gas Engine Cylinders



SLIDE TOP
A good everyday style of cup



"SALUTE"
Snap lever and sight feed glass. One of the best.



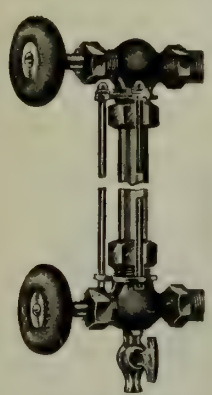
"SAMSON"
Strong and durable. Screw compression feed



"SILEX"
For movable bearings Automatic in action.

Oil and Grease Cups

Water Gages, Gage Cocks, Plain Whistles, Plain Engine Lubricators, Sight Feed Lubricators, Brass Air Cocks, Air Vents, etc.



STANDARD STYLE WATER GAGE



STANDARD GAGE COCK



PLAIN BELL WHISTLE



PLAIN ENGINE LUBRICATOR

Penberthy Brass Goods Make Satisfied Customers

STOCKED BY LEADING JOBBERS IN CANADA

Manufactured by

Penberthy Injector Co., Ltd., Windsor, Ont.

TRADE PENBERTHY MARK

INJECTORS AND VALVES

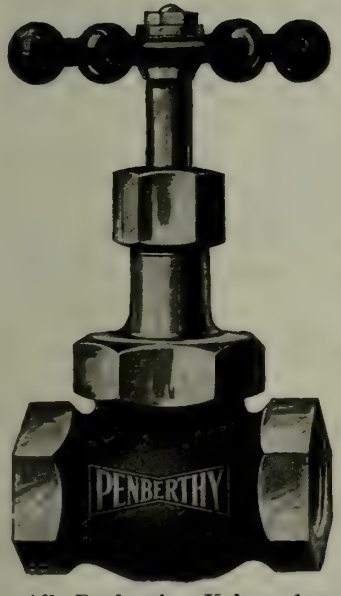


A Reputation Worth Having.

On November 10th, 1918

The MILLIONTH Genuine Penberthy Injector was completed and tested in the Penberthy shops and passed on its way to give the same reliable, efficient service that the other 999999 gone before have given throughout the world.

What Made That Millionth Injector Possible?
The Reputation for Reliability.



All Penberthy Valves have the "Outside Bonnet Construction"

This Same Trade Mark

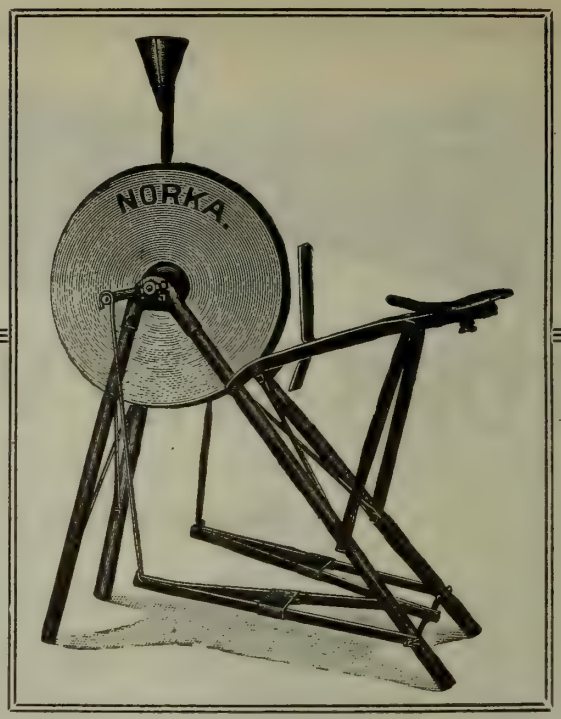
is now associated with the highest grade line of brass valves ever seen on the market. In design, in workmanship and finish, in modern and progressive construction, and in quality throughout they stand in a class by themselves.

When you have seen and examined them, made comparisons in quality and price with other makes you will understand the reason why—

"That Millionth Injector Was Made Possible."

We make the full line, viz.,
Compodisk, Regrinding, Gates, Checks
Stocked by Leading Jobbers Everywhere.
Your Patronage will be Highly Appreciated.

PENBERTHY INJECTOR CO., Limited, WINDSOR, Ont.



HOW TO SELL MORE

It's a question you can't get away from and your growth—your prosperity—your very business depends on it.

The answer you are looking for is

CLEVELAND GRINDSTONES

WHY?

Because—With them you can supply every need with unmounted or mounted stones, in frames of wood or metal.

Because—You can offer your trade stones in any size required, since we own and operate 22 quarries in Ohio and Michigan.

Because—You can get stones of the proper grit for every purpose wanted, as we have experts who have passed their lives in the study of grindstone grits.

Because—You get stones from an organization controlling the largest sandstone quarries in the world and who are also the producers of the only **genuine** Berea and Lake Huron grindstones.

The Reconstruction times are here—For shop, factory and farm more and better grindstones are needed to-day than ever before.

Let us solve your problem with Quality Goods.

THE CLEVELAND STONE COMPANY

1836 Euclid Avenue **Cleveland, Ohio**

The Mark of Superiority

CLEVELAND TRADE MARK GRINDSTONES

The Mark of Superiority

No. 801 GARAGE DOOR SET



View inside Garage



View outside Garage

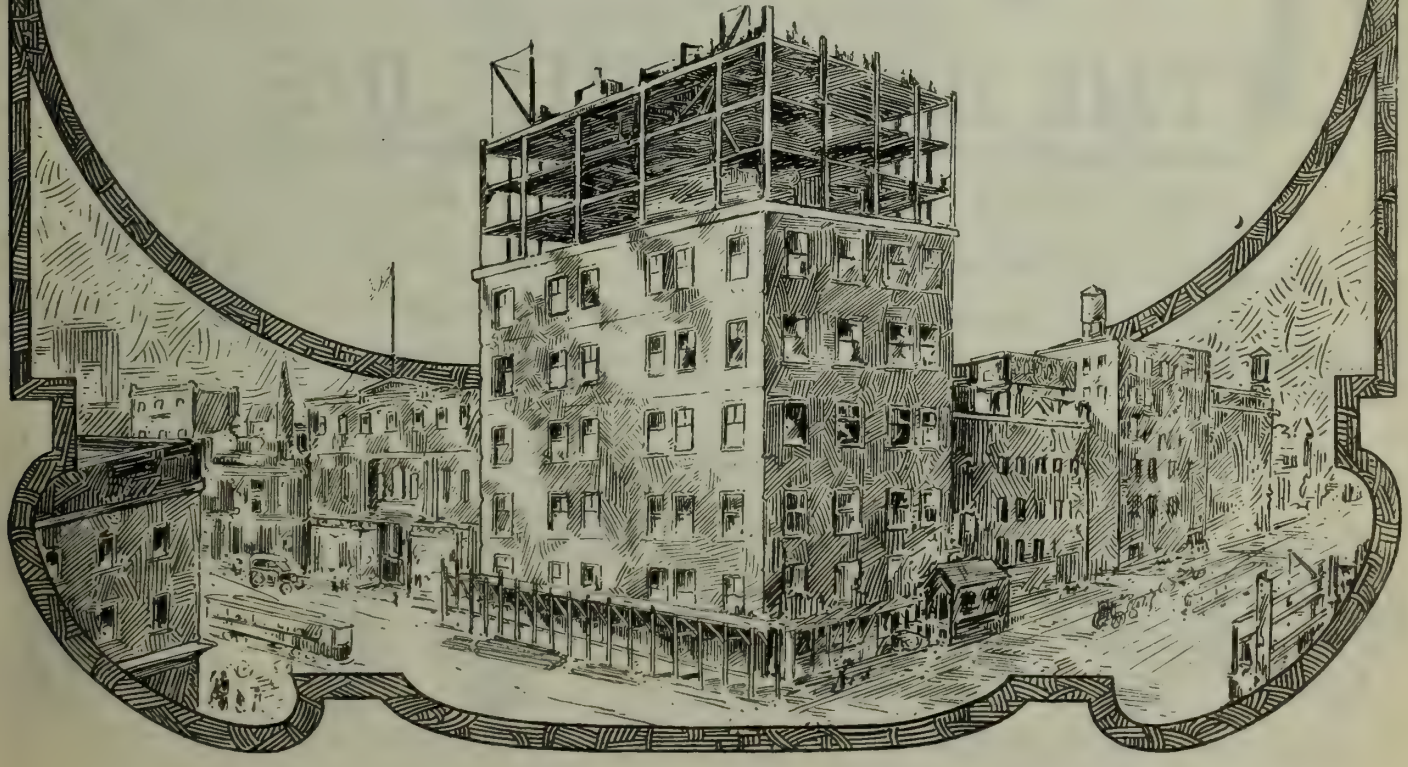
☞ ***Build your sales on a solid foundation with this quality line.***

Every item composing our **No. 801 Garage Door Set** is the best of their respective kind, both in attractive appearance and wearing qualities. Here is a door set that you can sell with a great deal of profit this year. Consists of the following, with screws, all ready for assembling:

3 pair 8-in. Reversible "T" Hinges, 1 No. 820 Chain Bolt, 1 No. 830 Foot Bolt, 1 No. 5 Door Pull, 1 No. 27 All-steel Latch—all packed in a neat, strong carton in the **"Unusual National Way."**

Write us to-day for prices and particulars. Our complete catalogue of Builders' Hardware should be on your files. Ask for it.

NATIONAL MANUFACTURING CO., STERLING, ILL.



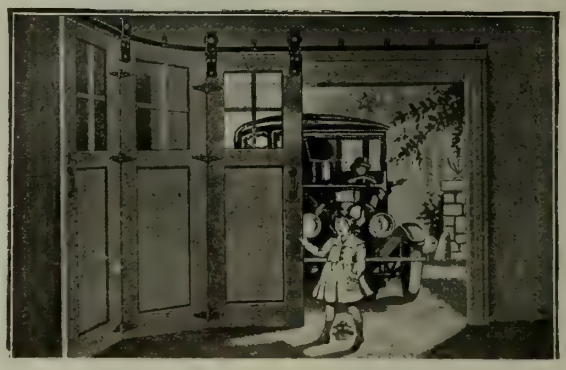
ALL GARAGE DOORS SHOULD BE HUNG ON ROLLERS

No equipment ever produced offers the many attractive features or gives such universal satisfaction to the user as does the

HATCH GARAGE DOOR OUTFIT

Outfit includes:

- **3 Special Swivel Door Rollers**
- **22 Feet of Track**
- **3 Pairs Special Garage Door Hinges**
- **3 Stay Rollers**
- **2 Extra Heavy Door Handles**
- **1 Safety Hasp**
- **1 Hook and Eye**



Makes doors weather-tight, sag-proof; prevents slamming, and does not get out of order.

The hinged door allows entrance without opening the other two.

Complete directions packed with every set.

The roller bearing swivel hangers hold the doors in place, take the bind off the hinges and roll the doors around the corner, on the inside of building to the side wall.

SWING IN NOW---WRITE OUR HANGER DEPT. TO-DAY.

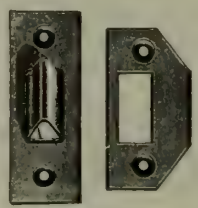
CANADA STEEL GOODS COMPANY, LIMITED, Hamilton, Canada


No. 82


No. 482

ALL CUTS REDUCED SIZE


No. 310


No. 699


No. 334

THE BRAINERD LINE

THE MOST COMPLETE ON THE MARKET

QUALITY *SERVICE*


No. 745

Cabinet Hardware -- Chest Hardware

Furniture Trimmings, Builders' Hardware, Refrigerator Hardware, Store and Office Fixture Hardware, Box and Trunk Trimmings.


No. 603

BRASS --- BRONZE --- STEEL

THE BRAINERD MFG. CO.

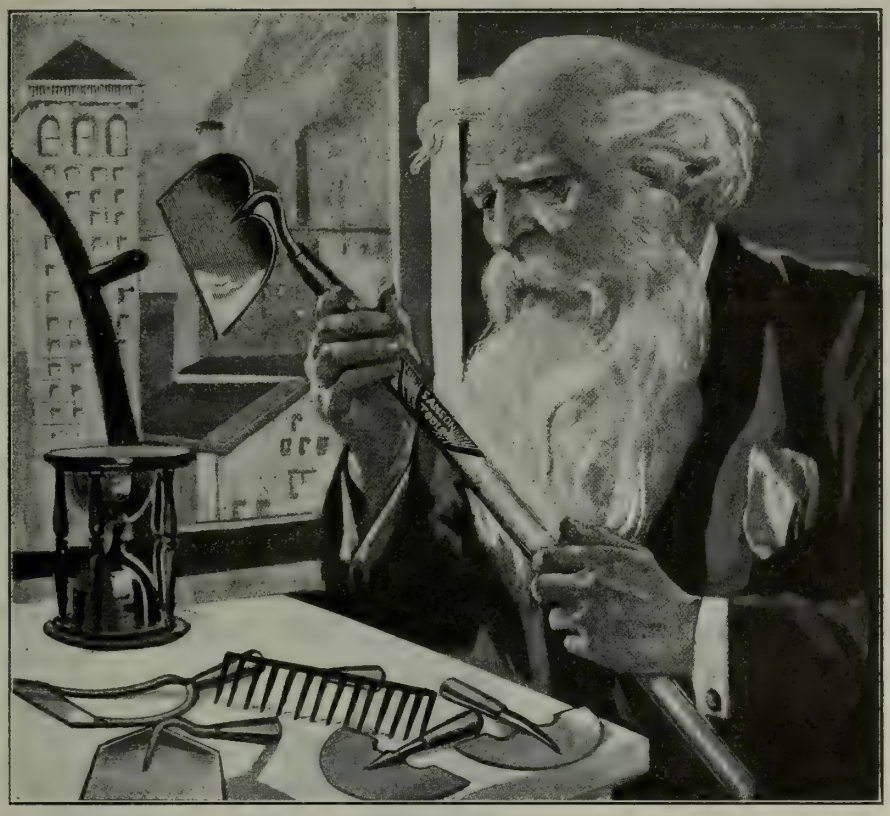
East Rochester, N.Y.
U.S.A.


No. 1175


No. 894


No. 996


No. 237



IN THE LABORATORIES OF FATHER TIME

THE REAL FACTS ABOUT GARDEN TOOLS ARE BROUGHT OUT

In the laboratories of Father Time there are just two kinds of Garden Tools, the kind that last and the kind that do not.

SAMSON GARDEN TOOLS

have found favour with Father Time for he has proved them to be the kind that last, and they give the very best service and satisfaction.

The genuine are identified by the quality mark---

H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE

TORONTO

This is proving a very profitable year to the dealer handling

EUREKA TOOLS and IMPLEMENTS

The Farmer and Gardener are always live prospects for the right kind of labor and money-saving devices. Canada will always be a great producing country.

Eureka Sprayers and Planters are a vital necessity to the producer who aims to get the utmost out of his acres. It's for you to make the proper display in your store in order to create consumer enthusiasm.

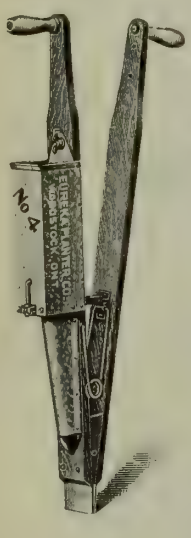
Eureka Sprayers and Planters are easily demonstrated, and are sold to you at a price that allows a splendid margin of profit.

There should be a steady revenue of sales for you all through the year with **Eureka Products.**

May we help you to go after this business. Write to us for prices and any information you desire on the **Eureka** fast-selling lines.



Fountain Compressed Air Sprayer



Eureka Corn Planter

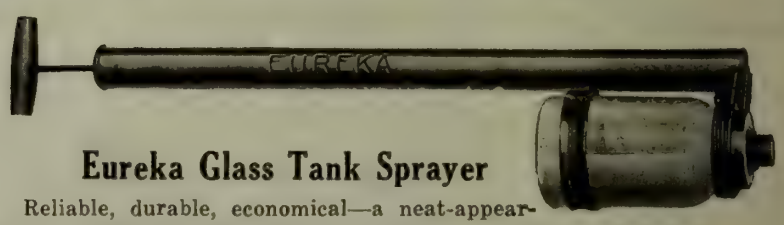
In one and two-hand styles, well finished, light and durable, positive and accurate in action. A seed guard determines the number of kernels to be dropped in each hill. Only one lot of seed can pass into the jaws at one time. A flat steel spring is used in place of the cheap brushes used in ordinary planters, which constantly wear out.

No complex or intricate parts, positive and automatic in action, easily operated, easily controlled —a time-saver, labor-saver and solution-saver.



Eureka Special Sprayer

A tin sprayer, throughout both tube and tank. The spraying tube thoroughly breaks up and atomizes all oils and solutions into a fine mist-like spray; adapted for all kinds of general spraying and used extensively for spraying disinfectants.



Eureka Glass Tank Sprayer

Reliable, durable, economical—a neat-appearing, efficient sprayer for potatoes, small shrubs, live stock or for disinfecting poultry houses.

EURERA PLANTER CO., LIMITED, WOODSTOCK, ONT.





Quality

Service

SUPPORT THE COUNTRY THAT SUPPORTS YOU

If you consider your personal interests—the interests of your family and the community in which you live, you will

PURCHASE THE PRODUCTS OF CANADIAN MILLS

A Canadian Dollar
is Worth One Hundred Cents
in Canada

THE

STEEL COMPANY

OF

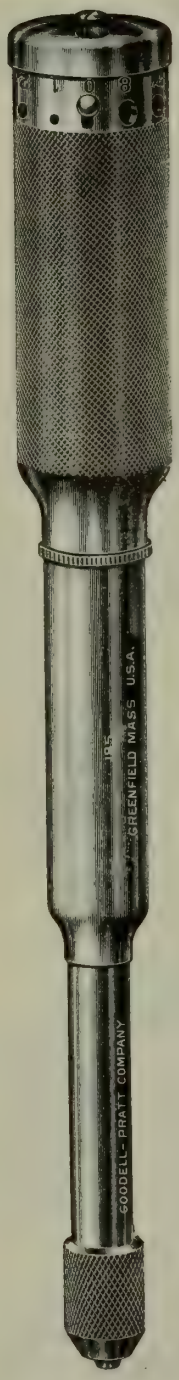
CANADA

LIMITED

HAMILTON - - MONTREAL

GOODELL-PRATT

1500 GOOD TOOLS





SERVICE

Quick Deliveries---Clean Stock

Service is our hobby, and we are endeavoring to equal our pre-war service efficiency.

We can supply you with a number of very effective Sales Stimulators in the form of Window Display Material, Interior Signs, Catalogues, Special Booklets, Circulars, etc. We are glad to do it.

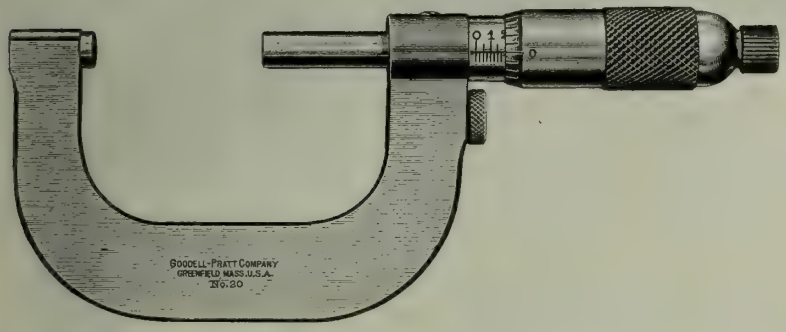
Our aim is to constantly improve our Service in the above respects.

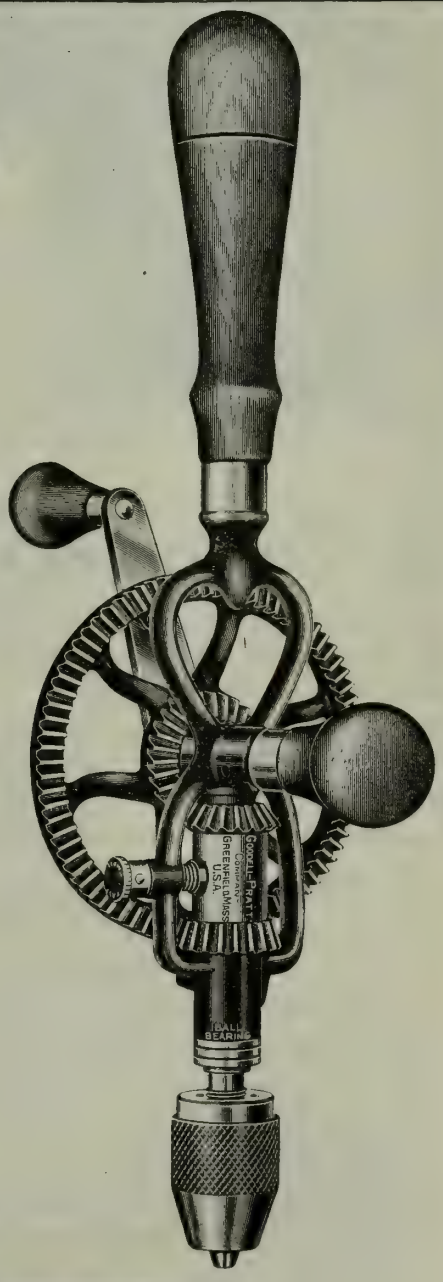
Ask for Tool Book No. 13.



GOODELL-PRATT

1500 GOOD TOOLS





SALES

Rapid Turnovers---More Profits

From the enormous variety of Goodell-Pratt 1500 Good Tools you can select complete easy-selling assortments covering the requirements of the Machinist, Motorist, Carpenter and Householder.

To insure steady, rapid turnovers your stock should be complete. Are you prepared to take care of your profitable spring trade?

Goodell-Pratt Company

Greenfield, Mass. *Toolsmiths* U. S. A.

GP
888



Volume II, 180 pages, Volume I, 184 pages,

both bound in Red Atholeather; gold title, good paper, handy size, 4½ x 7".

Your Customers Will Want Both Books

These handy reference books are of exceptional value to your customers — when you show them the high-quality Starrett Tools also show them these books. They will help you sell more tools.

Both books are edited by men prominent in the machinery field—men who know exactly what is most vital for the beginner as well as the experienced man.

Volume II. for Practical Machinists

Sequel to Volume I.

180 pages of important technical data, tables relating to machine speeds, power transmission, drilling, turning and milling, materials, etc.

Volume I. for Machinists' Apprentices

Now in 4th Edition

184 pages of material that shows "how to do it." Essential to the beginner—valuable to the experienced machinist. It deals with the layout and precise measurement of work.

If you haven't stocked, write us immediately. Also ask for Catalog No. 21 MA.

THE L. S. STARRETT COMPANY

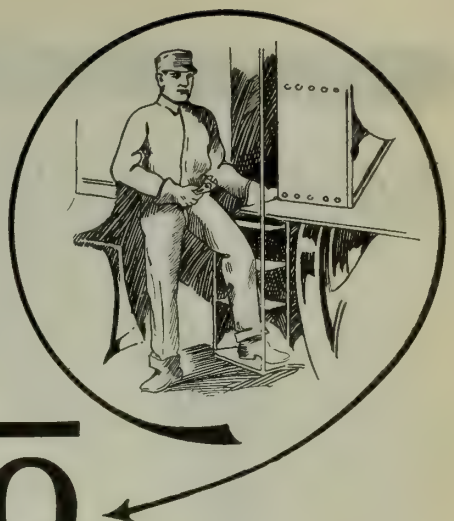
The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
Athol - Mass.

42-900

New York London Chicago



Mechanic's
Handy .
Tool . .



BARCALO

"S" Wrench



No Mechanic's Tool Kit is complete without a Barcalo "S" Wrench.

On the difficult jobs—in the tight corners—there's where it proves its worth.

The Barcalo "S" wrench is a Quality Wrench. Made from the best materials — of few parts, simple in construction, strong, and handy to use.

We absolutely guarantee this wrench unreservedly.

Barcalo Wrenches are **"making good"** and dealers are **"making money"** selling them.

Sizes — 6, 8, 10, 12 and 14 in. Write to-day for catalogue and prices.



Barcalo Manufacturing Company
Buffalo - - New York

TORONTO: GEORGE E. SMITH, 44 Adelaide St. W.
MONTREAL: GEORGE L. COHOON,
11 St. Sacrament St.
WINNIPEG: D. PHILIP, 138 Portage Ave. East.



For . .
All .
Purposes



McCOMB'S QUALITY ROOFING

No. 2 Tarred Sheathing
No. 2 Dry Sheathing
} Shield Brand

No. 1 Tarred Fibre
No. 1 Dry Fibre
} Good Luck Brand

Shield Brand 2 & 3 Ready Roofing

Tarred and Dry Sulphate — Black Cat Brand

Tarred Felt 7 10 & 16 only — Dominion Brand

RUBBER ROOFINGS

Black Cat 1 2 & 3 Ply
Good Luck 1 2 & 3 Ply
McComb Spcl 1 2 & 3 Ply

Nothing but the best high grade selected materials are used in the manufacture of *McComb's Quality Roofings*. They give honest service, last long, wear well, are moderate in price and return good profits to the dealer. Stock these brands and convince yourself of their superior qualities.

J.H.McCOMB, LIMITED, MONTREAL, CAN.

Genco RAZORS

A Square Foot of Selling Space

That Can Be Made Very Profitable In Your Store

THE space occupied by this Genco Razor Display Case is about one square foot, Besides containing and protecting the razors, it catches and holds the eye and gives the goods a pleasing display. As a salesman it is on the job every minute.

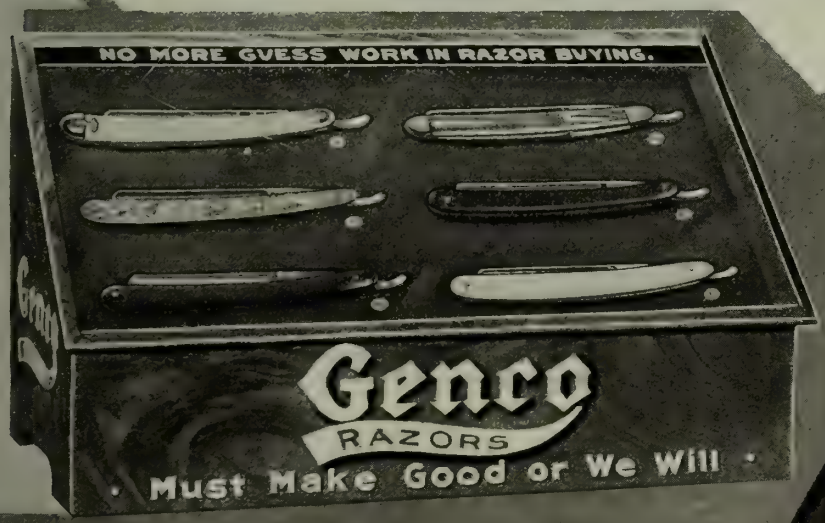
The case is made of pressed steel, with handsome Circassian walnut finish. It holds six Genco Razors of different design on constant display against a background of Royal Purple plush and there is ample room beneath for carrying stock.

All current Genco Razor advertising features this case prominently. It goes to work for you the minute it appears on your counter. Let it be a reminder to your customers of the 500 master cutlers who, in the largest high grade razor factory in the world, grind the quality in and the guess work out of Genco Razors.

We are making a special proposition which includes one of those display cases free with your first order. Write for the details of this offer now, while the matter is fresh in your mind. It's quite a good thing. Mention the name of your jobber when writing us.

GENEVA CUTLERY COMPANY

159 Gates Avenue, Geneva, New York

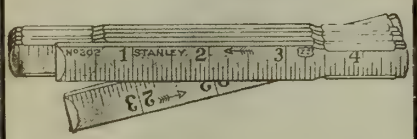




TOOLS THAT MAKE DEALERS FAMOUS

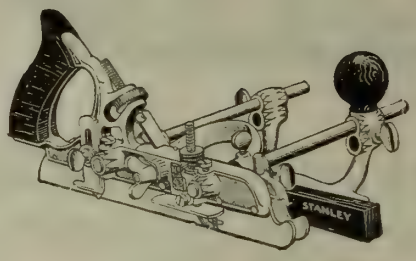
Why Bother with Substitutes?

Stanley Tools



"Zig-Zag" Rules

They might very properly be called "Folding Tapes". They, however, have the advantage that, as the joints are held open by springs, they can be used to measure across openings by supporting the end away from the user, where, with a tape, it would be necessary to have one person hold each end, or else hang the outboard end on a nail, necessitating additional climbing. In many cases, they are useful for measuring concave, convex and various uneven surfaces. When folded, they are compact and easily go in the pocket. A handy and convenient rule for mechanics and householders.



Stanley "Forty-five"

Seven Tools in One

(1) Beading and Center-Beading Plane; (2) Rabbet and Filletster Plane; (3) Dado Plane; (4) Plow Plane; (5) Matching Plane; (6) Sash Plane; (7) A Superior Slitting Plane.

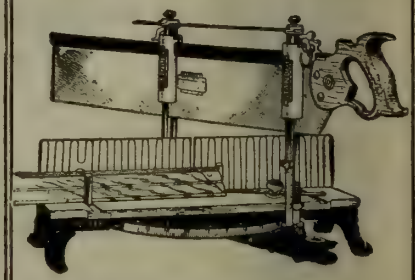
Extra cutters may be used to advantage by substituting specially formed detachable bottom. Carpenters will find this tool almost invaluable



Stanley Plumbs and Levels

are made of thoroughly seasoned and selected stock, and have many valuable features which will appeal to every lover of good tools. Made in all styles for **Carpenters, Masons, Plumbers, Machinists, Millwrights, etc.**

Stanley Tools



Mitre Boxes

These Boxes are compact, strong, and durable; are quickly put together or taken apart for convenience in carrying; have the greatest strength with the least weight, and will do the widest range of work of any Mitre Box made.

Several new and important features have recently been added to these Boxes which will interest Carpenters, Cabinet Makers, and other workers in wood.

Made in seven sizes. With each Box a specially made Back Saw is furnished.





STANLEY SPOKESHAVE

Have a Stanley catalog on file for reference. It shows a wonderful line of Carpenters' Tools. We will be glad to send you a copy.

CAVERHILL, LEARMONT & CO.

MONTREAL


Wilt Twist Drills
Were in it From the Start
THEY helped in the accurate and speedy production of munitions of every kind. In the manufacture of shells, aeroplanes, motor trucks, tanks, machine guns, rifles and marine equipment: WILT TWIST DRILLS measured up to the highest standard of efficiency.
The Message of To-Day
Is Again
Courage and Conviction
Let this be the watchword of the reconstruction period. Industry will continue to demand tools of quality. WILT HIGH-SPEED AND CARBON TWIST DRILLS met the stress and strain of war. They will be in greater demand during times of peace.
"Where There's a Wilt—There's the Way."
WILT TWIST DRILL CO.
OF CANADA, LIMITED
Walkerville Ontario Canada
London Office: Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London, E.C. 2, England
WILT

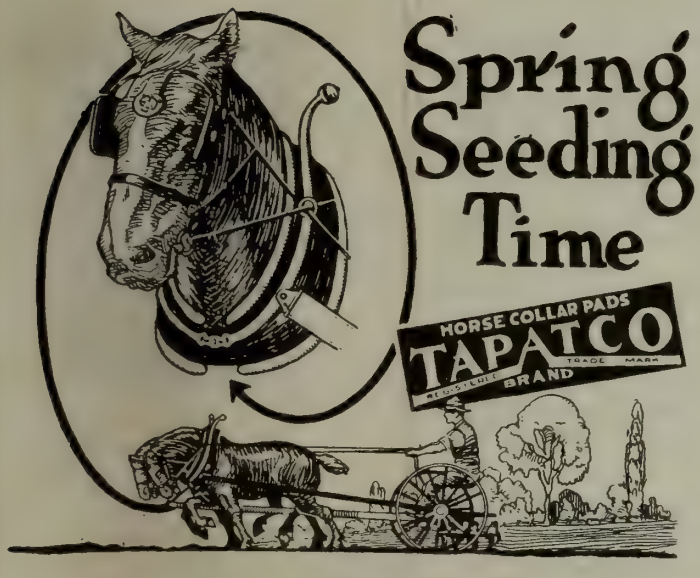
Order from Your Jobber

"HERCULES"
SASH CORD
AND
"STAR"
QUALITY
COTTON ROPE
CLOTHES LINES
WRAPPING TWINES
AND
BRAIDED AWNING CORD

Manufactured in Canada

The AMERICAN PAD and TEXTILE COMPANY
CHATHAM, ONTARIO

Horse Collar Pads



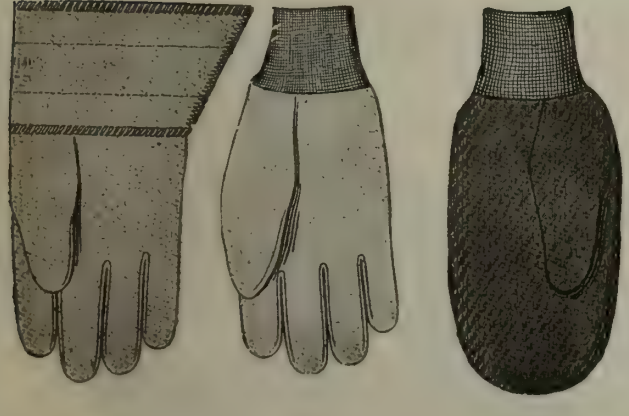
The tremendous need for food production still exists. It is therefore our patriotic duty to increase food production.

The horse is a vital factor in such accomplishment. His efficiency is measured by the degree of fitness for constant use.

TAPATCO Brand Pads are the horse's owner's best insurance against bruised, galled and chafed shoulders.

Thirty-seven years' experience in making Pads for horses is back of the TAPATCO Brand. They have our exclusive patented hook attachment, which makes possible the use of the Pad long after the fabric has been weakened by constant wear. Order through your jobber.

TAPATCO REGISTERED TRADE MARK BRAND GLOVES AND MITTS



Our varied and complete line of Gloves and Mitts are especially made to meet the Hardware Dealer's Trade. We manufacture a selection of styles to choose from, that cover all customers' requirements.

Gauntlet, Knit Wrist and Band Top Styles in heavy, medium and light weights. Leather Tip, Leather and Leatherette Faced Gloves, Jersey Gloves and Mitts in Tan, Slate and Oxford.

The excellent wearing qualities of **"TAPATCO" Gloves and Mitts** create an abundance of customers' satisfaction. An early display will attract much "good business" to your store. Order your stock now. An easy line to sell and good profits in it too.

"TAPATCO" PRODUCTS Are Made in Canada and Sold by RELIABLE CANADIAN JOBBERS

EDDY

ESTABLISHED A.D. 1851.

Indurated Ware

Pre-war conditions will not be realized in Canada for some time to come, on certain manufactured products. Raw materials for metal-wares will continue at a premium.

You have no annoying problem of this nature to contend with if you are selling **Eddy's Indurated Ware.**

We can supply you in any quantity and at a price to allow you a splendid margin of profit. Besides there are very good reasons why you should be selling **Indurated Ware.** It's much better than either metal or wood for—it's strong and durable yet light in weight—will last a life time—seamless, therefore more sanitary and never shrinks or falls apart. Made in Tubs, Washboards, Pails, Butter Pails, and Cuspidors, etc.

There's **good money** in handling **Indurated Ware,** but be sure it's Eddy's.

Order through jobber or direct.



Butter Pail for Delivery and Storage Purposes



Indurated Fibreware, Better Than Zinc, Glass or Wood

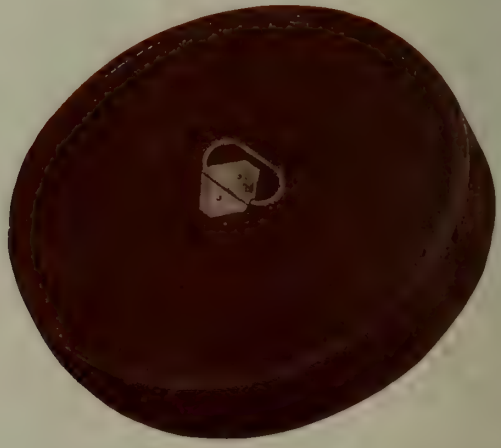
E. B. EDDY COMPANY, Limited

Makers of Canada's Famous Matches Since 1851

HULL, CANADA



Wash or Baby's Bath Tub
4 Sizes



Barrel Cover
2 Sizes

EDDY

ESTABLISHED A.D. 1851.

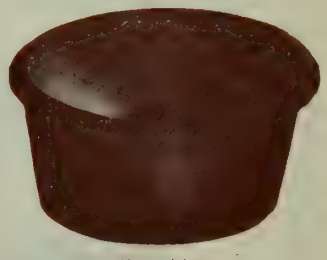
"Silent 5's"

The Match With No After-Glow



General Utility Pail

"Safety First" is no idle phrase when applied to matches. **"Eddy's Silent 5"** is the safest thing in a match and it's silent, too—no sputtering, spitting, useless, noisy display of fireworks on striking a light.



Cuspidor 2 Sizes

Eddy's Matches are known the world over as **"Canada's Best."** We are pioneers in the match industry—are proud of our achievements and zealous for our products.

"Silent 5's" are known to every **Canadian household.** This is the match you should be handling. The **Eddy** reputation alone sells them and the profits to be had make it worth while.

May we explain? Write us **now.**

E. B. EDDY COMPANY, Limited

Makers of Canada's Famous Matches Since 1851

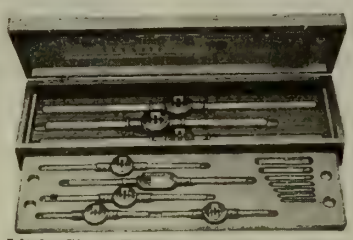
HULL, CANADA



Little Giant



Little Giant 2 Stock Set



Little Giant Full Mounted Screw Plate



Little Giant Automobile Screw Plate



Automobile Set in Leather Roll

During the war we have furnished tools to all branches of the army and navy. Every mechanic in the service or out is familiar with them. They handle right. They last. Because they are Quality Tools they sell themselves. For the Hardware Dealer we suggest stocking Little Giant Screw Plates, Taps, Dies and Reamers, including automobile tools for the repairman and car owner; also the "Wells" Pipe Wrench and other tools for the plumber.

Little Giant

Wells Bros.
of Canada, Ltd.

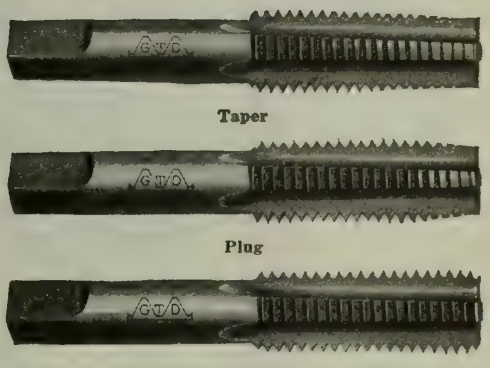
Cananian Plant of Greenfield Tap and Die

Quality Tools

Select your stock from our new No. 40 Small Tool Catalog which is ready for distribution.

We can supply pocket catalogues for your customers.

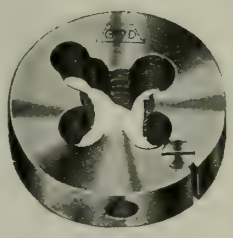
Stock up now and get the benefit of our Advertising



Taper

Plug

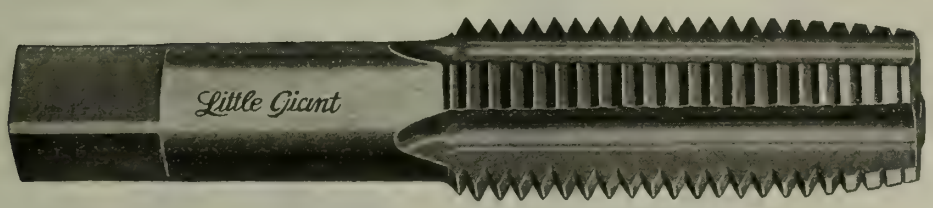
Bottoming
Hand Taps



Round Adjustable
Split Die

Taper
Pin Reamer

Little Giant
Die, Guide and Collet,
Showing Adjustment



Company

Galt, Ontario

Corporation, Greenfield, Massachusetts, U.S.A.



HOYT METALS

are appreciated most where they are judged by performance.

Whether it's a babbitt, a solder, a came lead or any kind of alloy, there is only one way to judge its efficiency and value, and that is by performance.

All we ask is a fair trial of any Hoyt product, and we are confident that it will win every time. Our aim is to give the best goods long experience and unexcelled facilities can produce, absolute satisfaction, prompt attention and courteous service.

Have you tried Hoyt Service?

Hoyt Metal Company

EASTERN AVE. and LEWIS ST.

Toronto, Ont.

LONDON, ENG.
NEW YORK, U.S.A.
ST. LOUIS, U.S.A.



Where you get the Service



FROTHINGHAM & WORKMAN

LIMITED

"Canada's Oldest Established Wholesale Hardware House"

199-203 St. Paul Street MONTREAL

What is service worth to you? Our organization permits of rapid service and prompt shipment of all orders. Our stock is complete. We have no private brands, all goods are sold under the manufacturer's own name. Orders are filled according to specifications. We do not permit substitution. Full insurance on parcel post shipments. Try us with a mail order.

CANADA FOUNDRIES & FORGINGS LIMITED

THE DIFFERENCE IN PRICE BETWEEN

A CURSE AND A-SONG



IS SOMETIMES ONLY A DIME—10c.



Mr. Dealer sold Smith
a cast iron wrench.
IT BROKE
Smith cursed the Dealer.



Mr. Dealer sold Brown
a stamped metal wrench.
IT BENT
Brown cursed the wrench.



Mr. Dealer sold Jones
a Forged Steel Wrench.
IT WRENCHED
Jones sang at his work.

When a consumer buys a wrench he has only one object in view :

TO WRENCH A NUT

Then why for the sake of a few cents is he sold a tool that will either break or bend when he asked for a tool that will **wrench ?**

Every kind of a nut in the world has been wrenched by an Endurance wrench.

If they were thoroughly investigated they would soon become the only wrenches sold.

Always displayed by the Better Stores.

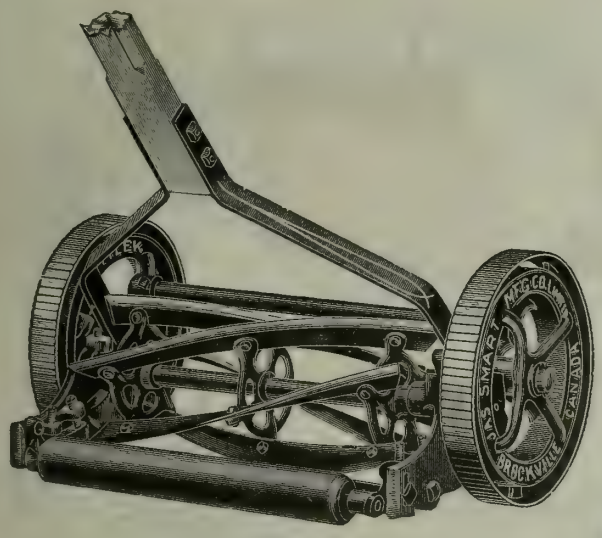
SEE YOUR JOBBER

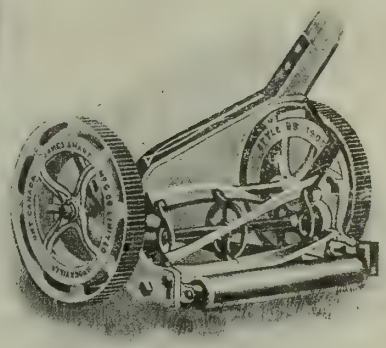
PRODUCED AT THE

CANADIAN BILLINGS & SPENCER PLANT, WELLAND

CANADA
FOUNDRIES & FORGINGS
LIMITED

SMART'S LAWN MOWERS







Complete stock of all sizes and styles of Lawn Mowers on hand ready for immediate shipment. We use nothing but the **best** material in our machines, and with the prospects of a great shortage in the markets this season, we would urge your buying **Smart's** Mowers **at once.** Write for catalogue.

JAMES SMART PLANT
BROCKVILLE, ONT.



The

Eureka Bread Moistener will do it—*sells on sight*

NO OPERATING COST—NO MUSS—NO TROUBLE

Here is a line that can be put in every home in Canada, in every confectionery, every cigar store, in fact anywhere where a slightly moistened air is desirable.

The Eureka is a small, neat, sanitary article scientifically constructed and made of a material which when held under a tap will absorb 2½ ounces of water which will moisten the air of the bread or cake box, confectionery or cigar showcase for a full week.

The Eureka will pay for itself in saving in a few days. It prevents moulding, prevents wastage from drying out.

There's a good margin of profit for the dealer in selling the Eureka at 75c—there's an unlimited sale. Now is the time to act.

Retails at 75c.

Place your initial order to-day and try out the Eureka.

Introduce this new line in your town.

The Dominion Radiator Co., Limited

ST. JOHN | MONTREAL | OTTAWA | TORONTO | HAMILTON | WINNIPEG | CALGARY

Makers of all kinds of Steam Heating Appliances

AND WORLD FAMOUS SAFFORD RADIATORS AND BOILERS

J. M. T.

Morrison's

J.M.T. TRADE MARK A GUARANTEE OF QUALITY

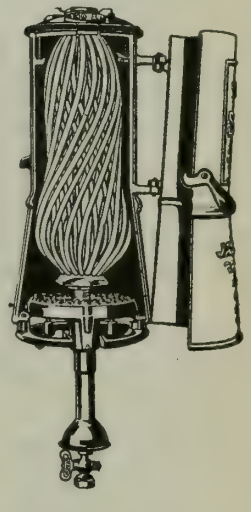
QUALITY PRODUCTS

The many years that *Morrison* products have been giving absolute satisfaction have earned for them a reputation enjoyed by no other similar merchandise on the market to-day.

A reputation built up on the solid foundation of *"Quality First."* We aimed high in our endeavour to make *Morrison* Products the best obtainable in service and quality. To-day they are the *best buy* for the dealer both from the standpoint of profitable returns and customers' satisfaction.

Stack Gas Water Heater

Will heat a quantity of water in less time than is possible with any other type of heater. It's economical and efficient—distribution of water into fine streams insures this.



Stack Water Heater
The one that heats quickest, therefore economical



Automatic Cellar Drainer
Elevates liquid by WATER PRESSURE. Requires no attention, Works day and night

The "Morrison" Automatic Cellar Drainer

Will keep the cellar dry. You can make many sales by demonstrating its excellent qualities. No complicated mechanism to get out of order, all working parts above water, free from damage by dirt and sediment.

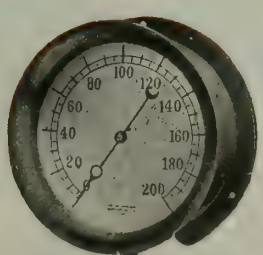
We guarantee every article leaving our factory to give absolute satisfaction. Write us for prices and particulars on the lines that interest you.

James Morrison Brass Mfg. Co.

93-97 Adelaide Street West, - Toronto



J. M. T. Reducing Valve
Reduces steam or air under all varying conditions. Satisfaction guaranteed



"Approved"
Pressure Gauges and Recording Instruments



J. M. T. Valve
We make brass and iron valves for all duties, various types.

J. M. T.

Richards-Wilcox Trolley Barn Door Hangers

By "Trolley Hanger" is meant a hanger that runs INSIDE the track.



For sliding doors nothing better has ever been devised than **perfect** trolley track, because the hanger is **inside** the track where it cannot jump off, the load is suspended **from the center,** and the weight is distributed **at four points** on the track.

But if the trolley track and hangers are not properly made, they are likely to give as much trouble as any other style. It is, therefore, important to get **perfect** track and **perfect** hangers.

Here are the points to be watched:

1. There should be no contact between the hanger and the side of the track—if the wheel rubs on the side of the track the hanger will run hard, scrape and bind.

2. Wheels should be accurately machined, round and smooth and should run on heavy roller or ball bearings. If not properly machined, the wheels will sooner or later cut through the track.

3. The hanger pendant must not rub on the flanges of the track, but should always be centered between the flanges, as shown in cut.

4. The track must be uniform as to size and shape, absolutely straight and true throughout its entire length. Specially selected steel is required, of great strength and durability.

The only properly designed and perfectly made trolley hangers are those bearing the name, "Richards-Wilcox." If anyone doubts it, an actual comparison will quickly remove the doubt.

Builders who want perfect operation and dealers who desire to supply their trade with the best goods should look for the name "Richards-Wilcox" on every length of trolley track. Any slight difference in price between R-W hangers and others is more than offset by their superior operation and greater durability.



No. 321 "CHAMPION." The hanger that leads the Canadian market.



LOOK FOR THE NAME "RICHARDS-WILCOX" ON EVERY LENGTH OF TRACK

If you have not received your copy of Catalog C-2 (160 pages) showing the finest line of quick-selling Hangers and Hardware Specialties on the market, kindly let us know.

Richards-Wilcox Canadian Co. Ltd.

AURORA BOSTON NEW YORK CHICAGO London Ontario PHILADELPHIA MINNEAPOLIS SAN. FRANCISCO ST. LOUIS

"A hanger for any door that slides"



Architects, Engineers, Contractors

For Durability and Economy
Specify and use ARMCO IRON

THE AMERICAN ROLLING MILL CO. Middletown, Ohio

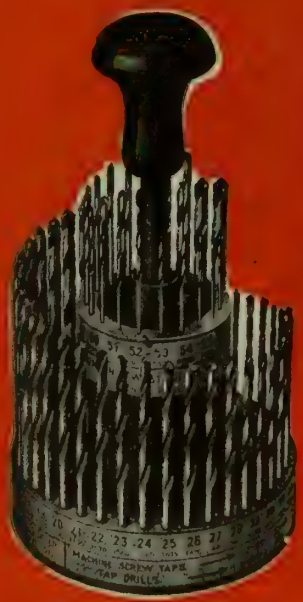
Licensed Manufacturers Under Patents Granted to The International Metal Products Co.

Branch Offices at New York, Washington, Pittsburgh, Chicago, Cincinnati, Cleveland, Detroit, St. Louis, Atlanta, San Francisco, and Buffalo.



BUTTERFIELD

Carbon and High-Speed
TWIST DRILLS



It takes a mechanic to appreciate the excellency of **Butterfield Twist Drills.**

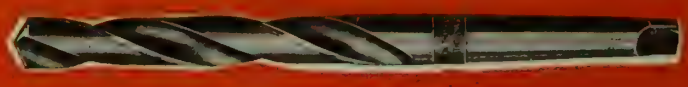
We have been making cutting tools long enough to know the mechanic's desires. In fact the name **Butterfield** is to cutting tools what **sterling** is to silver.



Once a **Butterfield** user always one. That's the kind of business for your store. Handling a line that brings back customers for more.

Write us for our new catalogue A listing our complete line of **Twist Drills and Milling Cutters,** also catalogue No. 17 listing Taps, Dies, and Reamers. Ask for prices, too. We want you to share in the success and profits that other **Butterfield Dealers** are experiencing.

BUTTERFIELD & CO., INC.
ROCK ISLAND, QUE.







REECE'S

SCREW PLATES

SAVE



Labor—
because they make thread cutting a one-man job. The mechanic can do more work in a day with less effort than formerly.

Time—
because they are adjustable to cut any size of thread. No time wasted in changing dies.

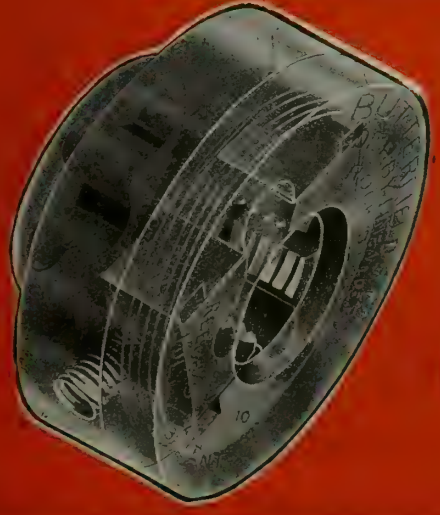
Money—
because threads cannot be spoiled for the guide is cast solid with the collet and cannot work loose.



Reece's Screw Plates have all the advantages of solid dies, with none of their disadvantages. Mechanics everywhere pronounce them the ideal cutting tool. Dealers are making many sales and splendid profits selling them. How about you? Are you out for more business this year? Then send us a postal to-day for particulars that will acquaint you with the **Butterfield Line.**

BUTTERFIELD & CO., INC.

ROCK ISLAND, QUE.







COTTON AND WOOL WASTE— WASHED COTTON WIPERS



Prompt delivery from stock on all our grades of Cotton and Wool Waste or Wipers — as used by all Railways, Steamship Lines, Machine Shops, etc., etc.

In the following grades:

Polishing Waste	White Wiping Waste	Colored Wiping Waste	Wool Packing Waste	Washed Cotton Wipers
Cream	XXX Extra	Fancy	Arrow	White
	XX Grand	Lion	Axle	Light
	X L C R	Standard	Anvil	Dark
	X Empire	Popular	Anchor	
	X Press	Keen		

SAMPLES WITH PRICES ON REQUEST.

Also Headquarters for

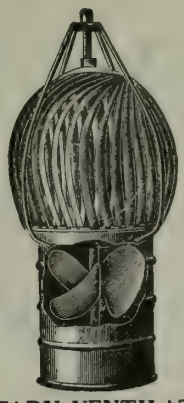
Cotton Duck	Cordage	Marine Hardware
Tents—Flags	Twines	Oakum—Pitch
Tarpaulins	Oiled Clothing	Fishermen's Supplies

SCYTHES & COMPANY LIMITED

Manufacturers and Jobbers

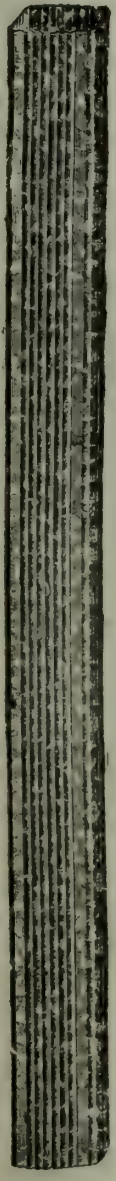
MONTREAL **TORONTO** **WINNIPEG**





ROTARY VENTILATOR







You will find our eavestrough and conductor pipe easy to put together on the job, thus saving time and money. They have been the standard for many years.

We were the first manufacturers in Canada to produce corrugated conductor pipe and have been the leaders ever since.

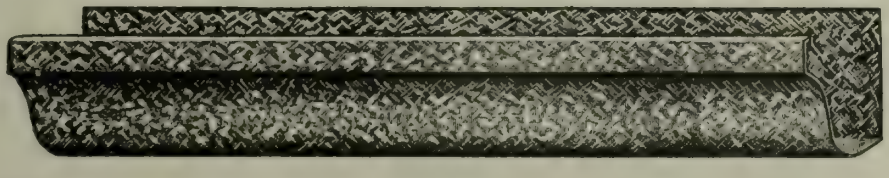
Our corrugated iron roofing and siding is pressed one corrugation at a time instead of being rolled and will line up uniformly straight, with good, deep corrugations.



We also make ridgerolls, valleys, skylights, ventilators, conductor heads, elbows, conductor hooks, finials, solder, speaking tube and whistler, curved eavestrough and mouldings, etc., and carry a large and well assorted stock of galvanized sheets from 12 gauge to 10¾ oz.

We ship while others are thinking about it.

WHEELER & BAIN
TORONTO



STORMTIGHT

No Leaky Roofs For Ten Years

Coat your roofs, old or new, with STORMTIGHT and they are covered by our ten-year guarantee.

Come rain or snow, heat or cold, the water-proof oils and gums and the asbestos fibre of STORMTIGHT will remain steadfastly water-tight.

Easy To Put On

Apply it in any weather on any roof surface——tin, wood, tile, stone, brick, slate, concrete, canvas, composition, etc.

For your convenience STORMTIGHT is furnished in plastic form, to be applied with a trowel, or liquid to be brushed on.

Plastic STORMTIGHT is especially recommended for repairs to leaky joints, breaks, flashings and over shingles where extra body is required.

STORMTIGHT saves labor and material expense. Investigate.

Our customers know——write for their testimonials and full information to Department 41.

L. SONNEBORN SONS, Inc.

264 Pearl Street, N.Y.

CANADIAN DEALERS:

N. J. Dineen & Co., Ltd., Winnipeg
J. B. Keeble & Co., Ltd., Toronto, Ont.
Sumner Co., Moncton, N.B.
Beveridge Paper Co., Ltd., Montreal
E. F. Stevens, Halifax, N.S.
Shaw & Mason, Sydney, N.S.



The Dealer who wants to Keep in Right with his Farmer Customers should Sell

Demon Grip Pump Rod Couplings



The fact that **Demon Grip** pump rod couplings are made of steel is ample proof of their superiority.

Steel-to-steel prevents thread stripping, and the length-wise split takes care of over-sizes.

The **Demon Grip** coupling is the strongest place in a line of pump rods, instead of the weakest. Your customers will appreciate that. Tests have shown that the **Demon** will stand a pull of five and a half tons, while Malleable Couplings were destroyed by one and a half tons. A pump rod with **Demon Grips** is straight and true. Sold by reliable jobbers. Put up in convenient boxes of twenty-five each.

Send your Jobber a trial order to-day. There are good profits in them.

Edward E. Johnson, Inc.,

ST. PAUL, MINN.



Box of 25

NUMBER ONE



The WRIGHT BROTHERS

IN 1896, Wilbur Wright and Orville Wright of Dayton, Ohio, decided to abandon several small business enterprises in which they were interested and concentrate their entire force and inventive genius on the perfection of a flying machine. Up to the time they entered the field no one had ever studied the subject with such scientific skill or such undaunted courage.

The Wright Brothers were masters in all their work. After years of concentration they gave to humanity a gift which ranks in importance with the noblest achievements the world has ever known.

The secret of Wright Brothers' success was

CONCENTRATION

The same principle of concentration, which enabled the Wright Brothers to perfect their Airplane, has enabled us to create the Victor Hack Saw Blade—which is recognized everywhere as the last word in Hack Saw Economy.

For twelve years we have focused all our force on the perfection of this one tool—the Victor Hack Saw. We have centered our powers on making exhaustive experiments and on the development of new processes.

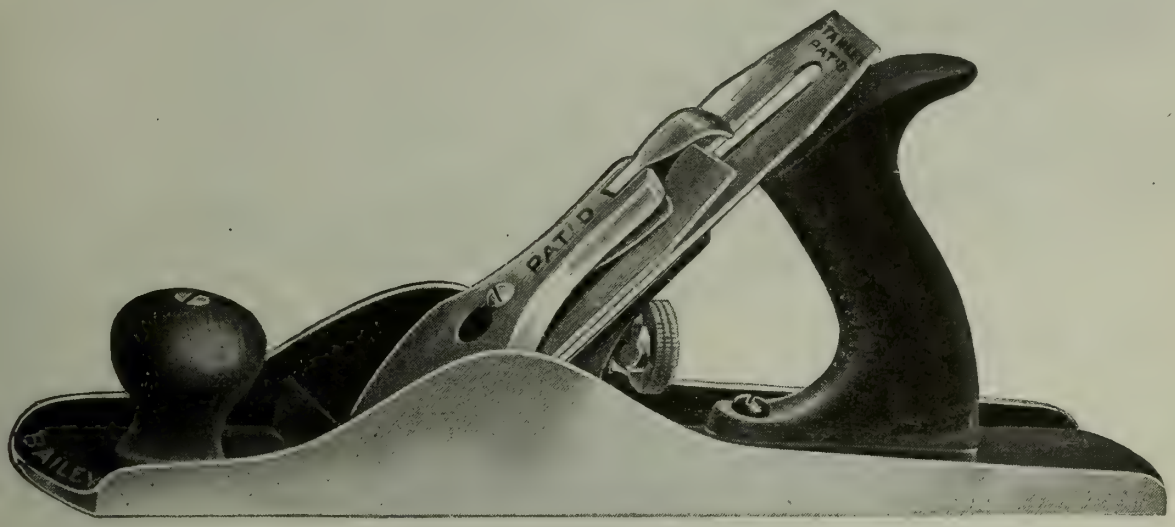
Logic told us that by concentrating all our energies on one tool, we were more likely to produce a Hack Saw Blade which would excel all others, than if we tried to perfect a dozen or a hundred different tools.

As a result of this concentration, we have created the most enduring and efficient Hack Saw Blade known to science. There is nothing vague about the economy of the Victor Hack Saw Blade. It has been proven.

VICTOR SAW WORKS, Ltd.
HAMILTON, CANADA

VICTOR HACK SAWS Get a Box and Try Them

Stanley Tools



BAILEY IRON PLANES

The Standard For More Than Fifty Years

No matter what other makes of Planes a Hardware Dealer ordinarily carries, his stock should include a full line of **BAILEY PLANES.**

Their great reputation among all users of wood-working tools and the exceptional quality of the material and labor that enters into their manufacture, has created a demand that insures quick sales and customer-satisfaction.

Made in the Canadian Works of the

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Canadian Representatives---A. MacFarlane & Co., Ltd., Montreal, Canada.



The Nationally Advertised Hack Saw

Star Hack Saws are being advertised nationally in a larger way than any other tool. The schedule of full page ads in the Saturday Evening Post is now being increased to double pages at a cost of $10,000 a piece—a yearly advertising appropriation on Star Blades of more than $100,000.

There are big possibilities in the sale of Star Blades to factories and smaller shops, to plumbers, steam-fitters, iron workers, electricians, garage men and every mechanic who cuts metal.

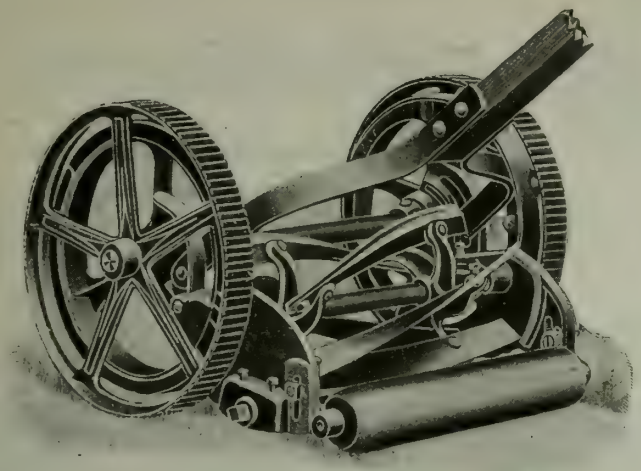
If you get behind the green box with the black label, Star Blades will move now as hack saws never moved before. Our advertising is making Star Hack Saws, for so many years the leading blades, more than ever the dominating hack saws.

Be sure you get your share of Star Blade profits.

Our popular handbook "How to Sell Tools" will be sent free for the asking.

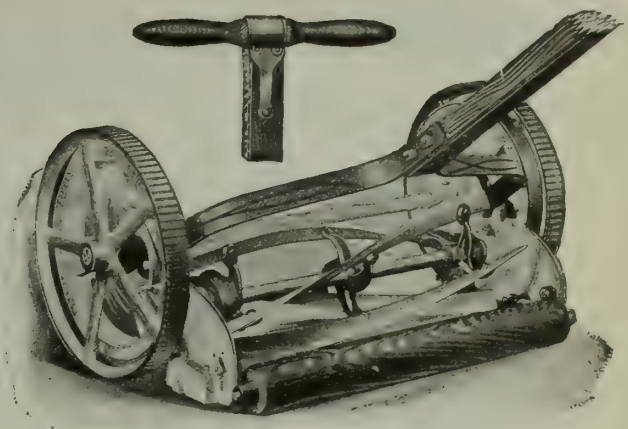
MILLERS FALLS CO.

MILLERS FALLS, MASS.



"Woodyatt" Lawn Mower

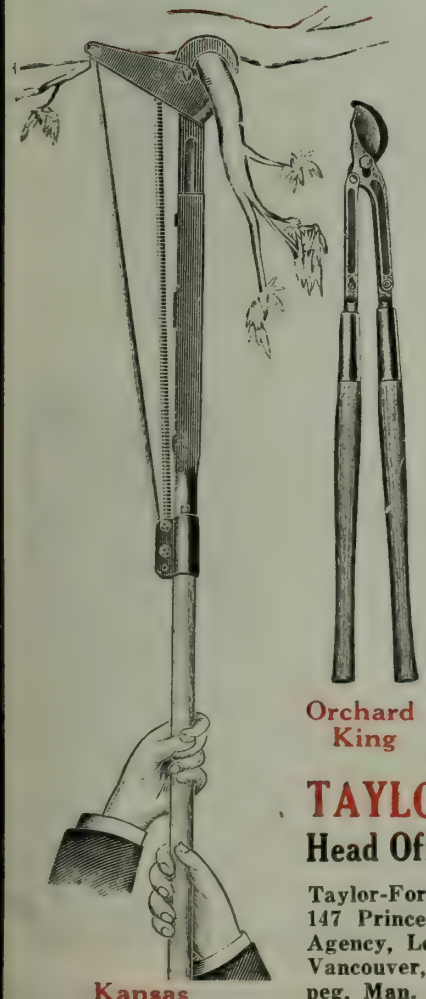
Open four-knife cylinder. Tool steel knives, oil tempered. Bearings are extra long and adjustable. Best quality material used throughout its construction. Made with grass box attachment. This mower has been on the market longer than any other high-grade mower in the world.



"Empress" Lawn Mower

Open four-knife cylinder. 10½-inch wheels. Special tool steel knives, oil tempered. Case-hardened adjustable bearings. Case-hardened ball-bearings and balls. Specially prepared polished steel shafts. Cheeks easily detached. Made with grass box attachment.

"TAYLOR-FORBES" LAWN MOWERS AND TREE PRUNERS



Kansas

Orchard King

will create the proper atmosphere and prestige for your store. More worth-while business is assured the dealer selling them. They have stood the test for forty years and have made a friend of every user. Their quality, finish and distinctive mechanical features have never been equalled.

OUR GUARANTEE

If for any reason, at any time within one year from date of purchase, the purchaser of a **Taylor-Forbes Lawn Mower** is not satisfied with his purchase, we insist on giving him a new machine or refunding his money.

Consistent with our usual policy of turning out as perfect a tool as possible, we absolutely guarantee our **Pruning Knives** against defects of material and workmanship.

These two quality lines are rapid sellers and profitable. Order your stock early and be prepared for the spring trade.

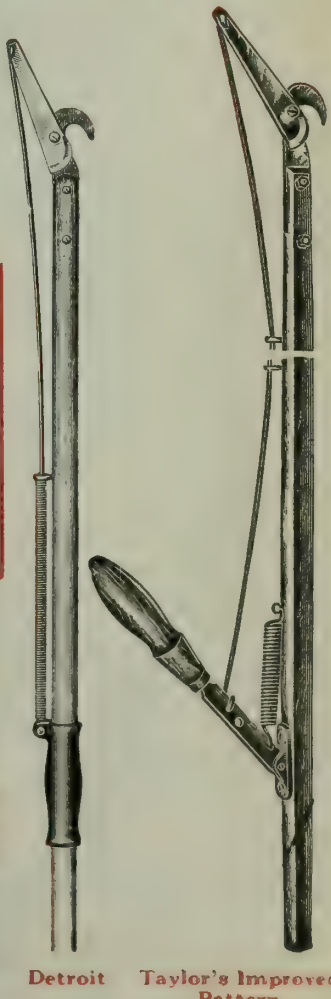
Sold by reliable jobbers.

The Largest Manufacturers of Hardware in Canada

TAYLOR-FORBES COMPANY, LIMITED

Head Office and Works: GUELPH, ONTARIO

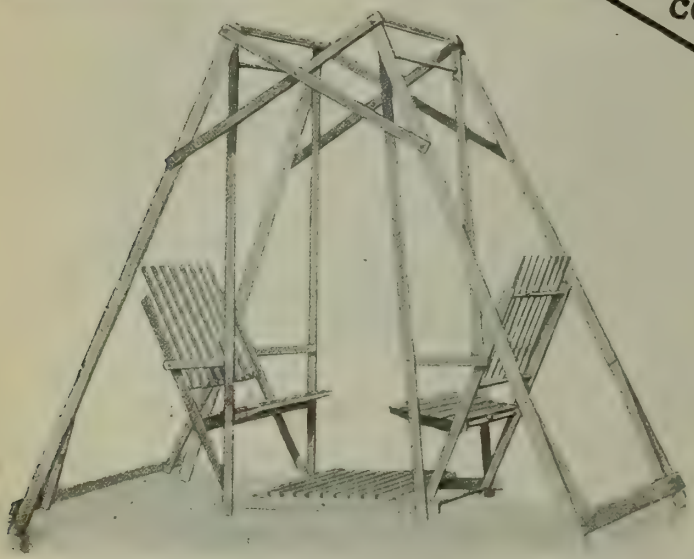
Taylor-Forbes Co., 246 Craig St., Montreal; H. G. Rogers, Limited, 147 Prince William St., St. John, N.B.; Canadian United Mfrs. Agency, London, Eng.; Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.; H. F. Moulden & Son, Travellers' Bldg., Winnipeg, Man.

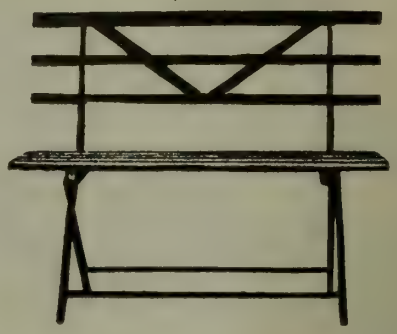


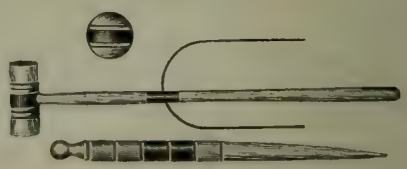
Detroit

Taylor's Improved Pattern

J.E.B. Quality Co.







SUMMER GOODS

We manufacture an unusual selection of Summer Goods in the lines here illustrated. These lines have a quality reputation, not to be overlooked. Our motto of "Honesty, promptness and courtesy" is a valuable asset to the dealer.

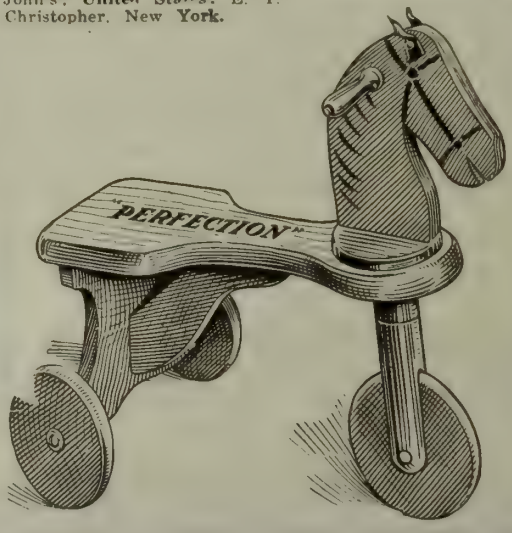
Have you our catalogue "A" listing our complete line of Hardware, Woodenware, Sporting Goods, Automobile Supplies, Toys and Games? Send for it to-day. It will give you a comprehensive idea of a superior line of merchandise that is building solid, substantial and profitable business for retailers everywhere.

J. E. Beauchamp & Co., Manufacturers, Montreal



Agents

Western Provinces: J. D. MacBeth, 929 Logan Ave., Winnipeg; **Toronto City:** Lynch & Manley, Toronto; **Montreal:** J. M. Paquin, Montreal; **Quebec City:** Arthur Landry, Quebec; **Newfoundland:** Walter Cloustin, St John's; **United States:** E. T. Christopher, New York.



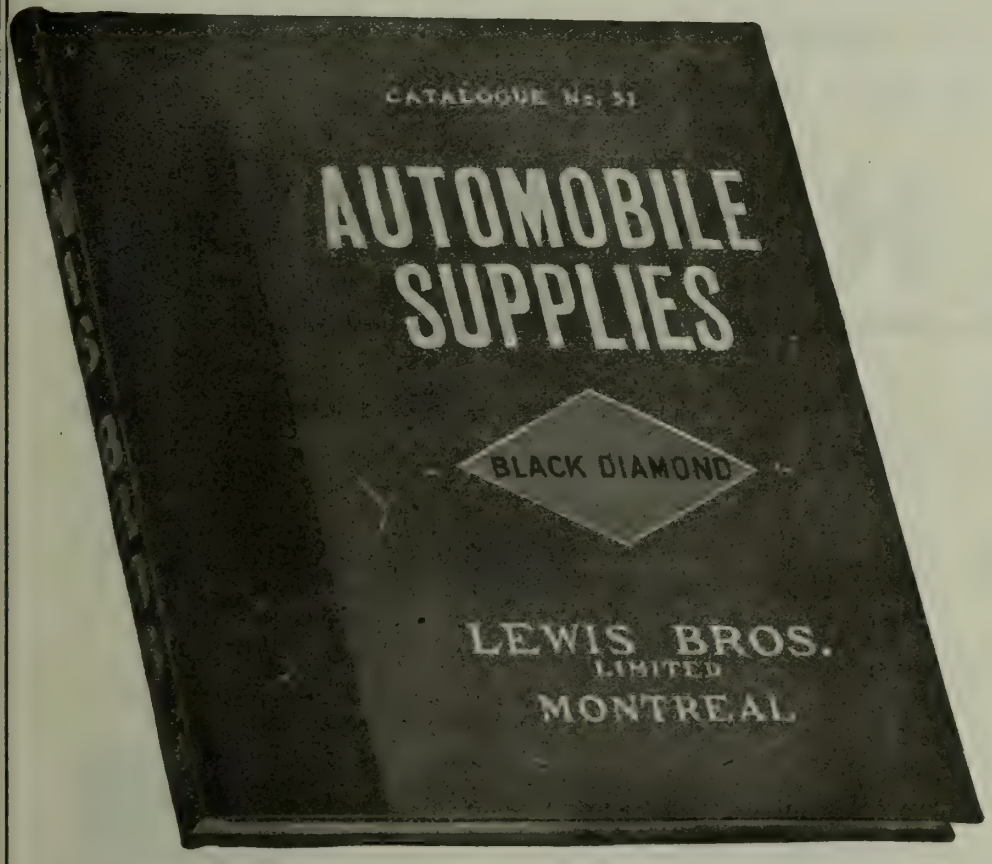


Automobile Supplies

Mr. Dealer:

Automobile Supplies

Are You Ready for the Big Business?



Send for this Book of AUTOMOBILE SUPPLIES

You will find in this Catalogue every article, and every illustration is exactly true to the goods it represents.

This Catalogue was built with the intention of making it of the greatest assistance possible to dealers in making up their Mail Orders.

Our Net Price List of Repair Parts for Ford Cars contains some interesting prices. Write for it.

TEST OUR SERVICE

We ship mail orders promptly and charge you reasonable prices.

To our many friends: "We do not sell at retail; do not ask us to do so; we must refuse."

LEWIS BROS., LIMITED, MONTREAL

EVERYTHING IN HARDWARE

RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES, SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

Automobile Supplies

Automobile Supplies

TRADE IS DULL
IN RUSSIA
NOT WITH US
IN CANADA



Awnings that fit and look finished.

We are not looking for or expecting any "let up" in the demand for

TURNER'S

Tents, Awnings, Flags, Tarpaulins, Horse Covers, Pack Bags, etc.

We have as much confidence in Canada's future as we have in our own goods.



"Standard Weatherproof" Duck Tents

The kind that never disappoint.

That's why we are all set and ready for one of the biggest years in our history.

SORT UP NOW.

The Dealer with the Stock is the fellow who will get the business.

LET'S HUSTLE.

Nobody ever got anything by sitting still.

We Manufacture



Horse Blankets
"They Give Results"

Let us get together and help one another to help ourselves.

J. J. Turner & Sons, Limited

Complete Camp Outfitters

Peterborough, Ont.

Write for Catalogue "H"

Write for Catalogue "H"

THE BRIDGEPORT LINE

comprises a complete selection of handy labor-saving tools that are making good profits and increased sales for hardware dealers everywhere. There are here illustrated a few of our best sellers. If you are not now selling them it will pay you to investigate these profitable lines.

Every *Bridgeport Tool* is made with exacting care, by skilled workmen who know their business. Nothing but the best materials are used. The finish and appearance of each tool is given special consideration. They attract attention wherever displayed. Dealers find them easy to sell. Their usefulness is so readily apparent that customers are quick to purchase.

Your customers will be well satisfied, you will make more and better profits and the new business that the *Bridgeport Line* will attract to your store will in itself pay you to handle this money-making line.

If your jobber cannot supply you, write us direct for information, catalogue and prices.

THE BRIDGEPORT HARDWARE MFG. CORP.

BRIDGEPORT, CONN.



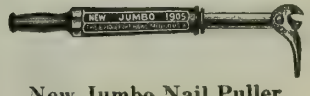
The Matchless Opener



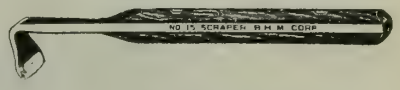
No. 42 Assortment
Little Wonder Screw Drivers



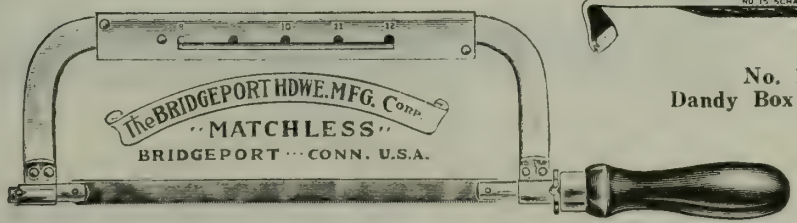
No. 102
Hercules Knife Handle
Screw Driver



New Jumbo Nail Puller



No. 15
Dandy Box Scraper



No. 30 Matchless Adjustable Hack Saw



No. 242
Pribar Screw Driver

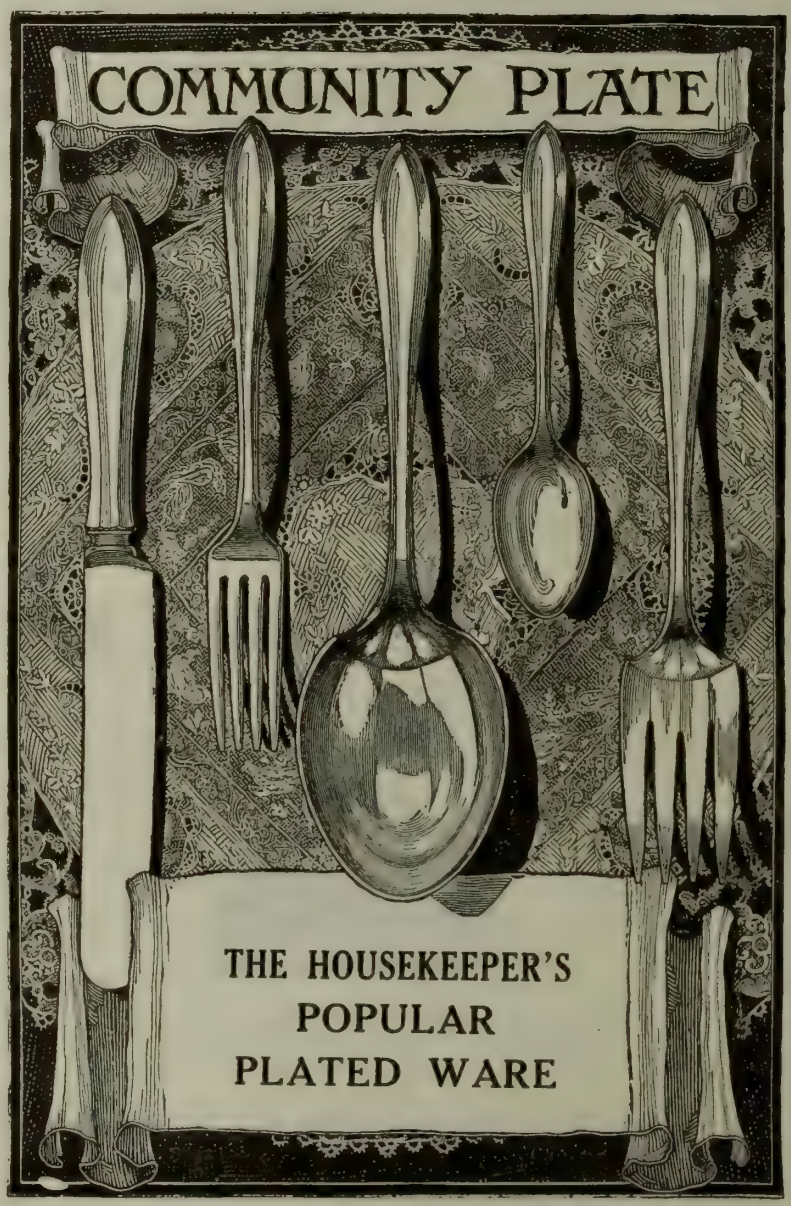


The Matchless Tire Tool

HIGH-GRADE STORES SELL

Easily Sold.

Demand For Community Silver Plated Ware is Created by Known High Quality And National Advertising



Beautiful Designs.

Enduring Wearing Qualities Made Possible by Heavy Plating and Overlay of Pure Silver on Wearing Parts

SOLD WHOLESALE BY

CAVERHILL, LEARMONT & CO.

MONTREAL

PERFECTION

SANITARY BRUSH CO.

1119 Queen Street West, Toronto, Ont.

MADE IN CANADA

DUSTLESS MOPS, DUSTLESS DUSTERS, HAIR BROOMS Etc.

THE ORIGINAL MAKERS IN CANADA OF

HIGH GRADE

SANITARY WIRE-TWISTED BRISTLE, HAIR AND FIBRE

BRUSHES

OF ALL DISCRIPTIONS.

FOR HOUSEHOLD, TOILET, AUTOMOBILE AND DAIRY PURPOSES

Our Name *"PERFECTION"* Implies Highest Quality and Workmanship.

Royal

FIFTEEN YEARS OF SUCCESS BEHIND IT

ROYAL SELF-HEATING IRONS

Insure Satisfied Customers and Profit for you.



BECAUSE—

—it does an average ironing for less than two cents.

—it has a valve that regulates the heat instantly.

—it is the right weight—right size—right shape.

—it is highly polished and nickel-plated throughout.

—it has an always cool handle—protected by a heat-proof shield and asbestos lid.

—it can be used any time—at any place. No hose or cord to dangle in the way.

—it is used and praised by over 850,000 housewives.

Write us now for details; also address of nearest Canadian Distributor.

CADMAN & BAUSLAUGH
322 McIntyre Block, Winnipeg
Western Canadian Representatives

ROYAL SELF-HEATING IRON COMPANY
556 Wayne St., Big Prairie, O., U.S.A.

GET THE REPUTATION

for selling "standard-grade" tools, and you'll get the trade of every good mechanic in your locality.

The "standard grade" for files is the

"FAMOUS FIVE"

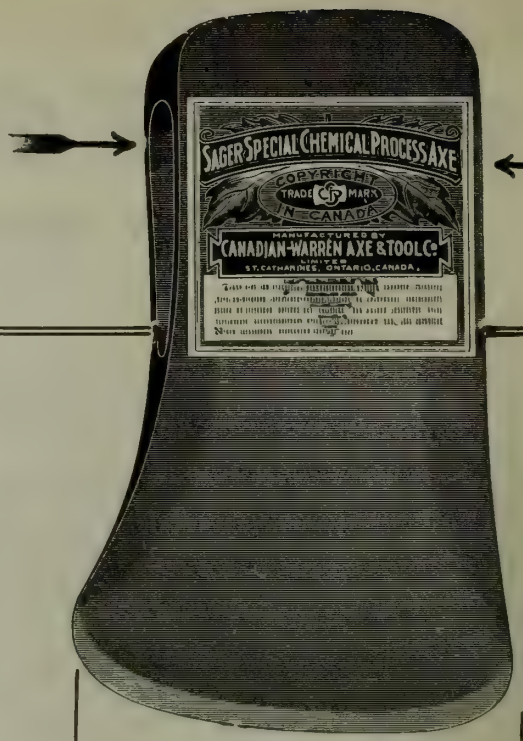
Specify them when ordering from your jobber.

They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by



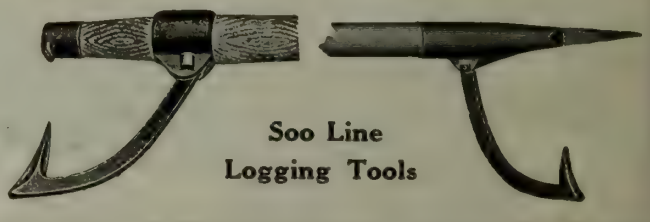


WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"
AND
"SOO LINE" LOGGING TOOLS?

GET THE HABIT.
(AND THE PROFIT)

Canadian Warren Axe & Tool Co.,
LIMITED
ST. CATHARINES, ONT.



Soo Line
Logging Tools

"Quality"

ELECTRIC

THE BON UNITED CHANDELIERS OUR LIGHTS SHINE EVERYWHERE MANTELS - GRATES & TILES

"Service"

GRATES

The demand for Electrical heat is becoming greater all the time. Our Handy Catalogue, showing popular designs and efficient heating grates for your mantel, will soon be ready.

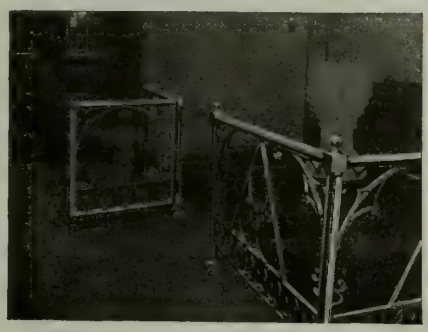
WRITE FOR ONE.

EVERYTHING FOR THE FIREPLACE, whether for Gas, Coal or Electricity.

The BARTON-NETTING CO., Limited, 9-11 Pitt St. E., Windsor, Ont.



Marquises



Church Furniture



Iron Stairways

Take orders for these and other lines and make money

In every district there are many orders to be got for the lines shown here and other lines that we manufacture. Reliable merchants can make big money, getting orders from local factories, churches, colleges, schools, institutions, etc. We send plans and sketches and help you get business, without your having to carry a dollar's worth of stock.

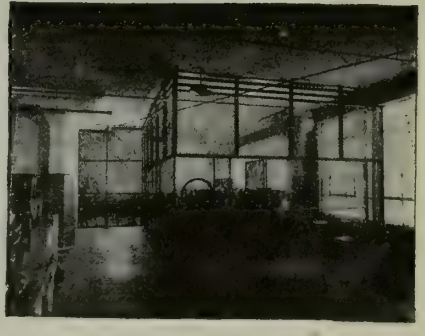
WE MAKE

Fire Escapes, Commercial Wirework, Church Brasswork, Sacristy Cabinets, Stairways, Elevator cars and fronts, Wirework of every description, Grilles, Marquises, Balconies, Steel Wardrobe Lockers, Shelving, Cabinets, etc. A complete line of Steel Hospital Equipment and General Builders' Ironwork.

THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON
CANADA



Collapsible Iron Gates



Wirework of Every Kind

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



Williams' "Agrippa" Tool Holders

FOR nearly half a century we have been designing and making drop-forgings and drop-forged tools. Our trade-marks, "Vulcan" and ◇W◇ and "Agrippa" are known throughout the world wherever machinery and tools are used; they represent our constant endeavor to maintain and improve quality—to put *Superior* into our product—to make it individual and worthy of the high standard long established for Williams' goods.

Williams' "Agrippa" Tool Holders are a case in point. They embody all the improvements in design, material and practice suggested by experiment with former models. No pains or expense that will add to their efficiency is spared in their manufacture. Many of their features are unique and make for economy and convenience. A full line in a wide range of sizes is carried for various classes of work, including

Turning	**Boring**	**Threading**
Planing	**Cutting-off**	**Knurling**
	Side Work	

These tools, as well as Lathe Dogs, Clamps, Caliper Gauges, etc., are all described in our Machinists' Tools Booklet—free on request.

J. H. Williams & Co. *"The Drop-Forging People"*

30 RICHARDS STREET, BROOKLYN, N.Y.

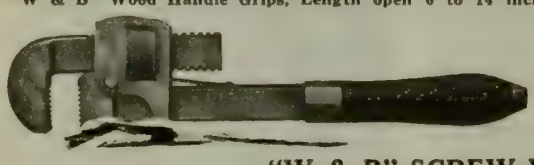
The A. G. Low Co., Ltd., 30 Pacific Ave., Saskatoon, Sask.---Agents for Manitoba, Saskatchewan, Alberta, and British Columbia

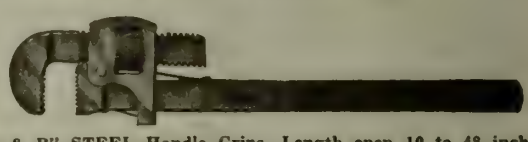
The "W & B" Line of Screw Wrenches

MADE IN CANADA

The only Pipe Wrenches made EXCLUSIVELY IN CANADA

"W & B" Wood Handle Grips, Length open 6 to 14 inches

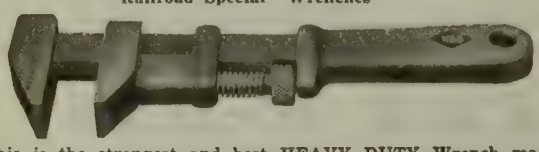




"W & B" STEEL Handle Grips, Length open 10 to 48 inches

"W & B" SCREW WRENCHES MADE IN CANADA

"Railroad Special" Wrenches

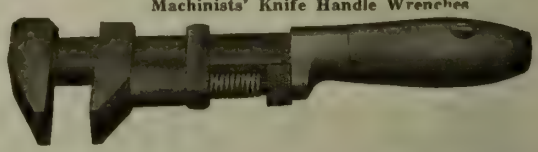


This is the strongest and best HEAVY DUTY Wrench made. Head and Bar Drop Forged in one piece from selected steel. Extra heavy jaws thoroughly case-hardened. Indestructible iron handle. FITTED WITH "W & B" EASY ACTING SCREW.

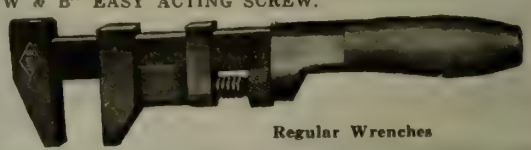
Adopt this established line as your standard CANADIAN MADE WRENCHES.

Complete information and catalog No. 90 on request.

Machinists' Knife Handle Wrenches



This is the best wrench of its type on the market. With the exception of the difference in the handle it is practically the same as the "Railroad Special" Wrench. FITTED WITH "W & B" EASY ACTING SCREW.



Regular Wrenches

Head and Bar Drop Forged in one piece. FITTED WITH "W & B" EASY ACTING SCREW and thoroughly seasoned handle.

The Whitman & Barnes Manufacturing Company

ST. CATHARINES ESTABLISHED 64 YEARS ONTARIO

LION BRAND



CORDAGE

When a dependable rope is required, there **Lion Brand Cordage** finds its place. Used extensively for Tow Lines, Hay Forks, Transmission Rope, Baling, Clothes Lines, Wrapping and Binder Twines, Anchor and Tarpaulin Ropes.

Unquestionable Quality, Reliable and Durable.

A satisfactory and profitable line that places the dealer's cordage business on a substantial basis.

"Coast to Coast Service" with 13 Distributing Points

CONSUMERS CORDAGE COMPANY, LIMITED

HEAD OFFICE: MONTREAL, CANADA

MILLS AT MONTREAL AND HALIFAX

BRANCHES AND STOCKS: ST. JOHN, N.B., AND TORONTO.

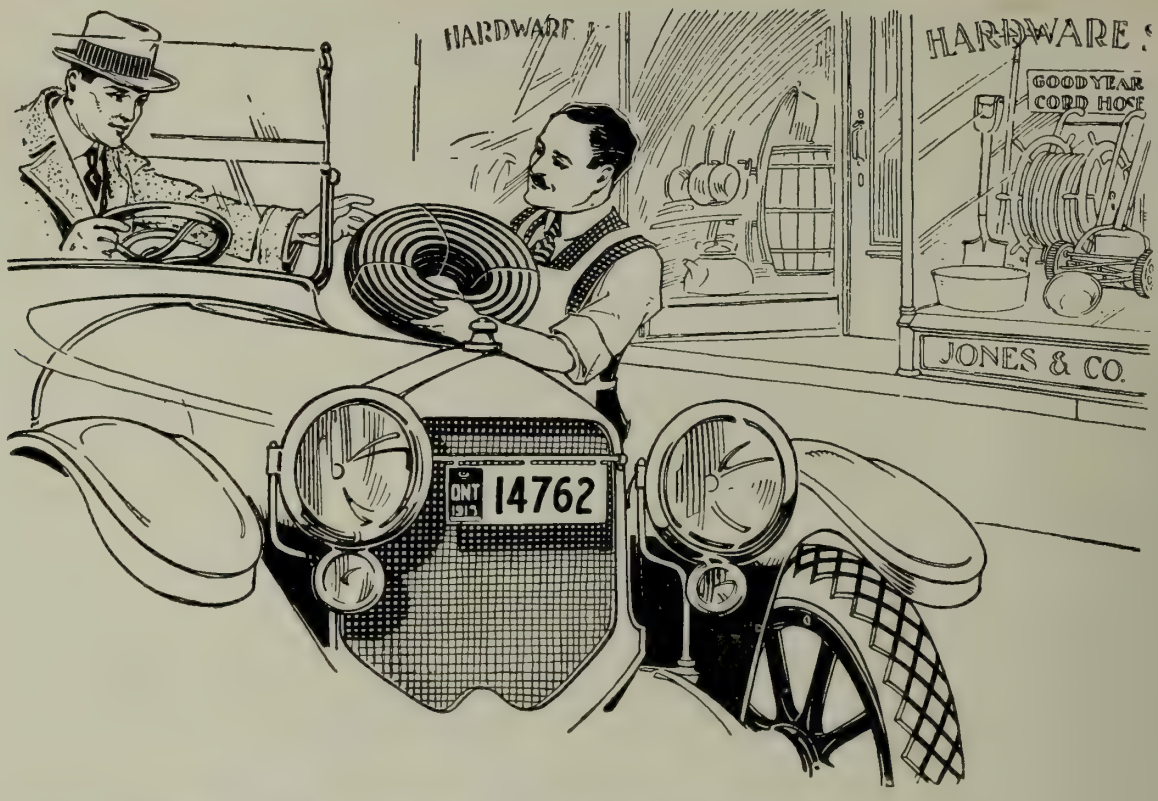
Agents and Stocks:

Tees & Persse, Limited, Winnipeg, Regina, Saskatoon, Moose Jaw, Calgary, Edmonton, Fort William.

Jas. Bisset & Co., Quebec

MacGowan & Co., Vancouver





Selling Your Customers on Goodyear Cord Hose

YOU have seen the advertising that put Goodyear Cord Tires across. That put millions of Neolin Soles in use. Now we're covering Canada from Halifax to Vancouver with a dominant campaign to sell Goodyear Cord Hose.

Goodyear Cord Hose is constructed like the famous Goodyear Cord Tire—layers of strong, pliable cords embedded in good rubber. Welded without seams into one unit—with a smooth cover. It will not kink or tangle. It costs the buyer **less** because of the extra wear it gives.

We are prepared to co-operate fully with the retailer. We will supply window-displays, sales suggestions, advertisements for the dealer to run in his local paper. Advertising circulars that can be mailed for 1c or distributed from door to door.

Take full advantage of this opportunity. Feature Goodyear Cord Hose when the advertisements are pulling — when the public is learning its merits.

Order Goodyear Cord Hose from your wholesaler. Plan now to get your share of this master advertising.

The Goodyear Tire & Rubber Company of Canada, Limited

GOODYEAR
MADE IN CANADA
CORD HOSE

"UNIMECO" BRAND

Wrought Washers

Round and Square, Plain and Galvanized

Annealed Rivet Burrs

Our large plant is fully equipped to take care of domestic and export business for Wrought Washers of every description—round and square, in plain and galvanized.

"UNIMECO"

on a package of washers or rivet burrs is the mark of superior quality and finish—real dollar for dollar value. We solicit your enquiries and assure

PROMPT SHIPMENTS

The Union Iron & Metal Co.
LIMITED
1951 DUNDAS ST. W.
Toronto -:- Canada

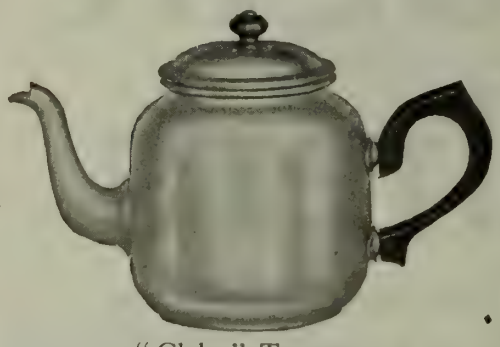


"Regular" Teakettle.



"Perky" Teapot.

WARE MFG. CO. LTD.
OAKVILLE
PURE ALUMINIUM WARE



"Globe" Teapot.

—the aluminium that "will outwear any ware"

DIGNIFIED
BEAUTIFUL
SERVICEABLE

IT'S a great deal of satisfaction to us to watch the growth in popularity of "Oakville" aluminium ware even if it is temporarily embarassing us to keep our production apace with the demands.

We are, however, doing all in our power to overcome this handicap by increasing the capacity of our plant and by adding to our staff of expert operators.

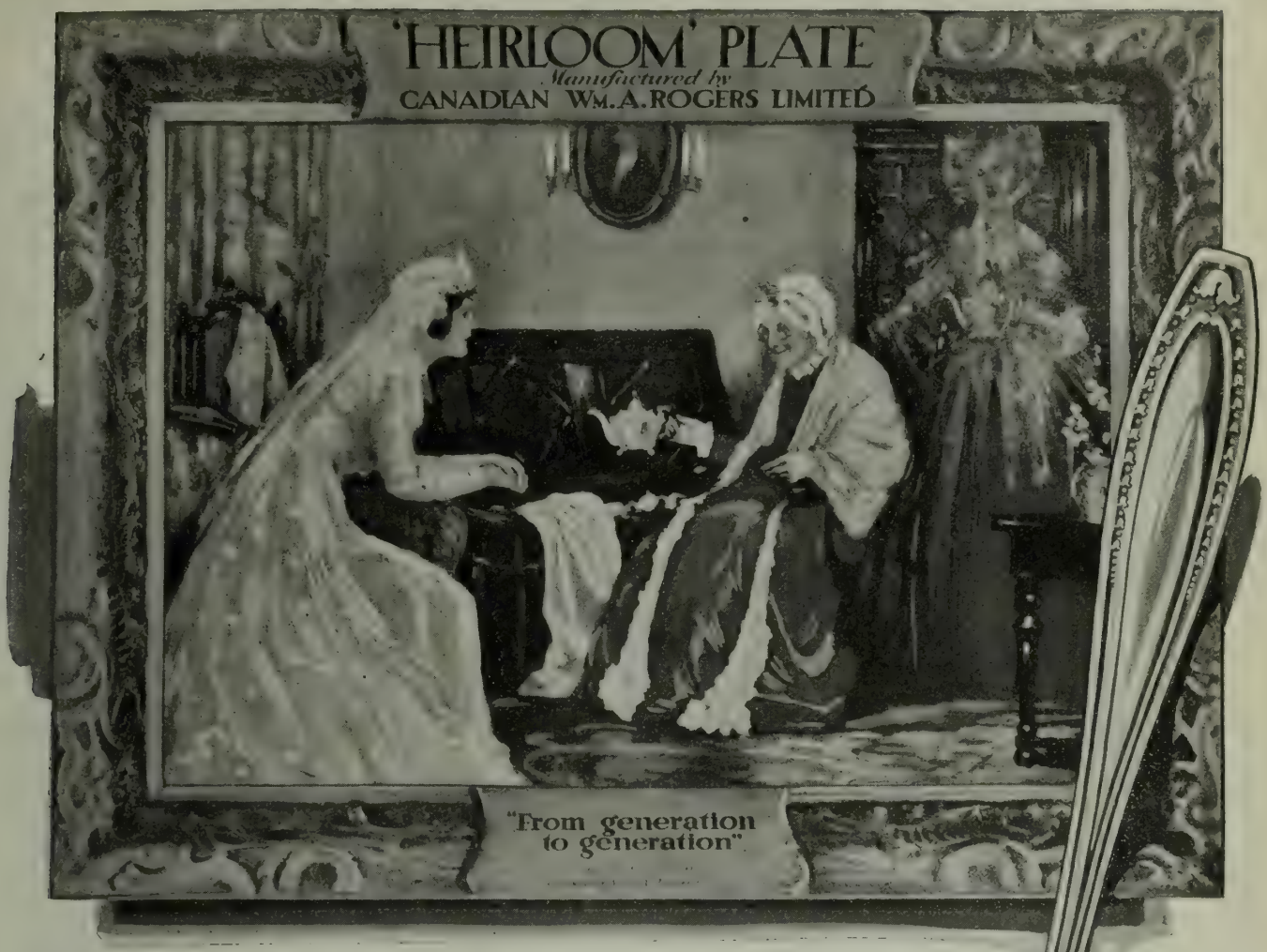
Though our present delivery service is not up to our standard we hope soon to overcome our difficulties, and through the maintenance of the "Oakville" standard of quality to merit the continued good-will of the retail and wholesale hardware trade of Canada.

Order your stock well in advance to ensure delivery. Sold through leading wholesalers. Ask for catalog and price list.

The Aluminium Ware Manufacturing Co.

OAKVILLE, ONT.

Richards and Bureau, Montreal, Eastern Selling Agents.



'Heirloom' Plate

THE enthusiastic reception accorded to the Devonshire Pattern by the Trade and the discriminating private buyer has justified our endeavor to make a pattern expressing beauty and refinement in a quality of silverplate worthy to be stamped "Heirloom."
Ask us to send you our interesting Thrift Recipe Book, which contains complete illustrations of the Devonshire.

Canadian Wm. A. Rogers, Limited

570 King Street West

Down Town Show Room, Kent Building

TORONTO



UNIVERSAL
BREAD MAKERS

THE TRADE MARK KNOWN

UNIVERSAL

IN EVERY HOME



THREE SIZES
No. 2
No. 4
No. 8

UNIVERSAL Bread Makers make better bread than the baker at less cost. Whole wheat, rye and graham bread may be made with the same ease as white bread.

Show women the savings accomplished by using the UNIVERSAL Bread Maker and you will sell a device that will stay sold.

UNIVERSAL Bread Makers are made to meet the Home Service requirements of the consumer and the store profit requirements of the dealer.

Write for special window trim and sales help.

LANDERS · FRARY & CLARK

· NEW · BRITAIN · CONNECTICUT · ·

Canadian Representatives

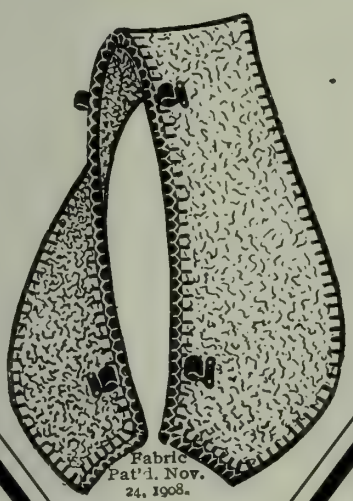
A. MACFARLANE & CO., LIMITED

MONTREAL QUEBEC

TRADE MARK

Ventiplex

PADS



No
Gall Sores

Keep
Horses Fit

Sell Ventiplex Products

A PROFITABLE LINE FOR THE DEALER

VENTIPLEX PADS, HOUSINGS and SADDLE BLANKETS are being so extensively used that it's no trouble for the dealer to sell them.

They are proving so satisfactory in measuring up to all we claim for them that dealers are building up a splendid line of business on VENTIPLEX SALES.

Made of fine wool felt, sanitary, hygienic, very durable and easily washed. Will not wrinkle or bunch up under the saddle or collar and warranted to fit. Guaranteed to eliminate gall sores and thus keep horses fit and ready for work. Owners appreciate the money value of this advantage.

Write us for particulars and prices. There are GOOD PROFITS in the VENTIPLEX LINE.

Burlington Windsor Blanket Co., Limited

793 King Street West, Toronto, Canada

BEWARE CHECK CROOKS

IF you were to refuse to be interested in the Dimunette Check Protector you would save yourself no more than ten dollars.

On the other hand, you might at the same time lose every cent you own.

For what safeguard, what evidence have you to show of your own care, if the bank cashes any check issued by you without "effectual protection."

A pen and ink—a bottle of acid—and someone of the many people who may handle your check before it gets to the bank—

—And poverty, absolute stark ruin, may stare you in the face!

Last year check crooks cleaned up over $20,000,000 by raising and altering checks lacking proper protection.

Business men all over the continent are becoming wide awake to the situation. The jobbers in the hardware trade are uniting to help ward off the check crooks.



Illustration is one-half actual size of machine

Finished in brushed bronze effect with black and nickel trimming

A shipment of "Dimunette" Check Protectors has been secured. This simple, sturdy approved device is made by the oldest concern of its kind in the world. Through the "Dimunette" it is now possible for every merchant to get standard protection at the lowest possible cost.

A ten dollar bill buys the "Dimunette." One operation and your check—personal or business — is protected. It defies the wiles and skill of any check crook. It is true this Check Protector may never save you a cent—it may save you every dollar you are worth.

DIMUNETTE

CHECK PROTECTOR

For Personal and Business Use

For the sake of ten dollars you simply can't afford to leave your bank account without the positive surety of this *legal* safeguard. Ask the next jobber's representative who calls. He can supply you with a Dimunette in a few hours.

By "Standard Check Protection" is meant that process which shreds the paper and impregnates the fibre with acid-proof ink. *Standard Protection has never failed.*

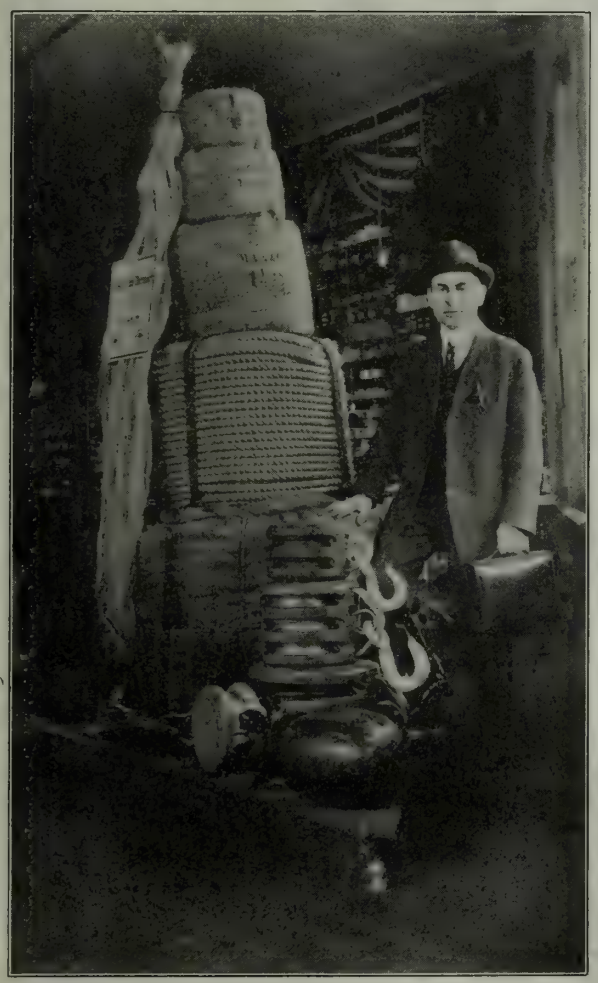
If your jobber can't supply you, write us at once.

W. G. PATRICK & CO. Limited

Canadian Distributors for Defiance Check Writer Corporation

MONTREAL TORONTO WINNIPEG

Plymouth Rope for Spring Shipment



WHEN your jobber's salesman calls next time have your order for Plymouth Rope ready to place with him for spring shipment. He will gladly have it fulfilled for you for all Canadian jobbers handle Plymouth Rope. In this way you will be assured of having a uniform stock of high grade rope for the spring needs of your customers.

The quality of Plymouth Rope is well understood by dealers who have handled it in the past and who are confining their rope sales to this dependable and well-advertised brand of cordage. Place your rope order *now*, insist on having the genuine Plymouth Rope, and resolve to push it through use of our dealer advertising and rope-by-the-foot selling helps.

All Canadian Jobbers Handle Plymouth Rope

PLYMOUTH CORDAGE COMPANY

NORTH PLYMOUTH, MASS. WELLAND, CAN.

INDEPENDENT CORDAGE CO., LIMITED

TORONTO, CANADA CANADIAN SALES AGENT

Highest Ideal of the Shovel Making Art

For Strength
and Durability

BULL DOG AND FOX

SOLID SHANK
SHOVELS

HAVE NO EQUAL

Stocked by all Jobbers



Brands:

SOLID SHANK

BULL DOG AND FOX

SCOOPS

MOOSE AND BLACK CAT

The Canadian Shovel & Tool Co. Limited

HAMILTON, CANADA



Bolstering Up Your Sales!

Sales make your business—you want them at a **"Top Notch"** level all the time. There is to be no **"letting down"** with you. Then why not investigate the

PEERLESS STEAM COOKER

—a rapid seller at all seasons

There are always meals to get. The housewife is ever on the alert for up-to-date utensils to lighten her labors in the kitchen.

The **Peerless Steam Cooker** is the greatest labor-saver, money-saver and time-saver in the kitchen to-day. Will cook a whole meal, composed of any variety of dishes, at one operation over a single burner. Pays for itself in a short time in convenience, better cooking, and fuel saved.

We want you to represent us in your district. Write us for our attractive agency proposition. There are good profits in the **Peerless Steam Cooker,** and it's easy to sell.

ONWARD MANUFACTURING COMPANY

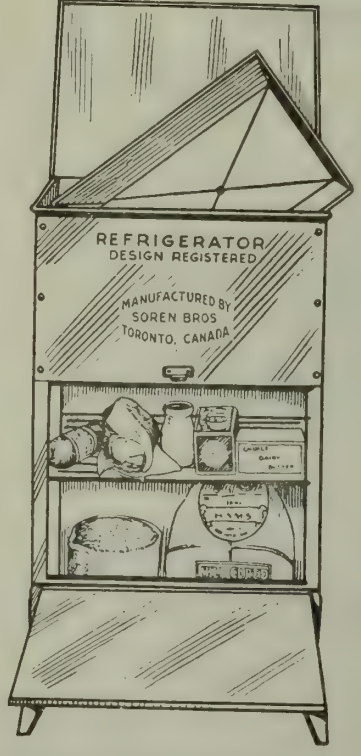
KITCHENER, ONTARIO

The Reason Why



The FROST KING All-Metal Refrigerator

Will Sell to Your Customers



Note the Following Features:

Sells at a popular price.

LIGHT—Weighs only 28 lbs. One person can carry it from position to position.

COMPACT—Height from floor to top is 33½ inches; width is 20 inches; depth is 14 inches.

ATTRACTIVE—Proportions are pleasing. Color is pearl grey. Finish is enamel — double-coated. An inconspicuous article of furniture, yet has style. Door is defined by heavy embossing. Name, "FROST KING" is in gold on embossed medallion.

STRONG—Made of sheet metal heavily galvanized (rustless). All parts bolted together so they can be taken apart or repaired simply. Construction is first-class. Hinges are solid and stout.

SANITARY—No wood or other absorbent materials used. Dampness, odors and germ-breeding surfaces and corners entirely absent.

LARGE ICE HOLDER—Ice holder is galvanized sheet steel, with a capacity of 25 lbs. of ice. Measures 18 x 11 x 8 inches. Is instantly removable. Ice put in from top. Top lifts in its entirety.

COMMODIOUS FOOD CHAMBER — Measures 18 x 13 x 19 inches. Has grill self removable, made of galvanized sheet metal.

DROP DOOR—Door is hinged horizontally and when open forms a braced shelf.

INSULATION—Ice holder is suspended in ice chamber and is separated from outer walls and top by air chambers after the manner of a thermos bottle, thus economizing in ice and maintaining an even icy-cold temperature.

WATER ESCAPE—Water drains to waste pipe, which empties into pan placed under the refrigerator or through a pipe passing through the floor.

FEET—Refrigerator has cast-iron feet, bolted on. Bottom of refrigerator stands 5 inches above floor. Thus ample space for pan for water from melting ice is provided.

The "Frost King" is suitable for any home, summer residence, apartments and especially adaptable to camp use.

Procured from all leading jobbers or direct from us.

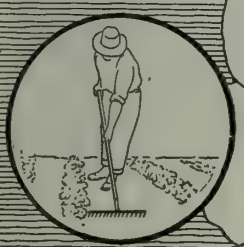
SOREN BROS.

TORONTO ONTARIO

IRON AGE
Garden Tools







FOR OVER three-quarters of a century Iron Age GARDEN Tools have been sold throughout the world. Each of these thousands upon thousands of tools has made a ***friend to whom the name Iron Age means satisfaction.***

This friendship for Iron Age GARDEN Tools makes the sale of ALL Iron Age products easier. It makes it good business for you to sell Iron Age GARDEN Tools not only because the SALES ARE MANY and the PROFITS GOOD, but also because each sale further identifies you with a line of sterling reliability, ***bringing our trade*** for other and larger implements.

Iron Age Tools are favorite standbys of thousands of market gardeners and it is not at all uncommon for a market gardener to buy 20 or 30 Iron Age Garden Tools at a time. City folks, who want to garden ***farm-like,*** and farmers, both alike, are regular customers for these tools.

Iron Age advertising dominates in the leading farm papers and garden magazines. We supply you with a complete advertising service, circulars, folders, posters, plates for your newspaper advertising, etc., ***free.*** Write to-day for full information.

Made in Canada

NO. 19 C
Tools include Landside Plow, 3-tooth Cultivator, 1-tooth Cultivator, Furrow-maker, Scuffle Hoe.



The Bateman-Wilkinson Company, Limited
818 Symington Ave., Toronto, Can.

Dixon Safetee Lamp



No Alcohol Torch Needed

Lights with Ordinary Matches

—the Lamp for Rural Canada

The Dixon Safetee Lamp is a guaranteed self-operating gasoline lamp. Absolutely safe under all conditions. Lights with ordinary matches. No alcohol torch needed.

The Dixon Safetee Lamp has a great rural sale, as it makes a good substitute for gas or electric light.

Gives 300 Candle Power.

Operates for less than 1 cent per hour.

There is good profit for the country hardwareman in handling this lamp.

Write for particulars.

The Hamilton Gas and Gasoline Mantles have proven to be the most satisfactory mantles on the market —have a big sale. This is a money-maker and should interest you. Write to our nearest distributor. The following wholesalers sell Hamilton Gas and Gasoline Mantles:

HAMILTON GAS MANTLES

Walter Woods & Co., Hamilton, Ont.
Alexander & James, Hamilton, Ont.
W. H. Gillard Co., Hamilton, Ont.
Lumsden Bros., Hamilton, Ont.
Macpherson, Glassco Co., Hamilton, Ont.
Geo. E. Bristol Co., Hamilton, Ont.
H. S. Howland & Sons, Toronto, Ont.
James Wilkins Co., Toronto, Ont.
Thomas Wilkins Co., Toronto, Ont.
G. Norman Clark Co., Montreal, Que.
Brace, McKay & Co., Summerside, P.E.I.
Stedman Bros., Ltd., Brantford, Ont.
Hobbs Hardware Co., London, Ont.
Walter Woods & Co., Winnipeg, Man.
Miller-Morse Hardware Co., Winnipeg, Man.
Wood, Vallance, Ltd., Winnipeg, Man.
Merrick Anderson Co., Ltd., Winnipeg, Man.
Marshall Wells Hdwe. Co., Ltd., Winnipeg, Man.
Wood, Vallance & Adams, Ltd., Calgary, Alta.
J. H. Ashdown Hdwe. Co., Ltd., Calgary, Alta.
Revillon Wholesale, Ltd., Edmonton, Alta.
Canadian Lighting Co., Edmonton, Alta.
Marshall Wells Hdwe. Co., Ltd., Edmonton, Alta.
J. H. Ashdown Hdwe. Co., Ltd., Saskatoon, Sask.
Western Lighting Agencies Ltd., Saskatoon, Sask.
Morrison, Blackwood & Co. Moose Jaw Sask.
The Albert Lea Gas Light Co., Moose Jaw Sask.

The HAMILTON GAS MANTLE COMPANY, Limited

Toronto Hamilton, Canada Montreal



THE "RELIABLE" WINDOW DISPLAY CARD FOR DEALERS

Mark Your Store as the Place to Buy "Reliable" Products

THIS strong, compelling window card ties your store to our country-wide advertising campaign, featuring "Reliable" Flashlights, Searchlights, Ignition Batteries and Dry Cells.

The entire "Reliable" Line is of genuine Canadian manufacture—made to a high standard—with the object of making permanent buyers.

The handsome appearance of "Reliable" Flashlights, enamelled in colors, will go far in selling them.

Canada's 8,000,000 population will be reached by our advertising. Widespread demand will be created. Your profits exceed those afforded by competing lines.

Just try a "Reliable" Flashlight or Battery. It's the quickest, best way to convince yourself of "Reliable" quality and selling power.

Write for our proposition.

JOBBERS IN PROVINCE OF ONTARIO:

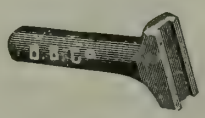
The Hamilton Whip Company, Limited, Hamilton, Ont.; Benson-Wilcox Electric Company, London; The Masco Co., Limited, Toronto; The H. S. Howland Bros. & Company, Toronto; The Aikenhead Hardware Company, Toronto; Thos. Birkett & Sons, Limited, Ottawa; Keyes Auto Supply Limited, Ottawa; Marchand & Donnelly, Ottawa.

DOMINION BATTERY COMPANY, LIMITED
TORONTO, CANADA

"Lively and Lasting" RELIABLE TRADE MARK *Canadian Products*



Solid Punches and Chisels



Hand Groover



Double Cutting Shears

SELLING B.B. TOOLS



Rivetting Hammer



Style B Setting Hammer

Are you one of the many Hardware men who are pleasing their customers by selling them B.B. guaranteed tools?



Rivet Set



Hollow Punch



Circular Snips

Our new Catalog is in the printers' hands. Get your name on our mailing list for a copy.



Straight Snips



Bench Shears

THE BROWN BOGGS CO., LIMITED

HAMILTON, CANADA

Manufacturers of Presses, Shears, Bending Rolls, etc., for Sheet Metal Working, also a full line of Tinsmith's Tools and Machines.

The Royal Fireless Cooker



The FIRELESS COOKER is recognized as one of the most useful and economical devices ever introduced into the kitchen.

SAVES—FUEL, TIME, ANNOYANCE

COOKS FOOD BETTER (no waste of real qualities contained in the food), adds to health, both from better food and the lessening of labor in preparing it. *NO ODORS OF COOKING* in the house.

TIME SAVED for other occupations—sewing, reading, or pleasure. Will pay its own cost quickly in *FUEL SAVED.*

FOR THE DEALER it is extremely profitable, a splendid parallel to stove lines. Every user becomes a missionary spreading the wonders of the *FIRELESS COOKER. It's a winner all round.* Literature on application. Plenty of references from satisfied users.

Cookers also made containing an *ELECTRIC ELEMENT* that can be attached to an ordinary *lamp socket.* No special power installation required. No loss of electricity. No loss of heat by radiation, etc.

We also make a *STEAM COOKER* that cooks a whole meal, in separate compartments. Can be used on one burner or hole of stove or will be supplied with an *ELECTRIC ELEMENT* for attaching to the lamp socket.

Write for catalogue, price lists and information regarding the wonderful working of these FIRELESS COOKERS to—

FIRELESS COOKER OF CANADA, LIMITED

124 Montcalm Street Hull, Quebec

Makers of "ROYAL FIRELESS COOKERS"

"STERLING"

The BLADE that has made good, is making good, and will continue to make good.



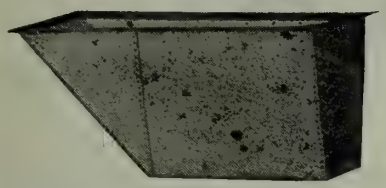
If you use HACK SAW BLADES, give the "STERLING" a chance—it will make good for you.

Manufactured by

DIAMOND SAW & STAMPING WORKS

357 SEVENTH STREET BUFFALO, N.Y., U.S.A.

High Class Steel Tanks



Sheep Dip Tanks
Quality—The Best—Service—Value.

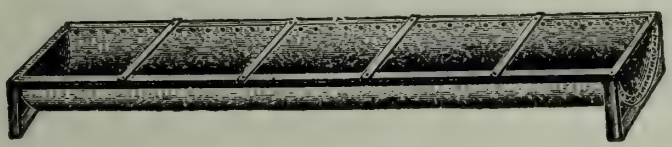
High-grade Workmanship

Quality High **Price Low**
Hot Sellers for Hardware Dealers

Can ship direct to your customers from Factory.

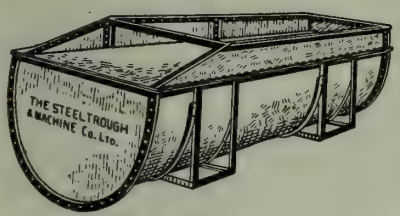


Round Hoopless Tanks
Beads pressed in body give great strength. No place for water to lodge and rust out.

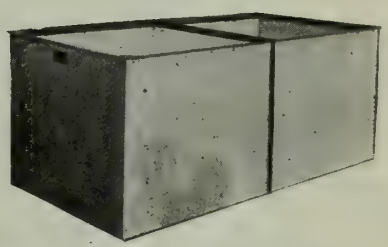


Patented
Steel Hog Troughs

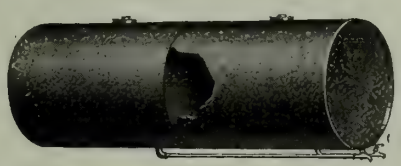
All kinds and sizes of Hog, Water and Stable Troughs. Clean — Sanitary — Durable. Special troughs made to order.



Threshers' Tanks
Light—Strong—Serviceable—Durable.



Square and Oblong Tanks
10 gauge and higher



Gasoline Wagon Tanks
Strong—Clean—Sanitary—Durable.



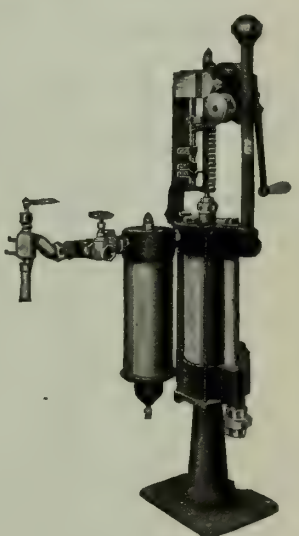
Welded Steel Air Pressure Tanks for Garages. All sizes. Made to order.

Made under careful superintendence by expert workmen. If not as represented, send them back.



Oil and Gasoline Tanks

Not how cheap, but how good. We guarantee everything we make.

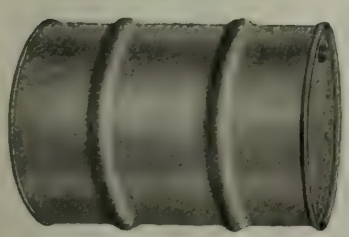


No. 1 Pump
A full line of self-measuring pump outfits. Also non-measuring outfits. Get our Pump Catalogue.

All kinds of steel tanks made to order: Round, square, oblong, any size or weight. Black or galvanized. Riveted or welded. Anything in sheet steel, 10 gauge to 28 gauge.



AUTO TOOL BOX
7" x 9" x 22" long.
This size has been designed to eliminate all other sizes. It is long enough to hold a pump, and a very desirable size for all purposes. Beads in body make it very strong and yet light. Each box is packed in paper carton.



Steel Shipping Barrels.

The Steel Trough & Machine Co., Ltd.
TWEED, ONT., CANADA



Velded Steel Underground Gasoline Tanks. Any size or weight.

WALL BURLAP

1919 is the year of Re-Construction.

Building operations are again on the boom.

Hardware Dealers, be prepared to meet the demand for Wall Burlap.

All standard shades of Oil Coated as well as Double Sized Burlap now available.

Made in widths from 30 to 90 inches.

Length of rolls 30 and 60 yards.

Send for samples and prices.

FELTOL FLOOR COVERING

Substitute for Linoleum. Made on a felt base. All styles of patterns.

Hardware Dealers are handling floor coverings in increasing quantities yearly.

FELTOL is splendid value and laying in a stock now will ensure you a share of the Spring trade.

Pattern book and quality sample on request.

MADE IN CANADA BY

The Dominion Oil Cloth Co., Limited, Montreal

QUALITY

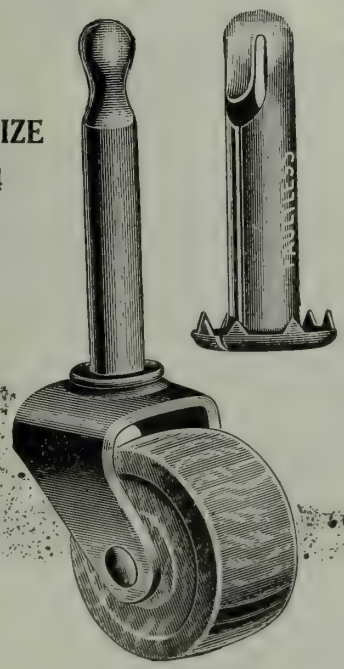
FAULTLESS CASTERS

of to-day are the result of twenty-five odd years of consistent effort to produce the leading lines of these goods.

Comparative tests in actual service will substantiate the reputation for quality they have rightfully earned.

"Move the FAULTLESS Way"

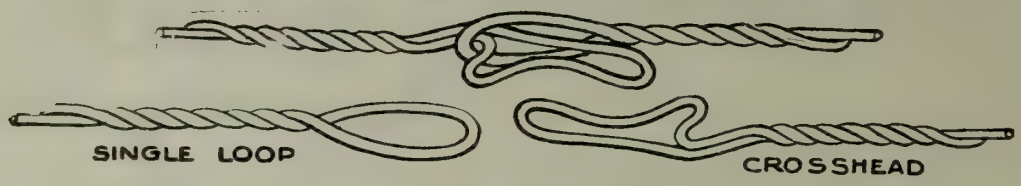
FULL SIZE
C-2-4



A complete line of Pivot-Bearing, Grip Neck, Metallic Bedstead and Plate Casters ----Send for Samples. Prompt delivery of carefully filled orders guaranteed.

FAULTLESS CASTER COMPANY,
EVANSVILLE, INDIANA.

BALE TIES



At this season of the year—the Hardware Dealer with a full stock of High-grade Bale Ties and Wire is in a mighty good position to increase his volume of profitable sales.

Laidlaw Bale Ties—made from genuine Bessemer stock—**is much stronger than ordinary wire and costs no more.**

Made in the usual gauges and cut to any length desired. For baling hay, straw and other compressible materials.

Packed in bundles of 250 ties each. Single loop tie has loop at one end; crosshead tie has loop at one end and hook at other, as illustrated above.



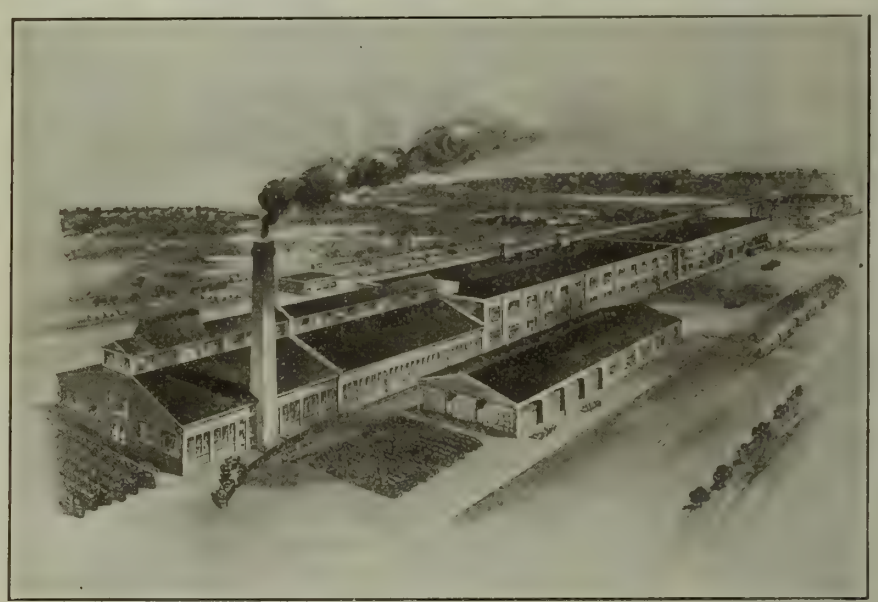
Fine Wire

Bright, Annealed, Coppered, Stove Pipe, Lacquer Finished, Square, Pin, Brush, Bookbinder's, Hat, Florist's, Varnished, Weaving, Mattress and other fine tinned or Galvanized Wire.

WIRE FENCES STAPLES (Bright or Galvanized)
POULTRY NETTING STAPLES



Baling Wire



We are one of the largest manufacturers of Wire Products in Canada. Our complete equipment, our large stocks, and our vast experience as specialists in these lines enable us to give you an unusual service.

In ordering wire you are sure of the best when you order "Laidlaw."

The Laidlaw Bale-Tie Company, Limited

HAMILTON, CANADA

A. T. Diggins, Stair Building, TORONTO, Ontario; Harry F. Moulden, WINNIPEG, Manitoba;
H. E. O. Bull, MONTREAL, Quebec

London, England: M. Bryan, 24 Aldgate

ACME
BOX STRAPPING

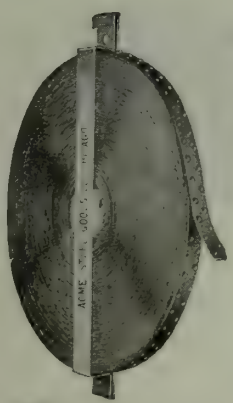
Gives to your shipping cases the strength and security that offsets the abnormal strain under present conditions of loading and transportation. Prevents damage claims, makes satisfied customers and insures the arrival of goods at destination in proper condition.

Made in various styles, widths and gauges. Our large manufacturing facilities enable us to fill orders promptly. Let us know your requirements, or write to-day for catalogue showing our full line.

ACME STEEL GOODS COMPANY
OF CANADA, LIMITED - MONTREAL

AGENTS AT

TORONTO QUEBEC WINNIPEG



Manufacturers also of Corrugated Fasteners, Cold Rolled Strip Steel, Pail Clasps, Shipping Seals, and the ACME NAILLESS STRAP SYSTEM for Packing Cases—Applied in a Jiffy and Holds as Secure as Nails.



ACME
PATENTED



Make the "Big Drive" NOW on
CORRUGATED FASTENERS

FOR SCREENS—PORCHES—GENERAL HOUSE REPAIRING WORK

Order "Acme Patented Divergent Saw Teeth Fasteners"

Sharp Driving Edge—Best Grade of Steel

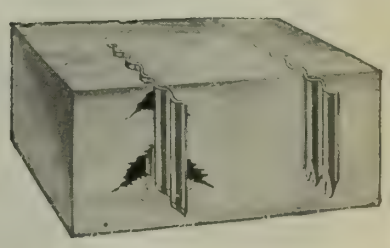
BETTER THAN ANY OTHER KIND

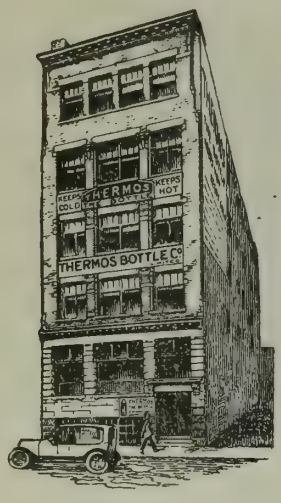
WRITE FOR CATALOG NOW.

Acme Steel Goods Company of Canada, Ltd.

MONTREAL

AGENTS AT TORONTO, QUEBEC, WINN





THERMOS
ANNOUNCEMENT

Our New Home --- Our New Discounts --- Better Profits for You --- Better Service --- Better Prices on Some Lines.

TO meet the growing needs of the Thermos Industry in Canada and maintain our record for service in every department, this larger and more desirable location is secured.

THERMOS has made for itself a good name for doing what was never done before, and now THERMOS is a household word throughout the entire civilized world. Its Motto is "SERVICE."

Our aim is to serve you better in every way. We invite you to call and see our complete display of Thermos Products, many new lines added this year.

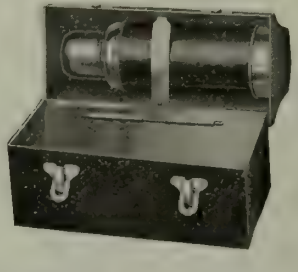
For customers from out of town, our new location is handy to the old and new Union Depot, between York and Simcoe Streets, on the north side of Wellington Street. From or to the Depot it is handy.

Open a THERMOS DEPOT in your Store

These Kits are leaders in the THERMOS LINE and sell in every Hardware store where offered. ALL ONE PRICE.



No. 400, with No. 11 Bottle $4.25
No. 402 with No. 14 Bottle 4.75
No. 404 with No. 15 Bottle 5.75
Pint size only.



No. 396 with No. 11 Bottle $4.25
No. 397 with No. 14 Bottle 4.75
No. 398 with No. 15 Bottle 5.75
Pint size only.



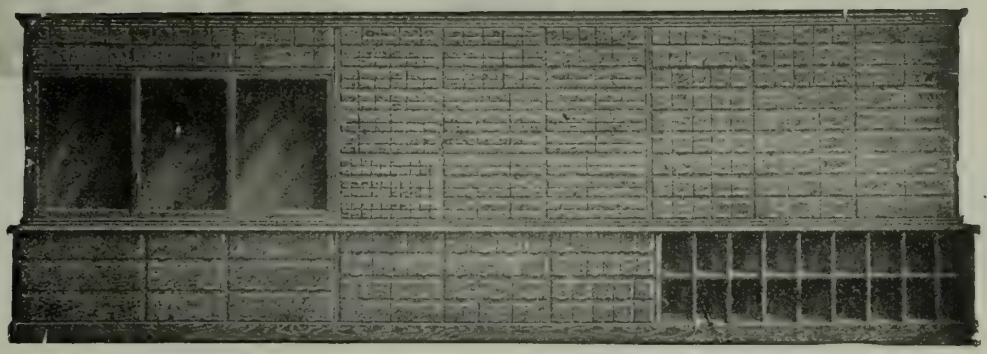
No. 416 with No. 11 Bottle $4.25
No. 417 with No. 14 Bottle 4.75
No. 418 with No. 15 Bottle 5.75
Also made in half-pint and quart sizes.

Discounts to dealers: 25% and 10% from above retail prices, 2% 30 days. Discounts on 40-piece orders of any number, or 40 pieces assorted, bottles, kits, fillers, carafes, motor restaurants, etc., 25%, 10% and 10% from retail prices. Invoice terms, 2% 30 days, F.O.B. factory, Toronto. One genuine Thermos Kit or Bottle sold sells many. Orders filled same day as received—order now.

Attractive window cards and cut-outs with every order of 12 pieces, or more, assorted.

THERMOS BOTTLE CO., LIMITED

146 Wellington St. West, TORONTO



As you like it---

Cameron & Campbell Service

1824 DUNDAS STREET

C. D. CUTTS
SUCCESSOR TO
CUTTS HARDWARE CO.
HARDWARE MERCHANTS
TORONTO

Cameron & Campbell,
578 Queen St. E.,
Toronto.

Dear Sirs:-

On various occasions we have been asked who supplied the wall fixture for our store in West Toronto. We of course are always pleased to refer enquires to you and do not fail to mention the excellent service we have received from your firm.

We expect when our present plans on which you are now working, are completed, to have an exceptionally well equipped store which will greatly facilitate the service we always aim at giving our patrons. We consider Cameron & Campbell fixtures a valuable asset to any hardware store.

We are,

Yours truly,

CUTTS' HARDWARE COMPANY,

Manager.

Perhaps you have a wall case in mind —one that will just fit your needs and enable you to give that service you pride yourself in.

It was just such a mental vision which Mr. C. D. Cutts, of West Toronto, had when he called us in to ask our opinion. The result was a

Cameron & Campbell

WALL CASE

MADE-TO-ORDER

and a satisfied customer, as the accompanying letter would indicate.

We pride ourselves in our service—in our ability to give our patrons what they want and as near when they want it as possible.

Draw out a rough plan of what you require and submit it to us for an estimate.

NOTE---Cameron & Campbell Wall Fixtures are made with metal shelf boxes and also felt-lined display case. Note the case shown above.

Manufactured exclusively by

CAMERON & CAMPBELL

TORONTO

Guaranteed to cut 10% more Timber

SIMONDS

"THE SAW MAKERS"



The only successful Crescent Ground one-man Cross-Cut Saw on the market. Accurately tapered from cutting edge to back, it cuts easily and saws fast. Crescent Grinding prevents binding in the kerf.

Write for Booklet and Discounts covering Simonds Cross-Cut and Hand Saws.

Simonds Canada Saw Co., Limited

St. Remi St. and Acorn Ave.
MONTREAL, QUE.
Vancouver, B.C. St. John, N.B.

VOL-PEEK 15¢



Vol-Peek stops leaks in all kinds of kitchen utensils, such as Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc. Note the absence of tools. Can be applied by the finger. A feature that induces the housewife to purchase. Vol-Peek is being advertised all over Canada. Every home needs it. Our attractive display stands suggest sales on sight. Write for it to-day. Contains 24 packages, $2.25. 60% profit.

At your jobbers or direct—

H. NAGLE & CO., Box 2024, MONTREAL

(Owning and operating Vol-Peek Mfg. Co.)

GET THIS BUSINESS!



Prices from $7 to $400

THERE never was a time when farmers' trade was so desirable and yet so easy to get as now. With prices the way they are and have been for four years, and with the Government guaranteeing a continuance of the present prices of grains, etc., the farmer of to-day is in a position where he can buy many things he has wanted and is wanting.

This situation makes it possible and easy to do a big, profitable business in Canada's leading spraying machine, the

Spramotor

It isn't a SPRAMOTOR unless we made it



It takes very little time or persuasion to make a sale. If your man is interested in a spraying machine, chances are he has seen our advertising and is already sold on a SPRAMOTOR. Good for painting (as shown), whitewashing, disinfecting, and all kinds of spraying in field and orchard. Write for catalogue and particulars of money-making agency.

SPRAMOTORS LIMITED

6044 King Street **London, Canada**

GLASS

Oftentimes you are confronted with the difficulty of knowing where to buy **ART GLASS, MIRRORS** and other kindred lines which cannot be purchased from large glass jobbers.
This firm possesses a plant capable of manufacturing Art Glass, Memorial Windows, Mirrors and Bevelled Plate Glass to suit all requirements.
Our service also constitutes the installing of Plate Glass out of town immediately upon receipt of your order. Why not, therefore, go after this class of business which entails no investment on your part, but which means a real live sale and no dead stock.

LEEKS & POTTS, LIMITED

112 King St. West
HAMILTON, ONTARIO

Alex. McArthur & Co., Ltd.

TRADE MARK

82 McGill Street Montreal, Canada

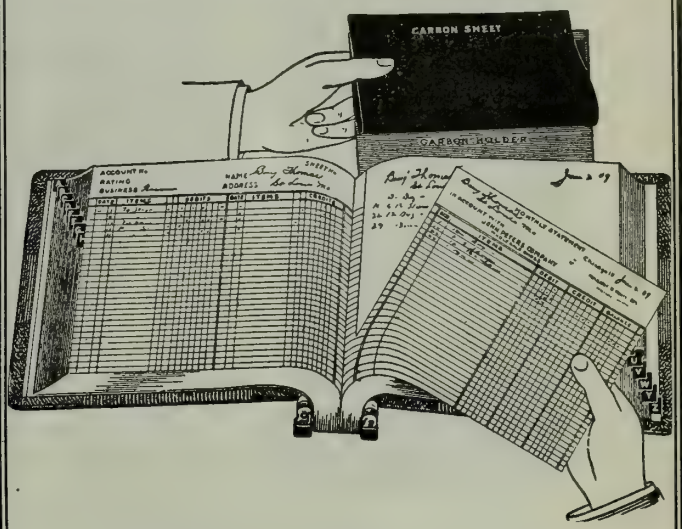
BLACK DIAMOND
TARRED FELTS
and SHEATHINGS

Made at our own Paper Mills.

SAVE COAL
BY USING
BUILDING PAPER

MONTHLY ACCOUNT SYSTEM

THE ONLY UP-TO-THE-MINUTE SYSTEM FOR THE RETAIL TRADE



Showing Monthly Statement partially torn out

WE have made a special study of systems for the retail trade for the past fifteen years. By the above system, Accounts are always ready to render.

Write us for samples of our **NEW STATEMENT SYSTEM,** used in conjunction with Counter Check Books.

Also for our **COMMERCIAL SYSTEM**, to give accurate detail of your Bills Payable, Bills Receivable, Petty Cash, Cash Receipts, Cheque Register, Invoice Register and Journal, all in one Binder.

Ask for particulars about our Tickler and Collection System. It will interest **YOU.**

Library, Bureau, Card and Filing Systems

We manufacture sheets for any system.

The Best in Counter Check Books

LOWE-MARTIN CO.
LIMITED
SYSTEM PRINTERS
175 NEPEAN ST. OTTAWA

Gloves and Mitts

A.R.C. BRAND



We are pioneers in the manufacture of Workmen's Gloves and Mitts.

The "A.R.C." Brand has been the High Quality Canadian standard for 50 years.

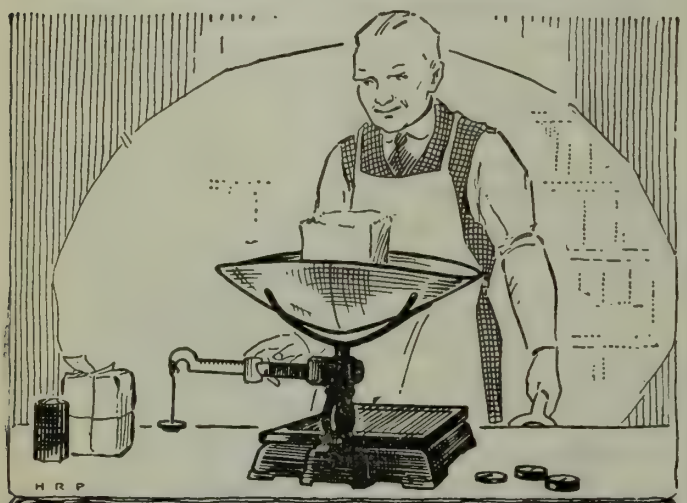
The "A.R.C." Trade-Mark is your guarantee of customers' satisfaction and splendid profits.

We tan our own leather and share the middleman's profits with you.

Dealers find the "A.R.C. Brand an extraordinarily profitable line to handle. May we send you particulars?

A. R. Clarke & Co., Limited, Toronto

Manufacturers—Gloves, Mitts, Moccasins, Shirts, Sheep Lined and Mackinaw Clothing



Fairbanks Scales

For over 90 years Fairbanks Scales have been the World's Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Windsor, Winnipeg, Saskatoon, Calgary, Vancouver, Victoria.

Solastic Roof Cement

A Plastic, Waterproof Compound, instantly stops leaks and makes old roofs like new. Has 101 different uses.

General Purpose Black

A heavy bodied elastic paint, heat and weather resisting. Specially suitable for roofs of every description.

Solastic Black Paint

A quick drying but durable paint, intensely black and suitable for all class of work.

Alpine Wood Preservative or Shingle Stain

Adds years to the life of wood, made in various shades. Cheap but reliable.

AGENTS WANTED--PRICES RIGHT

ALPINE CHEMICAL Co.

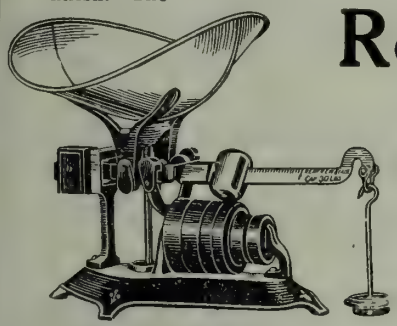
11 Duke Street, Toronto

Show Her the Way

FOR goodness' sake, cries the average housewife, show us how to save money out of the deluge of sky-high prices for meats, sugar, flour—everything. And seldom a thought has she of what a tidy sum can be saved every little while by checking up the honest mistakes of grocer, butcher, etc. Show her.

Just a bit of enterprise, pushing the Renfrew Scale to the front—displaying it—and showing her how it soon pays for itself will stir up a tidy lot of sales worth while. Right now is the "psychological moment."

Clinch your sales by showing the Government Inspector's Certificate of correct weights accompanying every Renfrew. Scales supplied in black or all nickel-plated finish. The



Renfrew
HOUSEHOLD SCALE

Capacity ½ oz. to 30 lbs. Government Inspector's certificate accompanies every scale.

Write to-day for literature and attractive selling proposition to

The Renfrew Scale Co.

Head Office and Works, Renfrew, Ont.

Western Representatives: P. A. C. McIntyre & Co., 810 Confederation Life Bldg., Winnipeg, Man.

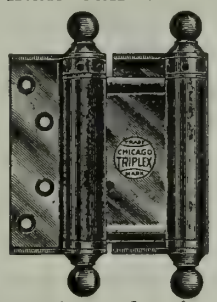
Our Other Lines: "Renfrew" 2,000-lb. Farmers' Truck Scale.

TRADE CHICAGO MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M. 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO TRADE CSB CO MARK NEW YORK



REG. U.S. PAT. OFF.

Now For Reconstruction

HENRY DISSTON & SONS, INC.

Keystone Saw, Tool, Steel and File Works

PHILADELPHIA, U.S.A.

BUDDIE'S SPECIAL CAR



Strong and Durable

Attractively Finished

A RAPID SELLER

You can realize Quick Turn-overs and good profits selling **BUDDIE'S SPECIAL CAR**. It gives unusual satisfaction. Will stand an extraordinary amount of rough usage. It has one-piece solid steel axles front and rear, steel bearing in the wheels, bolts, nuts and washers are used instead of nails in putting it together. Attractively finished in natural and red. **Buddie's Special Car** will both satisfy and please your customers. It's to your advantage to sell them. Shipped completely assembled. 6 or 12 to a crate.

Write us to-day.

THE CROWN MANUFACTURING CO.

144 York Street **Hamilton, Ontario**

MAPLE LEAF BRAND TOPSOLES and TOPLIFTS



Try Number 123 Men's Tapsoles. Retails at 30 cents per pair
or " 124 " " " " 25 " "
or " 127 " " " " 20 " "

Write for Complete Price List and Discounts

ANGLO-CANADIAN LEATHER CO., LIMITED

665 KING ST. WEST, TORONTO, CANADA

Head Office: Montreal. Branch Office: Quebec. Tanneries: Huntsville and Bracebridge, Ontario

The Largest Sole Leather Tanners in the British Empire.

American Felt Large Head Roofing Nails

"DOMSTEEL SPECIAL"

Are Made in Canada by

DOMINION IRON & STEEL CO., LIMITED

Style and Quality Perfect

When ordering from your Jobber insist on getting

LARGE HEAD ROOFING NAILS "MADE IN CANADA"

HEAD OFFICE AND WORKS:
SYDNEY, NOVA SCOTIA

GENERAL SALES OFFICE:
112 ST. JAMES STREET
MONTREAL, QUE.

Dominion Belting Co., Limited

Hamilton, Canada



SOLE MANUFACTURERS OF THE CELEBRATED

"MAPLE LEAF"

BRAND

STITCHED COTTON DUCK BELTING—

STRONG DURABLE ECONOMICAL
TRUE RUNNING

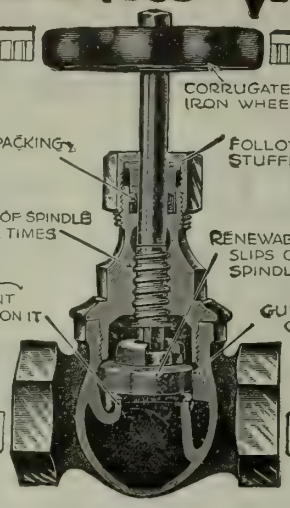
Being thoroughly waterproof it is equally good for running in wet or dry places. As a main drive belt, "MAPLE LEAF" cannot be excelled, and for conveyors it is in great demand.

"MAPLE LEAF" BELT DRESSING

The Best for all kinds of Belts

Quebec Branch: 51 Duluth Building, Montreal

FAIRBANKS VALVES



Renewable Disc Valves

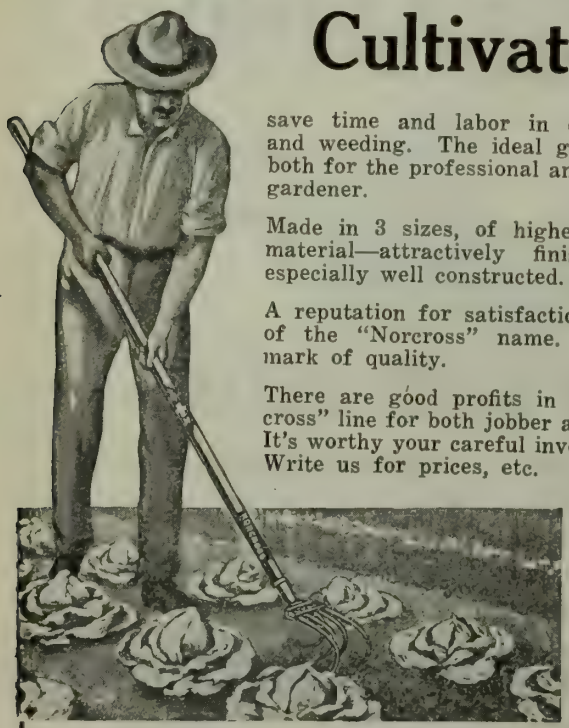
The only tool required is a wrench to remove the bonnet. The vise, hammer and cold chisel are all eliminated. Once sold always demanded by your trade.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Windsor, Winnipeg, Saskatoon, Calgary Vancouver, Victoria.

"NORCROSS" Cultivators



save time and labor in cultivating and weeding. The ideal garden tool both for the professional and amateur gardener.

Made in 3 sizes, of highest quality material—attractively finished and especially well constructed.

A reputation for satisfaction is back of the "Norcross" name. It's the mark of quality.

There are good profits in the "Norcross" line for both jobber and dealer. It's worthy your careful investigation. Write us for prices, etc.

Factory Representatives:
Western Canada: A. H. Fraser, Vancouver.
Eastern Canada: Richardson & Bureau, Montreal.

C. S. NORCROSS & SON - Bushnell, Ill., U.S.A.

PEDLAR'S PERFECT METAL CEILINGS AND WALLS



Suggestion Stimulates Your Sales

Most people are open to receive a good suggestion as to the improvement of the interior finish of their homes or other buildings.

Why not avail yourself of every opportunity to recommend Pedlar's Metal Ceilings and Walls.

You know how good they are—how suitable in appearance, ease of application, economy and durability. You know they will not burn, crack or fall away, but will outlast the house they are installed in.

Recommend them for all types of buildings, dwellings, stores, churches, schools, halls, etc. That's the way to increase your sales, add to your profits and enlarge your circle of satisfied customers.

The Pedlar People Limited

Established 1861

Executive Offices and Factories: Oshawa, Ont.

Branches: Montreal, Quebec, Ottawa, Toronto, London, Winnipeg, Vancouver.

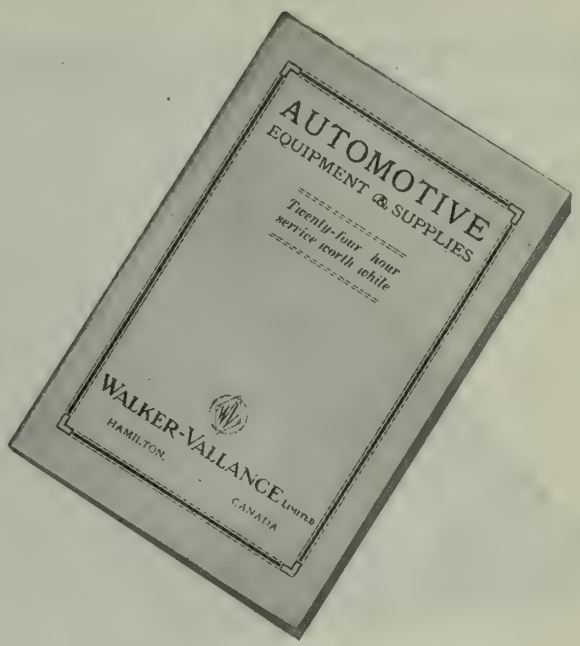
DID YOU GET YOUR COPY?

This, the latest book off the press on automotive parts, is yours for the asking.

Send us your address, it will be sent by return mail.

Tells you how easy it is to enter this most profitable business without a large investment of capital.

Our service worth while does the trick.

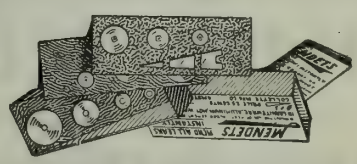


WALKER - VALLANCE LIMITED

HAMILTON, - - CANADA

MENDETS-

A PATENT PATCH





The Display Case here illustrated, placed on your counter, presents an effective suggestion that readily makes sales. Send for it today. It will pay you to sell **Mendets.**

Selling by the million!

MEND ALL LEAKS INSTANTLY

Without the Use of Heat, Solder, Cement or Rivet

In Graniteware, Aluminum, Hot Water Bags,

Tin, Copper, Brass and Sheet Iron; All Cooking Utensils and Rubber Goods

Simply Tighten Mendet and Leak is Mended

Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hdwe. Co., Winnipeg, Man.; Marshall Wells Alberta Co., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hdwe. Co., Charlottetown, P.E.I.; Thompson & Sutherland, North Sydney, N.S.; Merrick-Anderson Co., Ltd., Winnipeg, Man.; J. H. Ashdown Hdwe. Co., Ltd., Winnipeg, Man.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Ltd., Fredericton, N.B.; L. H. Hebert & Co., Ltd., Montreal, Que.; The Hanbury Hdwe. Co., Ltd., Brandon, Man.; McLennan, McFeely & Co., Ltd., Edmonton, Alta.; Browell Bros., Ltd., Halifax, N.S.; Caverhill, Learmont Co., Ltd., Montreal, Que.; Revillon Wholesale, Ltd., Edmonton, Alta.; Wood, Vallance & Adams, Calgary, Alta.; Lewis Bros., Ltd., Montreal, Que.; Wood, Vallance & Leggatt, Ltd., Vancouver, B.C.; Kennedy Hdwe. Co., Toronto, Ont.; T. McAvity & Sons, Ltd., St. John, N.B.; H. S. Howland, Sons & Co., Ltd., Toronto, Ont.; Sumner & Co., Moncton, N.B.; Cunningham Hdwe. Co., New Westminster, B.C.; W. B. Dalton & Sons, Kingston, Ont.; Wood, Alexander & James, Hamilton, Ont.; Hobbs Hdwe. Co., Ltd., London, Ont.; Marshall-Wells Co., Ltd., Winnipeg, Man.; A. Chown & Co., Kingston, Ont.; Edwin Chown & Son, Kingston, Ont.; W. H. Thorne & Co., Ltd., St. John, N.B.; F. R. Murray Co., Ltd., Vancouver, B.C.; A. Prudhomme & Fils, Montreal, Que.; Louis McLain & Co., Ltd., Winnipeg, Man.; Frothingham & Workman, Ltd., Montreal, Que.; Martin, Finlayson & Mather, Vancouver, B.C.; Brace, McKay & Co., Ltd., Summerside, P.E.I.; Lyons & Marks, Toronto, Ont.

COLLETTE MFG. COMPANY, COLLINGWOOD, ONT.

Ash Sifters that Make Sales

NO ROCKING
NO SHAKING
NO WORK
NO DIRT

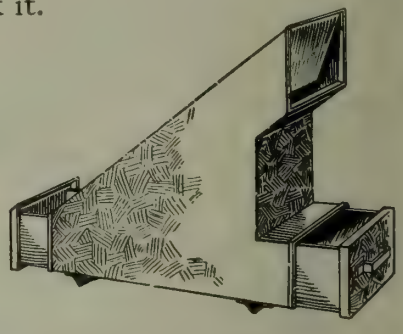
Made of Galvanized Iron with Black Iron Drawers, Self-Closing Doors, Removable Screens



This makes ash-sifting a pleasure instead of a horror ; you can wear your best clothes and yet not get any dust on them.

It is dustless; you don't have to rock it or shake it; it is self-operating, a child can work it.

We guarantee that this ash-sifter will give satisfaction or your money refunded. There are good profits in it for the dealer.



Write us to-day for prices and information

FURNIVAL & COMPANY

631 DUPONT ST. - - TORONTO, ONT.

THESE COLD BEND TESTS

of IRON BARS taken at random from our warehouse

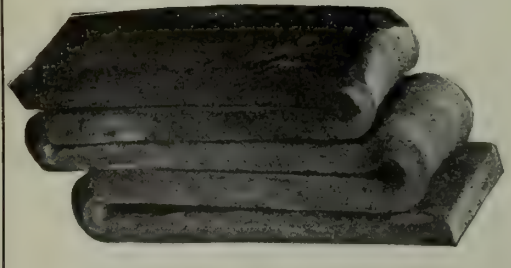
DEMONSTRATE THE QUALITY

that is put into our goods. When you order

LONDON BAR IRON

your customer receives a quality that

WILL STAND THESE TESTS





Drop us a line for full particulars and prices

Manitoba—Bissett & Webb, Ltd. Winnipeg

British Columbia—McPherson & Teetzel Vancouver

LONDON ROLLING MILLS CO., Ltd.

LONDON, CANADA



Hardware men are stocking

VLIT

because it makes friends for your store.

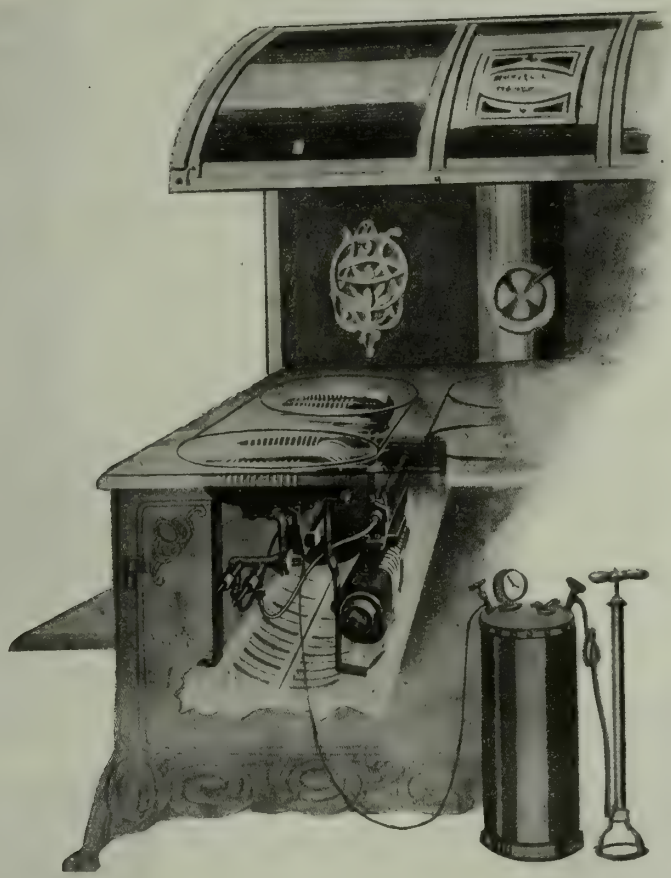
A 100% profit yielding dealer proposition for you.

Write us to-day.

(Made-in-Canada)

VLIT MANUFACTURING CO.
223 McGill Street - MONTREAL, CANADA

KINDLY MENTION THIS PAPER WHEN WRITING TO ADVERTISERS



The Canada Oil Burner

The cheapest and most efficient heat producer.

NO ODOR. NO DIRT.
NO WORK.

Burns 90 per cent. Oil and 10 per cent. Kerosene.
Every householder is a prospect for this burner.
Splendid profits for live dealers.

WRITE FOR QUOTATIONS

The Canada Oil Burner Co.

TORONTO, ONTARIO

THE BEACH FOUNDRY COMPANY LIMITED

THE MAPLE LEAF LINE

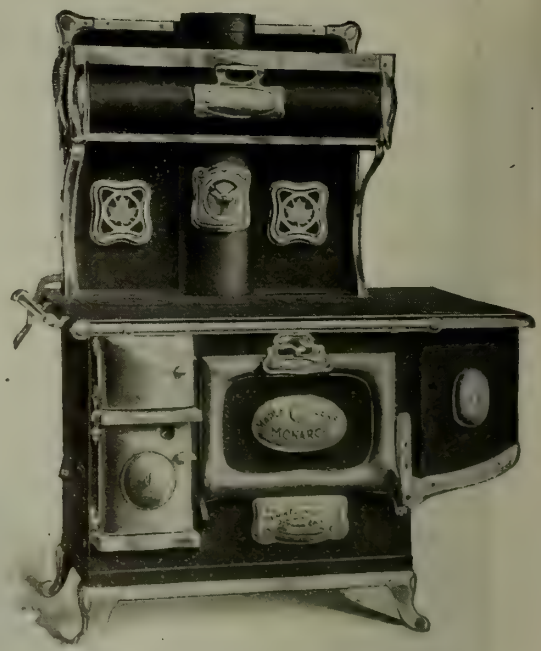
Steel Ranges

A Complete assortment of sizes, weights and designs.

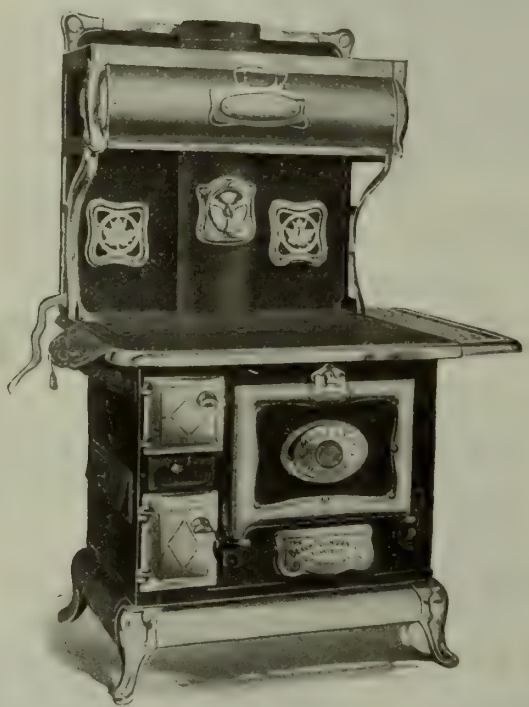
THE MONARCH

Heavy polished steel body. Key Plate Top, Front section elevates. Specially large firebox. Three section fireback and firefront for coal. Heavy Duplex Grates for coal. Easily interchangeable wood fittings. Flat wood grate and deep extension end. Large combustion chamber, perpendicular walls. Excellent flue construction.

A GUARANTEED BAKER



THE MAPLE LEAF "MONARCH"
With Reservoir and Plain Warming Closet.
Tubular Towel Bar.
(made also without reservoir)
New sliding direct draft damper gives perfect baking control.



The Invader Square

With Plain Closet Nickelled Drop door.
(Made also with reservoir).

A favorite in city and town, equipped with waterfront. The immense sale in Ottawa close to factory with no complaints is sure proof of ability to please. Fitted with any style Maple Leaf warming closet. All modern improvements, such as key plate top, and sliding direct draft damper.



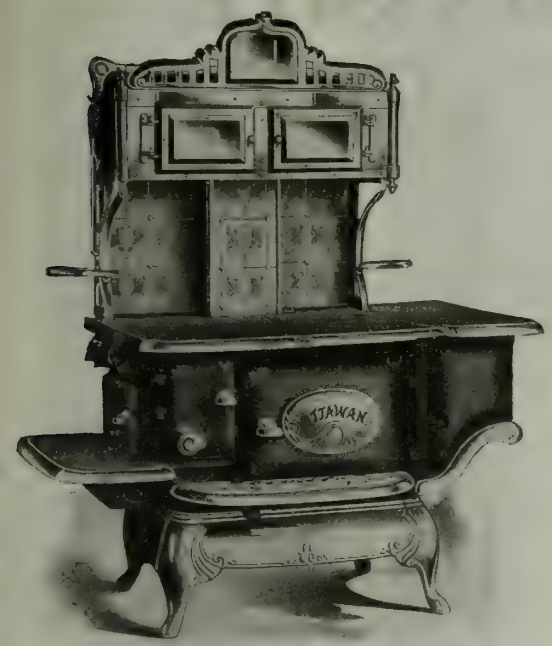
The Maple Leaf "Prize" with Reservoir

Tile and Nickel Roller Warming Closet.
(Made also without reservoir).

A high grade steel range at a lower price. Pleasing design. and substantial construction. Thousands giving satisfaction in both city and country homes.
Duplex Grates for coal. Flat drop grate for wood. Sliding direct draft damper. Scientific flue construction. Equipped with thermometer when required. Key plate top, polished when so ordered.

MAPLE LEAF STOVES & RANGES

Supreme from a Quality Standpoint

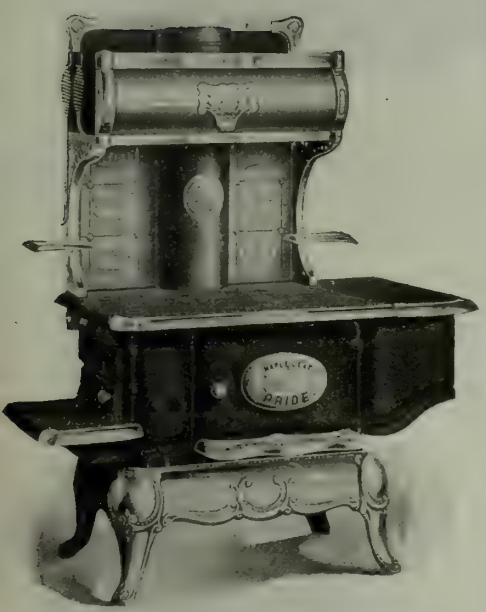


The Maple Leaf "Ottawan"

With Reservoir and Parisian Warming Closet. (Made also without Reservoir.) **A Heavy Purpose Cast Range.** Made in two sizes: Ovens (20x20x12½") or (18x18x12½") Sliding Grates, Duplex for Coal, Flat for Wood. Coal and Wood Grates easily interchangeable. One piece solid oven bottom, excellent for baking. Cast Nickel Removable. Convenient for cleaning.

1918 Sales were Three Times 1915 Sales.
Genuine Satisfaction the Real Reason

MAPLE LEAF RANGES
are scientifically constructed for lifelong service.
SECURE THE MAPLE LEAF AGENCY—A VALUABLE ASSET
Placed with responsible dealers only.
Exclusive rights and territory now being assigned
WRITE FOR PRICES



The Maple Leaf "Pride" with Reservoir

Tile Closet and Nickel Roller
More and less ornamental closets can be supplied

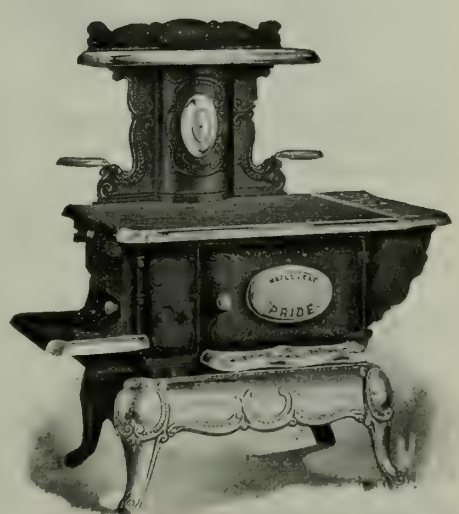
The Pride

The Square range fitted with waterfront is finding sale by thousands in city and town.

Fitted with Flat Wood Grate, the design with reservoir **is excellent for lighter demands for country use.**

Made in two sizes.

Ovens (18x18x11) or (16x16x10). Special price when furnished all black. Choice of 9 or 8 inch lids in larger size. Order a sample. The Pride will please your customers.

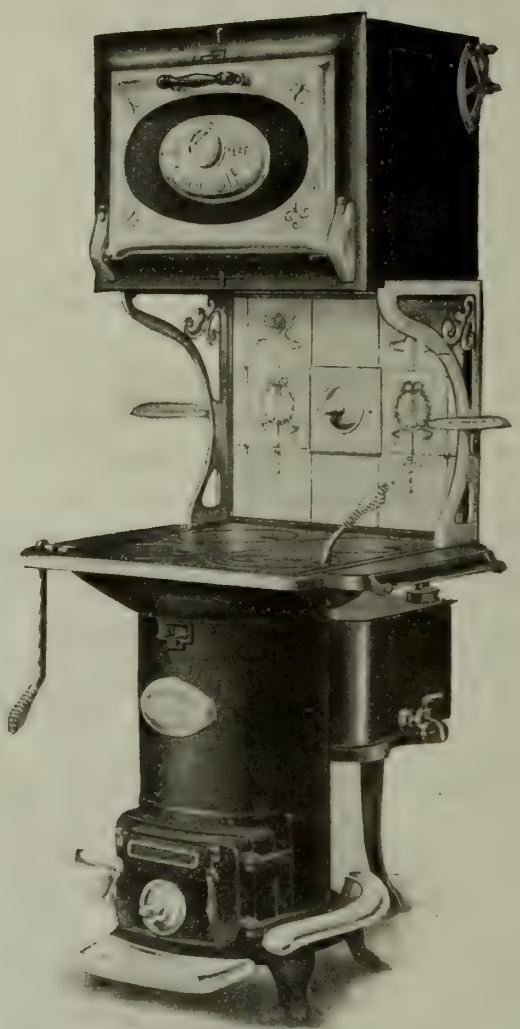


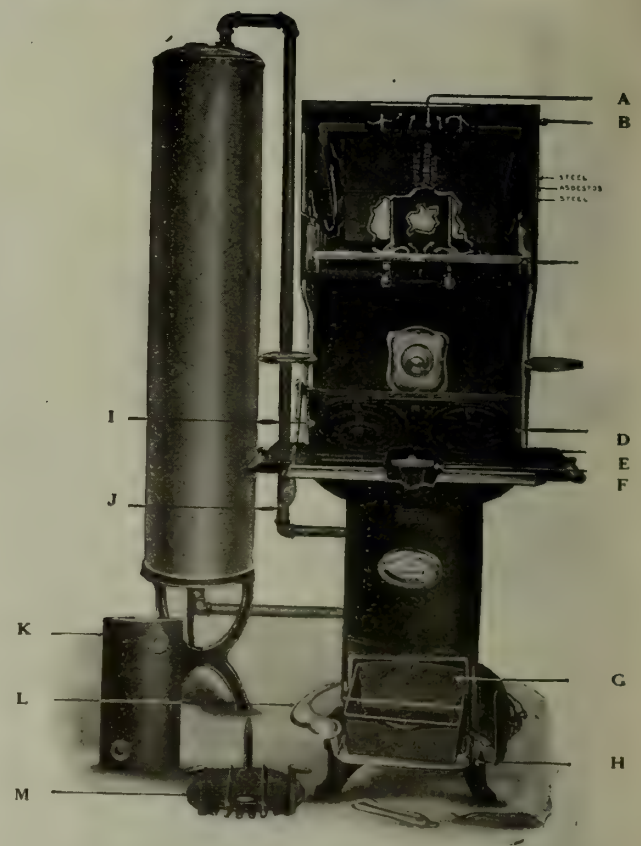
The Maple Leaf "Pride" Square with High Shelf

THE BEACH FOUNDRY COMPANY LIMITED

A Maple Leaf Agency Includes Exclusive Right to Sell

THE COMPOSITE





Composite (Improved Design) With Reservoir

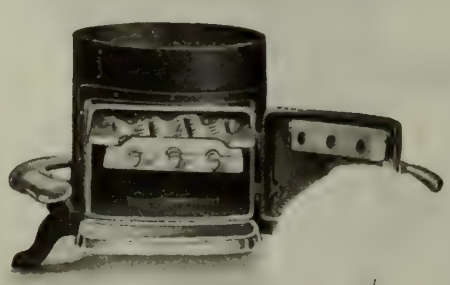
Contact Reservoir, steel encased, capacity 8 gallons
(Made also without reservoir)

THE GUARANTEED BAKER, COOKER AND HEATER

One sold in a neighborhood means a run of sales.

SECTIONAL VIEW OF COMPOSITE WITH SPECIAL FEATURES DISPLAYED

A. Adjustable damper gives correct heat for oven.
B. Ratchet damper handle can be set at desired point on dial.
C. Balanced drop oven door, double lined, with dead air space between, equipped with oven thermometer, friction catch, and non-heating handle. Easily detached nickelled hinge caps.
D. Strongly ribbed lids.
E. Removable side shelves.
F. Heat spreader gives even heat on all four lids.
G. Large ash pan 9¾ x 11½ x 4¼.
H. Nickelled removable ash tray.
I. Sectional reducing lid.
J. Ratchet boiler lift holds up front section for broiling or fuelling.
K. Powerful water-section can be installed.
L. Nickelled foot rails.
M. Suspended wood grate for use in moderate weather.



TRIANGULAR GRATES—thr ual shaker grates in heavy gr e holder

Triangular or Draw Centre Grates Interchangeable

Lining rest constructed as grate holder

Either type fits by sliding in



DRAW CENTRE GRATES—Heavy Grate ring oscillates to remove ashes. Centre draws to drop cinders.

MAPLE LEAF STOVES & RANGES

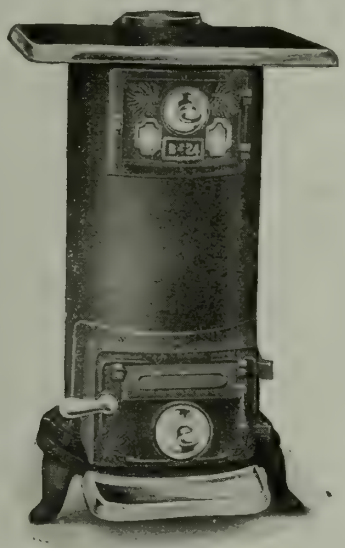
An Unsurpassed Assortment in Heaters
Designs to Attract Every Possible Purchaser



QUEBEC HEATER
Ordinary Type

Swing top admits fuel full size of fire chamber. Nickel swing tea pot stand.

	Diam. of Body	Height
No. 23, with grates..	11½	32
No. 24, with grates.	13½	36
No. 25, with grates..	15½	39



QUEBEC TWO-HOLE TOP
Convenient for Cooking

Heavy cast undertop. Made also without grates.

	Diam. of Body	Height
No. 53, no grates	11½	32
No. 54, no grates	13½	36
No. 63, with grates	11½	32
No. 64, with grates	13½	36



FOUR-HOLE TOP—THE COMPOSITE BASE

Made also without grates

Diameter of steel body 13½ inches. Key plate top. Front section elevates. Heavy cast undertop. Large water section. Reservoir can be attached.

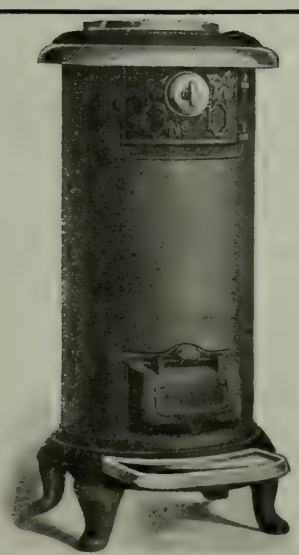
Interchangeable Triangular or Draw Centre Grates Fit All Designs
Polished steel barrels. High Quality brick linings. You can safely recommend use of watersections. They give real satisfaction.



QUEBEC LAUNDRY TWO-HOLE TOP

A special purpose heater for cooking, ironing, etc. Hot fire close to top.

	Diam. of Body	Height
No. 73, no grates..	11½	24
No. 74, with grates.	13½	27
No. 83, no grates..	11½	24
No. 84, with grates.	13½	27



QUEBEC WITHOUT GRATES
Suitable for Long Wood

Not so convenient for removing ashes. Illustration shows appearance of lower section of all heaters when supplied without grates.

	Diam. of Body	Height
No. 13, no grates	11½	32
No. 14, no grates	13½	36
No. 15, no grates	15½	39
No. 2, no grates	9⅝	28



QUEBEC PARLOR HEATER

Fancy top and foot rails added to ordinary Quebecs. Made in three sizes. Replaces the hot blast.

MAPLE LEAF STOVES & RANGES



MAPLE LEAF FURNACES

A Complete Line of Hot Air Furnaces

Thousands Giving Satisfaction

Divided radiator gives double heat travel.

Many furnaces are so constructed that the coal gas travels first to the flues at front causing escape of gas when the fire door is open. It is not so with the Maple Leaf construction. The gases are drawn away from the fire door and confined to flues until they reach the smoke pipe.

Easily cleaned flues. Heavy two-piece Firepot. Four Heavy triangular Grates.

The "Maple Leaf" Furnace for Coal or Wood

The Highest Grade of Construction. Satisfaction fully Guaranteed.

	Diam. of Casing	Diam. of Firepot	Heating Capacity
No. 438	38 in.	18 in.	11,000 cu. ft.
No. 442	42 in.	20 in.	15,000 cu. ft.
No. 446	46 in.	23 in.	19,000 cu. ft.

The "Lackawanna" Furnace for Coal or Wood

An Excellent Heavy Furnace at a lower price. Built like the ordinary furnace with single open flue construction.

	Diam. of Casing	Diam. of Firepot	Heating Capacity
No. 438	38 in.	18 in.	11,000 cu. ft.
No. 442	42 in.	20 in.	15,000 cu. ft.
No. 446	46 in.	23 in.	19,000 cu. ft.
No. 452	52 in.	25 in.	23,000 cu. ft.
No. 460	60 in.	30 in.	32,000 cu. ft.

The "Cottage" Furnace for Coal or Wood

For Smaller Homes. Built in two sizes.

The "Diamond" Wood Furnaces

For homes in wood districts.



WINCHESTER OAK

Draw centre grates only.
Self feeding Magazine
Heavy Cast Firepot.

No. 13	firepot	diameter	12 in.
No. 15	"	"	14 in.
No. 17	"	"	16 in.
No. 19	"	"	18 in.

Only one check draft in No. 13

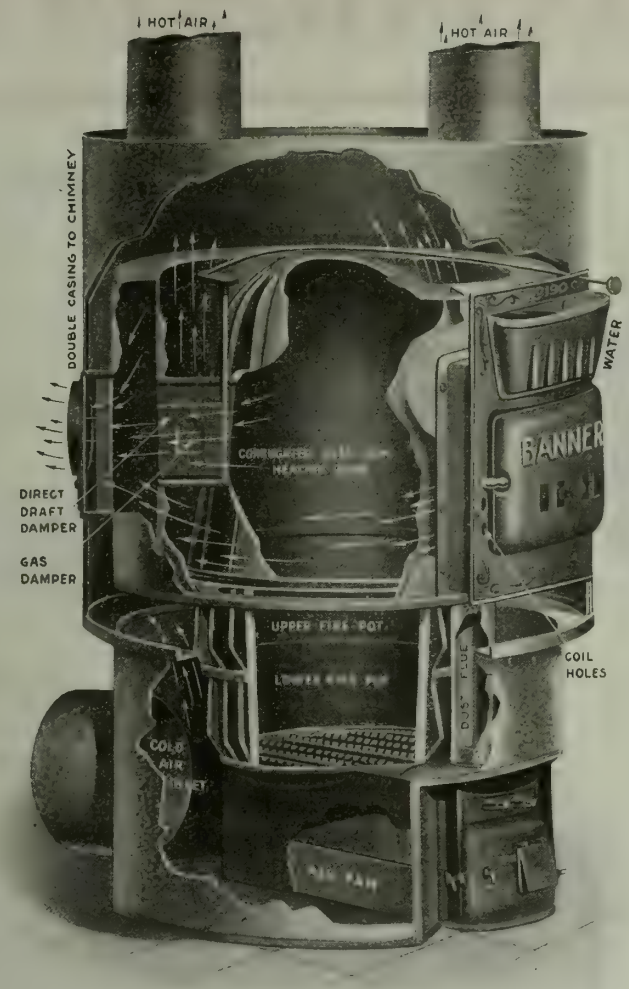
The Complete Maple Leaf Line includes many features not illustrated here, such as Wood Stoves, Farmers' Feed Cookers, Cauldrons and Furnace Registers.

Send for complete catalogue with prices.

The Beach Foundry Co., Limited

Ottawa, Ontario, Canada

THE BANNER FURNACE



Sectional View of Banner Furnace.
For HARD Coal, SOFT Coal, COKE or WOOD

The **Furnace** is the most expensive part of the

Heating Plant

The buyer should examine it carefully to see whether the maker has used brains in designing it—care in choosing his materials, and skill in building it.

The Banner Furnace has proven its worth for many seasons, and under all conditions.

The Banner Furnace is mechanically correct and built to last. Every part of furnace that comes in contact with the fire is made of Cast Iron. For instance, a solid Cast Iron **Combustion Chamber.**

Combustion Chamber

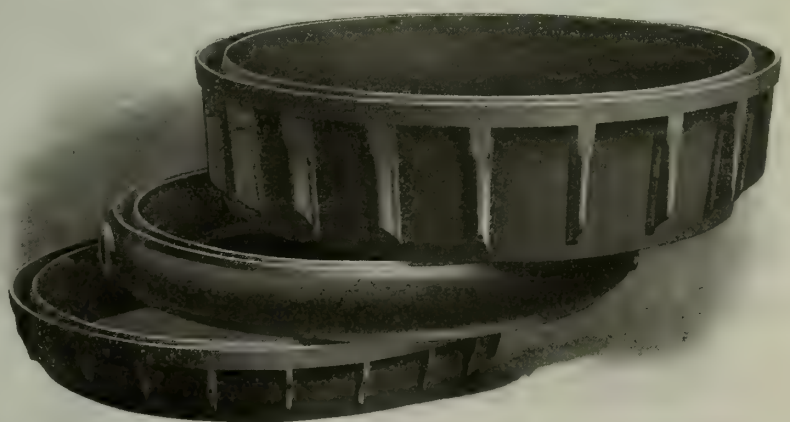
The **Fire Pot** is made in two sections, with a cup joint.

The **Grate Bars** are triangular in form, four in number, two of which are shaker bars.

The **Water Pan** is large and placed in the best place to give satisfaction.

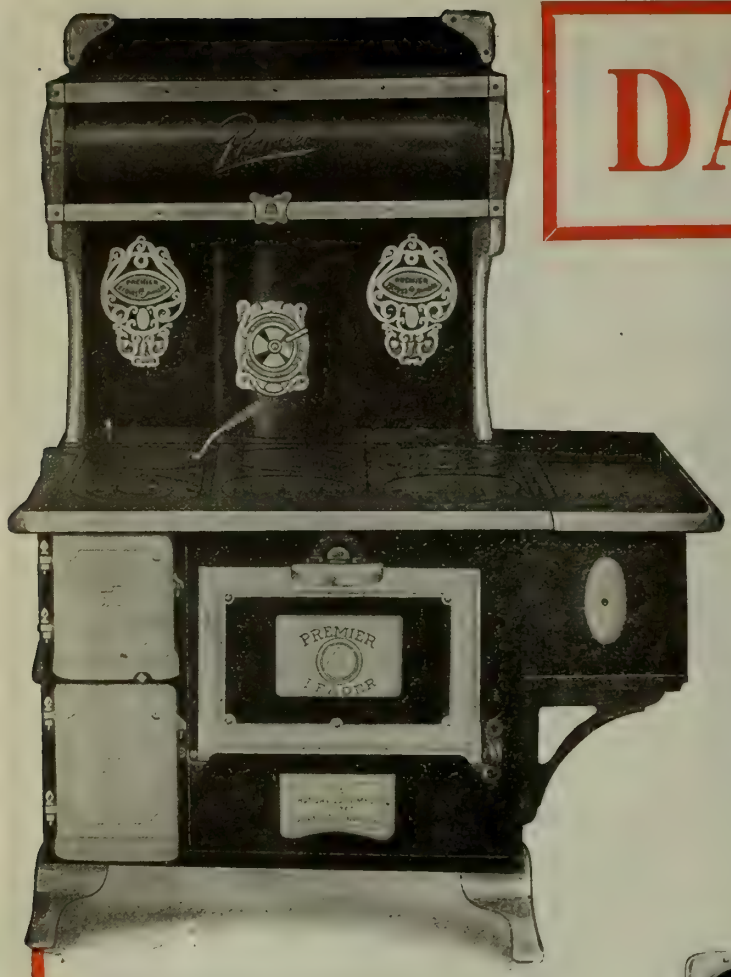
The **Gas Ring** is exceptionally convenient, and is supplied when required. No trouble when changing from Gas to Coal; no parts to remove.

Many good towns open, where good Agents are wanted.



THE GALT STOVE & FURNACE CO., LTD.

GALT, ONT.



DAVIDSON'S

Premier Marathon
Premier Cordova
Premier Leader
Premier Royal
Premier Chieftain

PREMIER RANGES is the line that gets the business---and it's good business, too. Shows big returns to the customer in *never-failing* "absolute satisfaction" and to the Dealer in ample profits.

There's a "Premier" For Every Purse

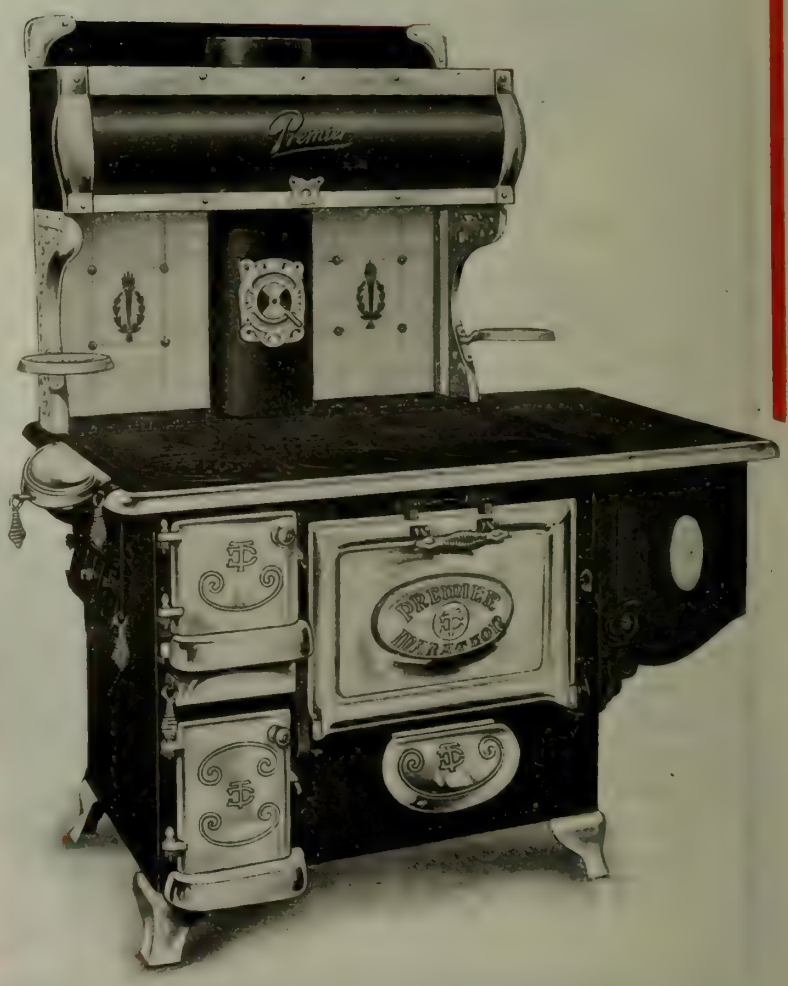
The Premier Leader

The most economical steel range you can recommend to your customers. Strong, durable, well made and at a price that makes it a "good buy." Its exceptional finish and splendid appearance make an instant appeal to the prospective purchaser. Housewives appreciate its fine cooking and baking qualities on a minimum of fuel consumption.

The Premier Marathon

This is without a doubt the best value we can offer you in a high grade steel range. Fitted with our Persian closets, comprising tiled back and pipe. Firebox best ever designed. Grates and linings very substantial. Oven proved best by experience—can't buckle. Body of heavy polished steel practically indestructible.

Write us for information about any of these ranges. There are good profits in them and they are rapid sellers.



The Thos. Davidson Mfg. Co., Limited

Toronto MONTREAL Winnipeg

DAVIDSON'S

Water Coolers
Refrigerators
Freezers
Filters
Ice Chests

What of the summer time—with its hot, scorching days? We do not venture to predict what this summer will be like, but we do predict a very disappointing time for the dealer who fails to consider his **"hot weather"** needs early. The lines here illustrated possess all the most modern and up-to-date features that go to make them rapid sellers. Made with that same exacting care that has put all **Davidson products** in the front ranks of **"High Quality."**

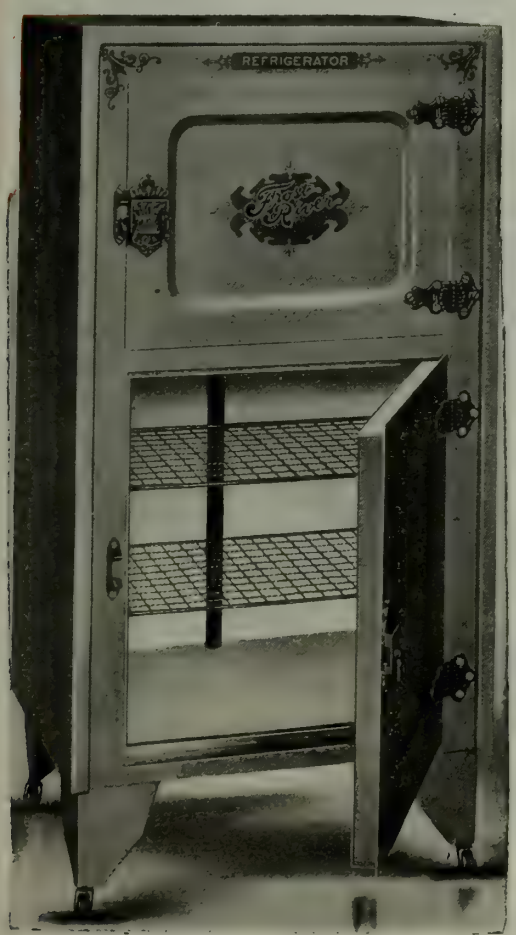


Fig. 452

Davidson's Water Coolers

Capacity 3 to 10 Quarts

Japanned in French grey and handsomely decorated, plated faucets. Properly constructed — they are used universally and recognized as the standard for hard usage. Extra carbons supplied separately.



Davidson's Frost River Refrigerator

Made of galvanized sheet steel finished outside with beautiful French grey enamel, and inside in snow-white enamel. Fitted with tinned wire shelves which will not rust. Inside parts are removable for cleaning. Locks, hinges and handles are of polished solid brass. Made in three sizes.

The "Frost River" uses much less ice than a wooden refrigerator—a good feature in these days of high prices.

Write for prices on these good summer lines.

The Thos. Davidson Mfg. Co., Limited

Toronto MONTREAL Winnipeg

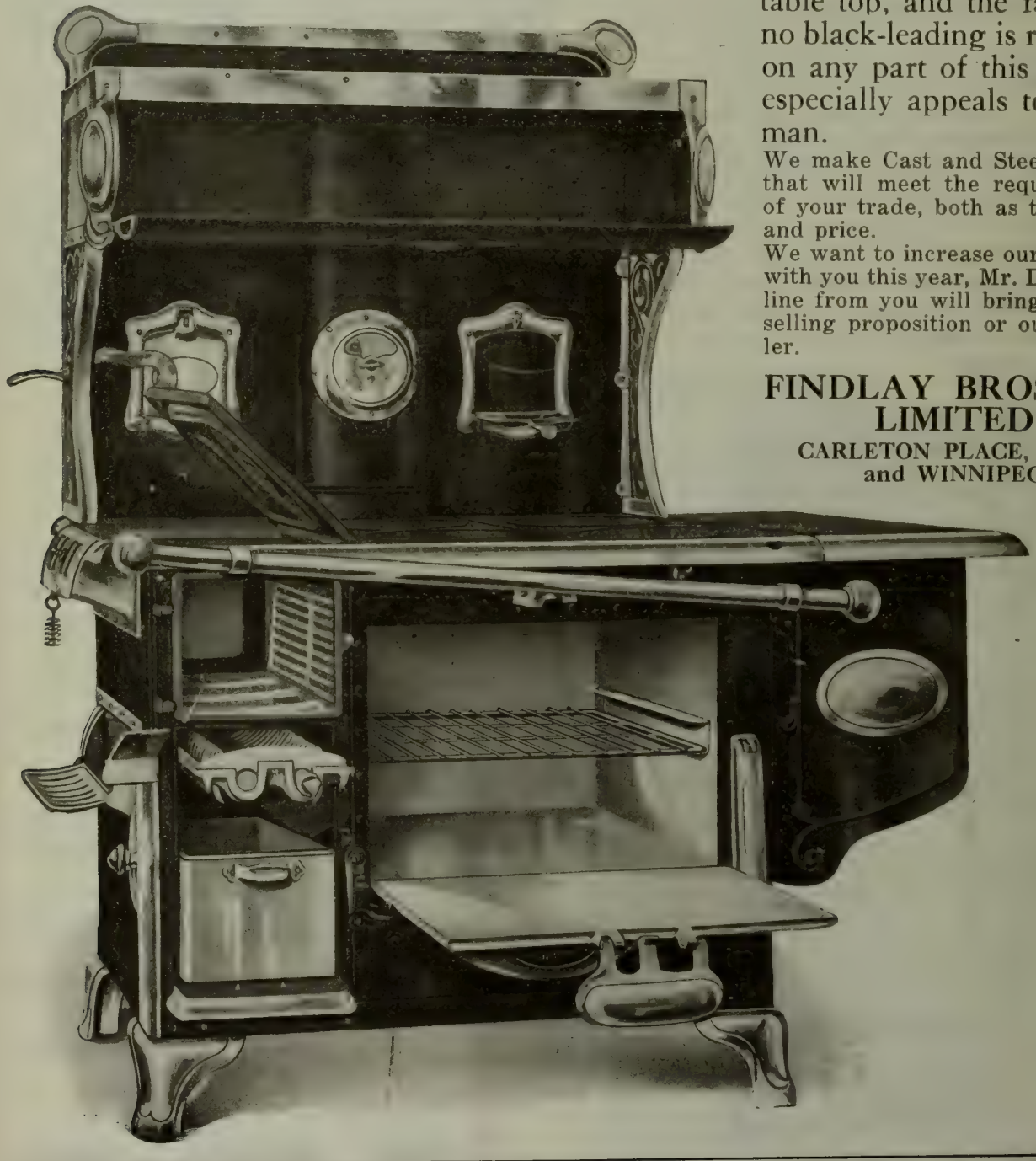
The Kitchen Masterpiece

Findlay's Universal

The UNIVERSAL has the appearance which counts for a lot, but above all, it is a dependable Range. It represents quality, service and satisfaction.

The sale of a FINDLAY UNIVERSAL means a satisfied customer, more business for your store, and the selling of a number of other of these Ranges in the same district.

There are lots of good homes in your district, who will pay the price for a good Range of this class. One of its strong features is the roomy, level, burnished table top, and the fact that no black-leading is required on any part of this Range, especially appeals to a woman.



We make Cast and Steel Ranges that will meet the requirements of your trade, both as to quality and price.

We want to increase our business with you this year, Mr. Dealer. A line from you will bring you our selling proposition or our traveller.

FINDLAY BROS. CO. LIMITED

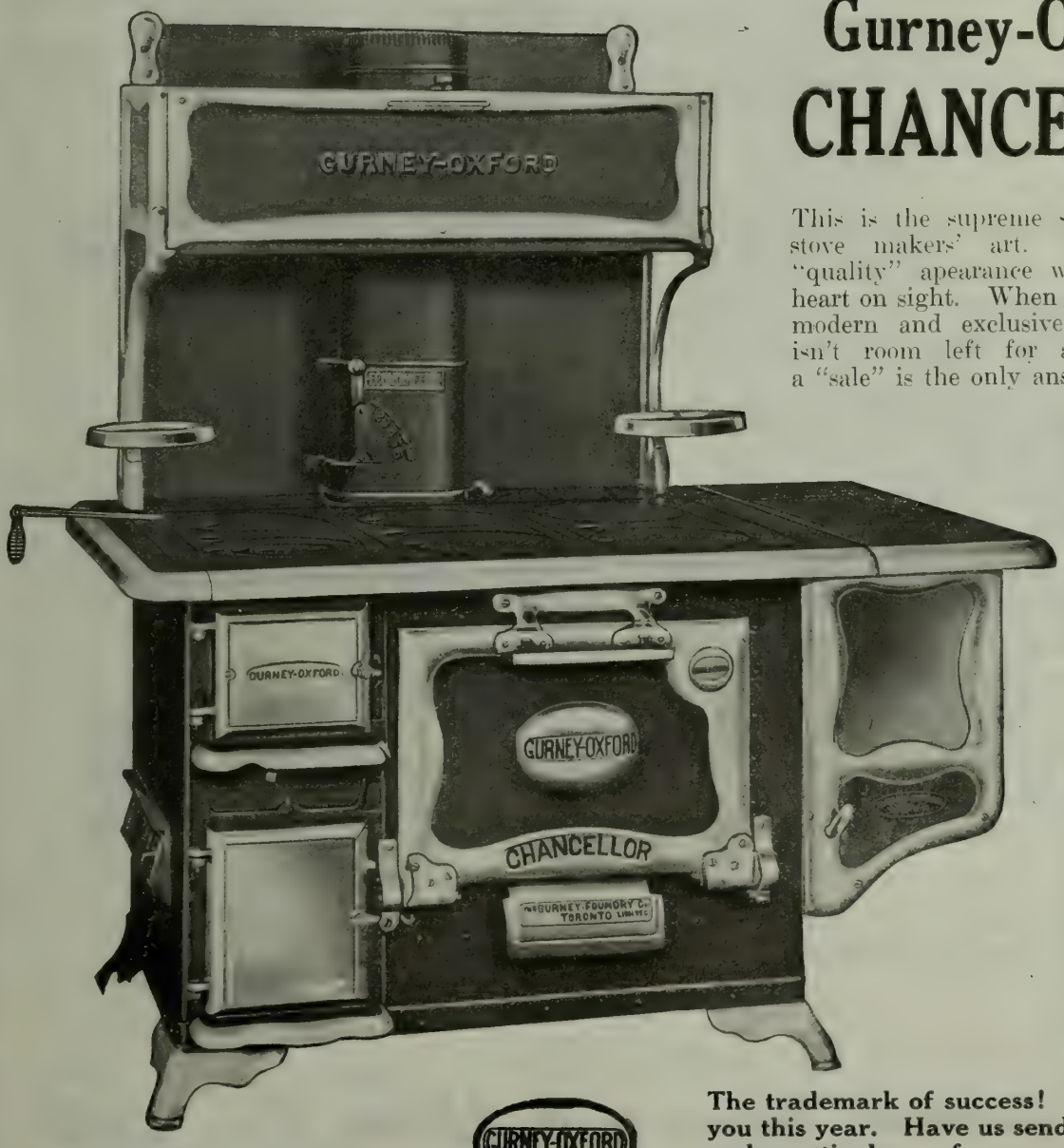
CARLETON PLACE, ONT., and WINNIPEG

REVILLON WHOLESALE LIMITED, EDMONTON

Wholesale Jobbers for Alberta

A Matchless Seller

This superb Gurney-Oxford Steel Range, the well-known 'Chancellor," is a "matchless seller" in every sense. Easily sold because of the admitted prestige and reputation of the House of Gurney—foremost since 1845. But—best of all—it gives wonderful service and satisfaction when sold. Every "Chancellor" home is a life long friend and customer for the dealer who sold it.



Gurney-Oxford CHANCELLOR

This is the supreme standard of the stove makers' art. Its handsome "quality" apearance wins a woman's heart on sight. When you mention its modern and exclusive features there isn't room left for an argument—a "sale" is the only answer.

SOME OF ITS GOOD POINTS

- Heavy, best quality blue steel construction.
- Polished Top.
- Special Grate.
- Divided Flues.
- Special heavy nickel trim.
- Large, extra efficient oven.
- Copper reservoir, 12 Imperial Gallons.
- Drop oven door.
- Big drop door warming closet.
- Arranged for hard or soft coal or wood.
- Splendid finish all through.

GURNEY-OXFORD

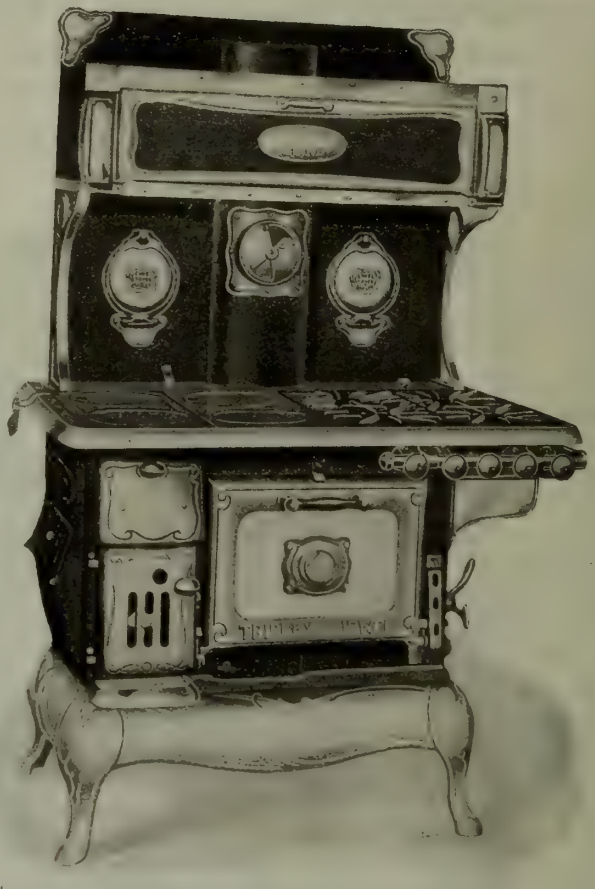
The trademark of success! Let it work for you this year. Have us send you catalogue and particulars of our special dealers' terms and services.

THE GURNEY FOUNDRY CO., LIMITED

Toronto Montreal Winnipeg Vancouver

"Triplex Jewel"

COMBINATION RANGE



The Range that caused so much favorable comment at the Hardware Men's Convention held at Hamilton last month.

The newest and most up-to-date Combination Range yet made, every modern feature being embodied in its construction.

In one second, by a slight forward movement of the lever at right side of oven the range is changed from a coal and wood to a gas burner, all dampers and ventilators being automatically set in proper position.

A reverse movement of this lever again changes the range to a coal and wood burner, placing the oven burners in an out-of-the-way-position and resetting all dampers.

Note Particularly that with the *Triplex Jewel* there are no loose oven burners to be placed and removed, no cumbersome baffle plates and the possibility of forgetting to properly set dampers and vents is eliminated as all are automatically operated.

Don't fail to examine the construction of the oven of the *Triplex Jewel,* you will be convinced that the system of ventilation is perfect and unequalled.

—The Range that will be in demand—

MANUFACTURED BY

The Burrow, Stewart & Milne Co., Ltd.

Established 1864. 52 Years of Foundry Experience

HEAD OFFICE AND FACTORY: HAMILTON

TORONTO BRANCH: 48-50 Lombard St., W.J.Carson,Mgr.

WINNIPEG BRANCH: 130 James Ave., L. Haney,Mgr.

MONTREAL BRANCH: 36-38 St. Dizier St., J.R.Anderson,Mgr.

THE EMPIRE LINE

Made in Canada

Advantages of the Empire Combination Coal and Gas Range

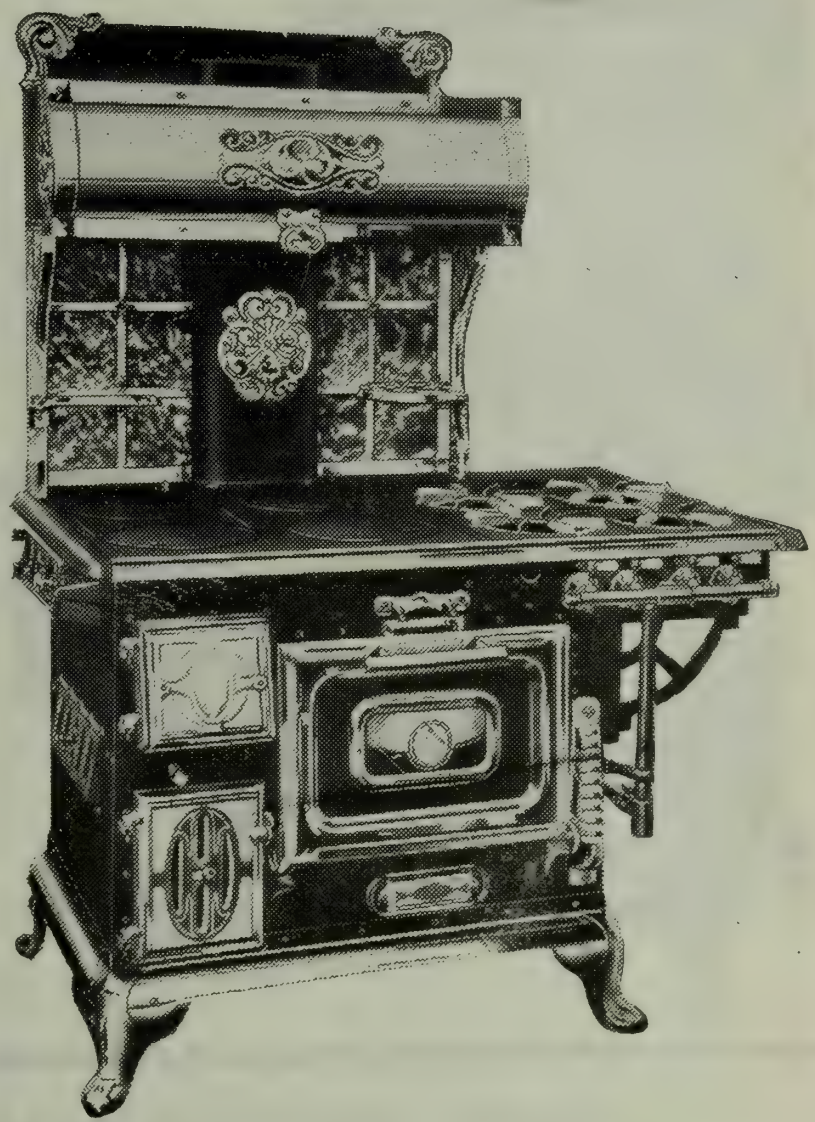
Is made for either natural or artificial gas.

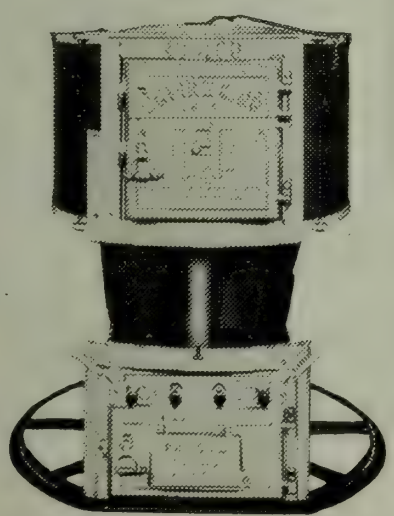
Has 4 cooking holes for coal.

Has 4 cooking holes for gas.

Waterfront can be supplied if desired.

Write direct for price and catalogue





Empire King Warm Air Furnace

Mr. Furnace Dealer:

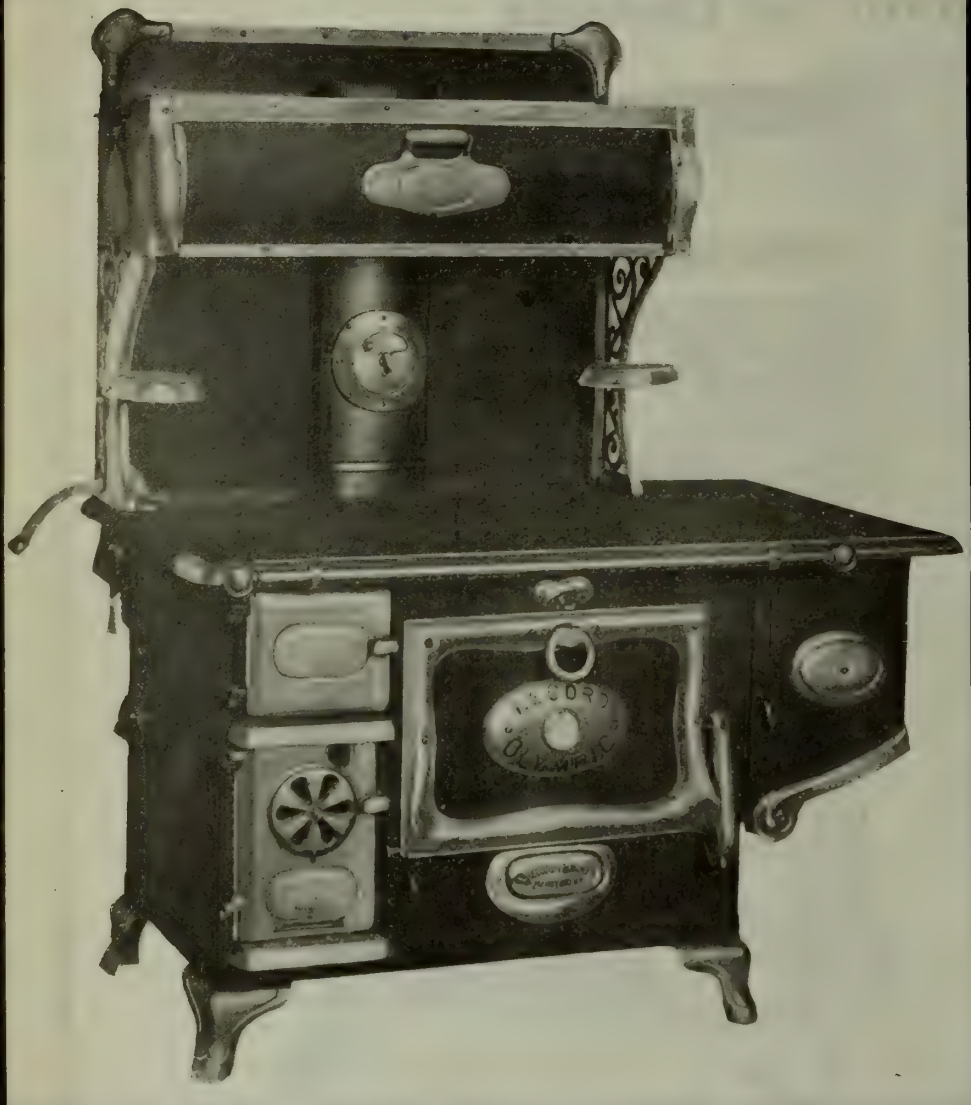
The Empire King is up-to-date. Burns hard coal, soft coal, coke or wood. Made in 4 sizes: No. 200, No. 300, No. 400, No. 500.

Manufactured by

Empire Stove & Furnace Company, Limited

Owen Sound, Ont.

A Complete Line of—



THE RECORD OLYMPIC RANGE

The Housewife's conception of an ideal range. Backed to the limit by our unusual *Guarantee.*

You may measure it, weigh it and test it in every way, and if it is not the best Range you have ever seen you may return it at our expense.

SEND FOR CATALOGUE

We want every dealer to have our new catalogue and learn all about our attractive line and excellent service in supplying your customer's needs with the most complete line of Stoves, Ranges and Furnaces manufactured in Canada.

The Record Foundry & Machine Company, Ltd.
MONCTON, N.B.

Western Distributors :
R. R. Kinread, 286 Bannatyne Ave., Winnipeg ; F. R. Murry Co., Ltd., Vancouver, B.C.

Stoves, Ranges and Furnaces

THE RECORD EXCELLO

Warm Air Furnace

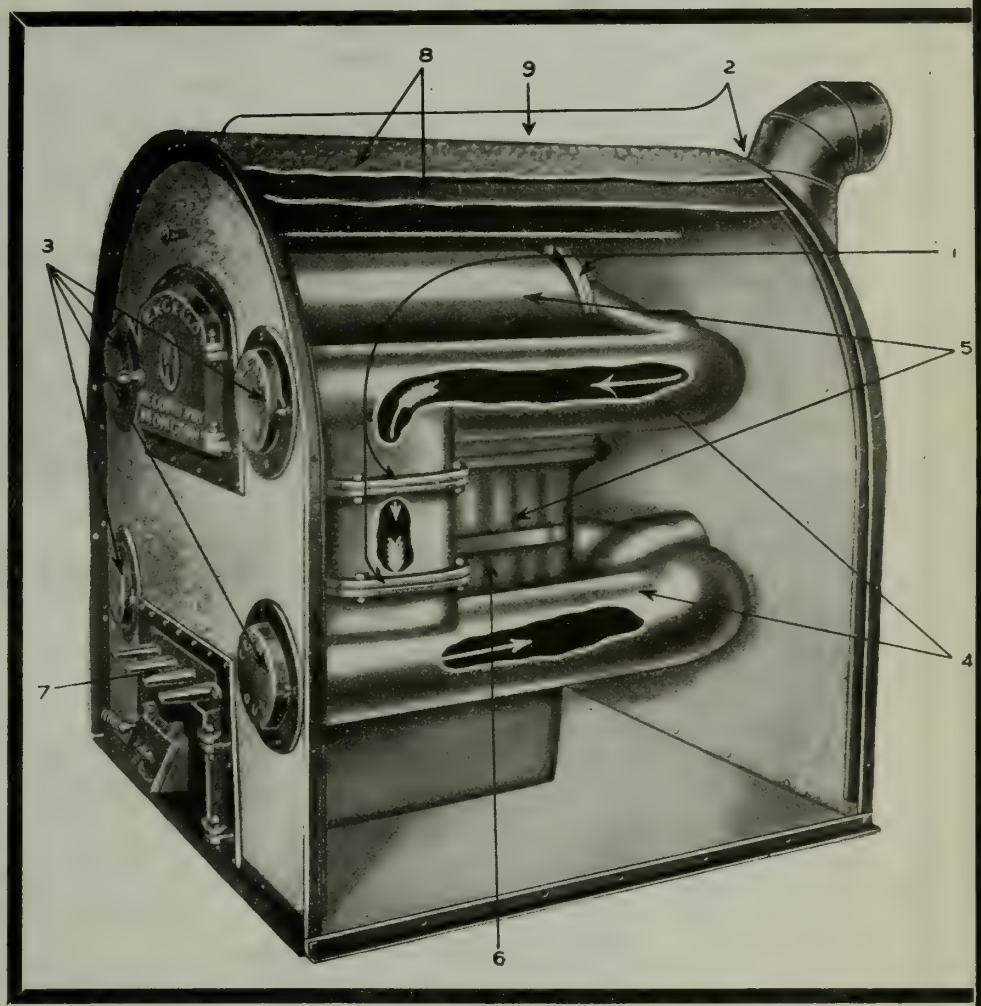


FIG. 1—Showing the SHEET ASBESTOS GASKETS bolted between iron flanges, making absolute GAS and DUST-PROOF joints, which is a most important improvement over the old-style joints.

FIG. 2—Showing the simplicity of construction of the EXCELLO over all other furnaces, as it is not necessary to disturb the hot air pipes or casing in making repairs, as the casing can be simply raised up from the bottom and the whole inside of the FURNACE may be examined or repaired.

FIG. 3—Showing the cleanout FLUE CAPS which only have to be lifted off to get access to the interior of the FLUES.

FIG. 4—Showing the perfect indirect downward draft flue construction, the effect of which is to retain the products of combustion in the flues much longer than any other furnace made.

FIG. 5—Showing the long fire travel, giving positive assurance that the EXCELLO has the largest amount of direct radiating surface in proportion to the grate surface of any heater made.

FIG. 6—Showing the most perfect fire pot ever constructed with perpendicular sides which overhang the sides of the ash pit one-quarter of an inch, making it impossible for dead ashes to accumulate.

FIG. 7—Showing the triangular roller grates with no frame or gears to warp or break.

FIG. 8—Showing the double casing one inch apart, the outside one being made of galvanized iron, and the inside one of pure tin.

FIG. 9—Showing the low down construction at the EXCELLO, which is only 40 inches from the bottom to the top, which is about 30 inches lower than the ordinary make of furnaces.

The EXCELLO wil burn all kinds of fuel equally well. Hard coal, soft coal, coke or wood, and will radiate 18 per cent. more heat from the same amount of fuel than any other furnace made.

We do not pretend to compete with makers of cheap-made, low-priced furnaces, but if you wish a really first-class heater, we have it in the EXCELLO.

Write for our furnace hand book explaining this furnace.

The Record Foundry & Machine Company, Ltd.

MONCTON, N.B.

Western Distributors :

R. R. Kinread, 286 Bannatyne Ave., Winnipeg; F. R. Murry, Co., Ltd., Vancouver, B.C.

THE HAMILTON STOVE & HEATER CO.

LIMITED

Head Office and Works
HAMILTON, ONTARIO

Established 1843

Warehouses and Offices:
Winnipeg,
134½ Higgins Ave.

Montreal, 167 McGill St.

Agencies and Showrooms: Charles Rankow, Durban, South Africa. Webb Bros., Georgetown, Demerara, British Guiana. Edward Le Bas, 64-68 Broad St., New York, N.Y. Dock House, Billiter St., London, E.C. 3, England.

SUCCESSORS TO

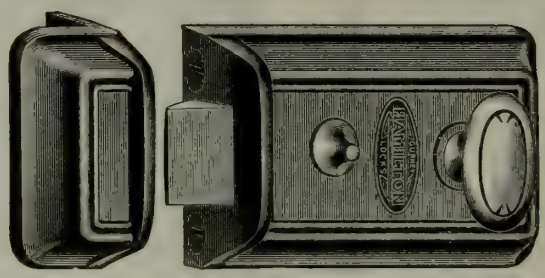
GURNEY, TILDEN & COMPANY,

LIMITED

MANUFACTURERS OF

STOVES, RANGES, BOILERS, RADIATORS, FURNACES,
REGISTERS, LOCKS AND HARDWARE





Cable Address
"HASTCO"

Western Union Telegraph Code and A.B.C., Code, Fifth Edition.

Number 1980

New Cylinder Night Latch, Antique Copper Finish. For sale by Jobbers everywhere. Price, $30.32 per doz. net.

SOUVENIR
- Ranges
- Cooking Stoves
- Warming Closets
- Heaters
- Caboose or Van Stoves
- Base Burners
- Box Stoves
- Laundry Stoves
- Cottage Furnaces
- Gas Ranges
- Gas Hot Plates
- Gas Garage Heaters
- Gas Garbage Incinerators
- Jacket Water Heaters
- Radiators
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NEW IDEA
- Warm Air Furnaces
- Hot Water & Steam Boilers, Round & Sectional Square

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- Smokeless Boilers

GURNEY HAMILTON
- Locks and Keys
- Panic Exit Locks
- Simplex Transom Lifters
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- Push Plates
- Letter Box Plates
- Bell Sets
- Knobs
- Store Door Sets
- Front Door Sets
- Inside Door Sets
- Sliding Door Sets
- Foot and Chain Bolts
- Extension Flush Bolts
- Cupboard Catches
- Transom Catches
- Drawer Pulls
- Hat and Coat Hooks
- Shelf Brackets
- Casement Holders
- Transom Chains
- Sash Pulleys
- Hinges and Butts
- Kick Plates
- All Standard Finishes or to Sample.

British Crown Steel Plate Range



One of our best selling ranges.

Well made and highly finished.

Guaranteed baker cast iron fire box.

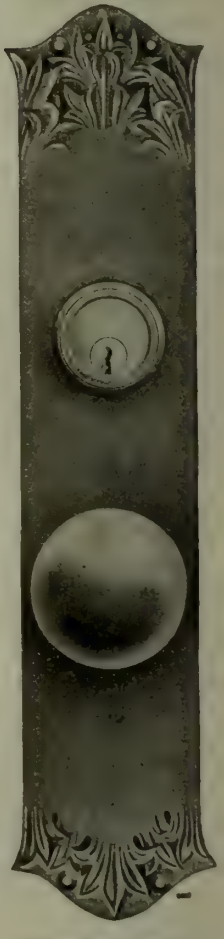
May be quickly changed from coal to wood.

Oven—17½ x 21 x 11¾.
4—9″ Covers, 2—5½″ Covers.
Coal Fire Box 18 x 7 x 7½.
Wood Fire Box 21 x 7 x 7½.

Square, with high closet and white enamel splashers.

As shown, 285 lbs. - - $46.35 net
With Reservoir, 310 lbs. - 51.95 net

Special Discounts for Quantity Orders.



Westminster Design, as supplied the New Parliament Buildings at Toronto.

Write for catalog and prices on any line you are interested in.



Announcement

¶ The Canada Stove and Foundry Company, Limited, desire to advise you that their representatives are now on their several routes. To those who have not been called upon we would ask that they defer ordering until they see what we have to offer. This year should be a notable one for both maker and dealer in "Canada" lines. Our variety is all that could be desired—quality of real excellence and values that we believe are unequalled. It is with unbounded enthusiasm and utmost confidence that we look forward to a banner year—increased sales—satisfaction—success for you and all of us.

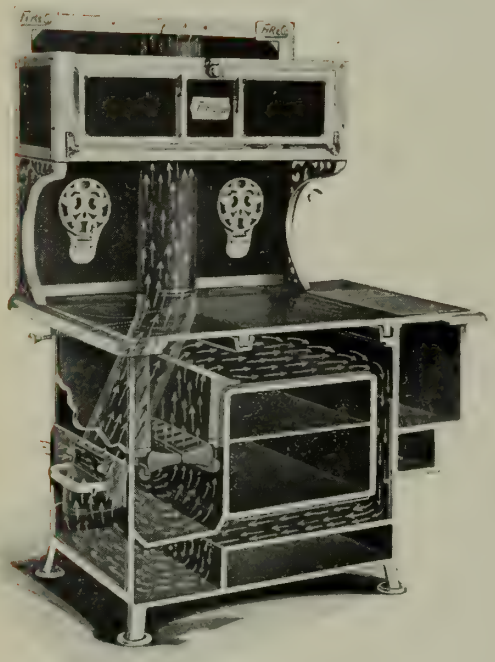
The Canada Stove and Foundry Co.

LIMITED HEAD OFFICE VILLE ST. LAURENT MONTREAL

MAKERS OF ORIGINAL STOVES, RANGES, HEATERS, AND ALL KINDS OF APPLIANCES USING COAL, WOOD AND GAS

FiRēCo

REGISTERED



The science of Heating has made remarkable advances during the past few years. The apparatus invented, and the methods figured upon, have all had the one end in view—**the saving of fuel.**

There is yet to be invented, and yet to be improved, an apparatus or principle that approaches the

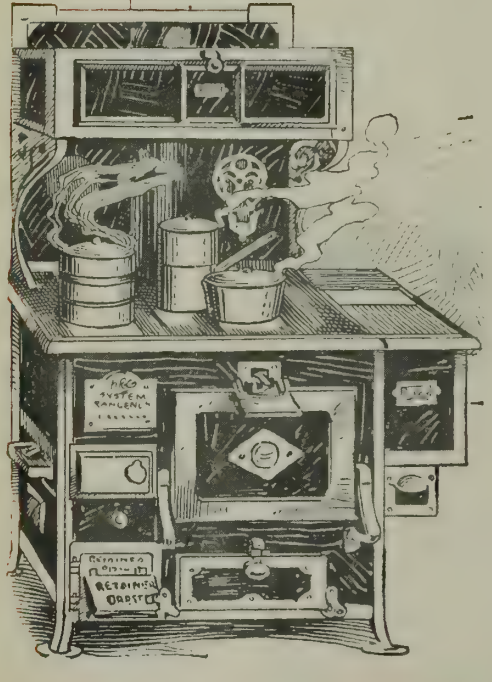
FiReCo SYSTEM

It's right up-to-date to the minute and many years ahead of all other known methods.

The FiReCo Ranges and Heaters are the only stoves on the market to-day made on the FiReCo Principle.

Dealers who are selling them are experiencing a most satisfactory volume of profitable sales and "good business."

TRADE FiReCo MARK SAVES FUEL



The FiReCo Range solves the Fuel Problem. Soft coal may be burned with equal facility as Hand Coal and minus the usual muss and dirt.

It conserves the heat
It economizes the fuel bill
It makes combustion complete
It prevents the flues being filled with soot
It gives absolute control of the fire
No gas can escape from this range
And saves 50 per cent. of Fuel Costs.

Requires 50 per cent. less labor to operate, with 50 per cent. less ashes to carry out, and gives 100 per cent. more cooking and heating satisfaction.

A combination of Efficiency, Economy, Sanitation and Simplicity.

It will pay you to investigate the "FiReCo" line.

We demonstrate this Range in your store—then you can talk it intelligently. Get it **now.**

THE HALL-ZRYD FOUNDRY CO., Ltd. Hespeler, ONT.

CALGARY EDMONTON WINNIPEG VANCOUVER



Before



After

"BEFORE"—To the stove dealer, this reproduction illustrates a familiar sight—the old stove that you allowed your customer a few dollars for in the deal for a new one.

Now, the question arises in your mind, "Shall I dump it in the junk heap, or put it in shape to sell again at an attractive profit?"

You have the extra fittings to put the inside in good order, and we have the equipment and expert workmen to put all nickel trimmings in the same condition as when new, and at a small cost.

What are the net results?

1. **You are in a position to allow your new stove customer more money for his old stove—he is thoroughly satisfied.**

2. **When you and we convert this old stove into practically a new one, as shown above as "AFTER," you will have a "most as good as new" stove to sell to a customer at a medium price—he will be absolutely satisfied.**

3. **Now you have made two sales instead of one—have two satisfied customers instead of one—have made two profits instead of one, and you are satisfied.**

4. **Now, remove all the nickeled trimmings from the old stoves you have on hand, wrap in old newspapers and pack securely in a box and send them along to us—we will make them look like new at a trifling cost, and we will be satisfied.**

5. **Up to now everybody is satisfied, and you can feel that you have conserved instead of wasted.**

We have been rendering this service for years and have scores of satisfied customers.
We have recently doubled our capacity and can give you quick delivery.
On receipt of your shipment of fittings we will quote prices for your approval.

THE FLEXIBLE CONDUIT CO., LIMITED

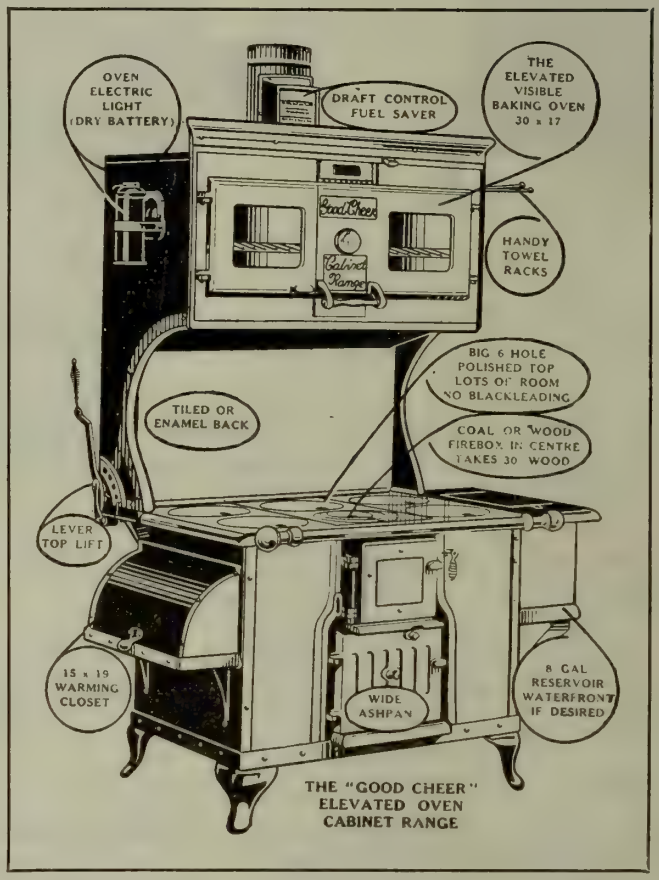
GUELPH, CANADA

The "GOOD CHEER" CABINET

Elevated Oven Range

For Coal and Wood White Enamel Trimmed

It Sells All The Year 'Round



The Modern Farm Range—Right Up-to-Date—Absolutely Guaranteed

The 1919 model is equipped with loose centre to take pit-bottom boiler, and reservoir is heated by fire travel—not contact.

For Dairy or Chicken Farming, or where an abundance of hot water is required, we supply the Cabinet with a special 15-gallon capacity reservoir.

We will also shortly have a smaller size of the Cabinet, suitable for town use. There will be trade for you in this range too.

Why not write us NOW regarding an age cy?

The JAMES STEWART MFG. CO., Limited

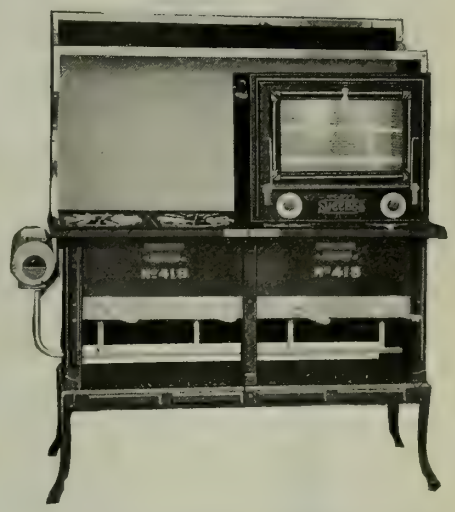
WOODSTOCK, ONTARIO

Western Warehouse : 156 Lombard St., Winnipeg **McLennan, McFeeley & Co., Ltd., Vancouver**

Profitable Lines to Carry

THERE are many reasons why McClary's lines are profitable to carry. First, any line that bears McClary's Trade Mark is guaranteed the highest quality. Second, they carry the latest improvements. They are the result of seventy years' experience. Third, McClary lines are quick sellers affording a ready turnover—they are well advertised.

THE Florence Automatic Cook Stove, with mantel and McClary's Success Oven, is a most serviceable kitchen equipment, and is in great demand. It is thoroughly efficient and safe in operation. There are no wicks, no valves, and NO ODORS. The jacket attachment on the burner concentrates the heat on the cooking.



No. 419. "Florence Automatic" Oil Cook Stove, fitted with Mantel and No. 70 Success Portable Oven.



DAIRY SUPPLIES

These also are a most profitable and satisfactory line to sell. Besides being perfectly sanitary, these cans are strong and durable, made to withstand the rough usage of transportation from farm to dairy. They are extra heavily tinned. All seams and wearing parts are heavily reinforced.

STRAINER AND DAIRY PAILS

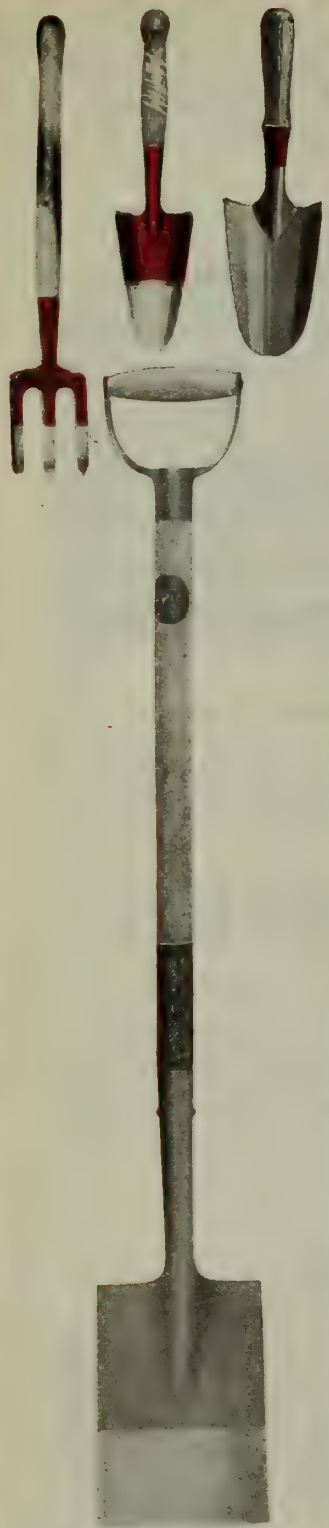
Our strainer and dairy pails are sanitary, all seams are flushed full of solder. Our catalogue of Summer Specialties, No. 97, is on its way to you.



McClary's

Manufacturers of Satisfactory Heating and Cooking Appliances

LONDON TORONTO MONTREAL WINNIPEG VANCOUVER
ST. JOHN, N.B. HAMILTON CALGARY SASKATOON EDMONTON



No. 50—Ladies' Spade

How about placing your orders for some of these Highly Finished, Well Made Canadian Goods?

Made in Canada by

THE ERIE WORKS, LIMITED, ST. THOMAS, ONTARIO.

For full description of these and many other lines, send for our **No. 6 Catalogue.**





Various Patterns Garden Trowels, Flat Tine and Twisted Tine Garden Forks, made in different length handles.



No. 55—Automobile Spade





Here are the Facts

HARDWARE AND METAL has been published every Saturday for the past 31 years. It is read by practically every worth-while hardware buyer in Canada, both wholesale and retail.

It is read by many hundreds of retail hardware and travelling salesmen each week. The market reports are not only used by the Canadian hardware trade in all its branches, but they are also used by the Dominion Government in preparing Annual Reports on Wholesale Prices in Canada.

HARDWARE AND METAL'S circulation is audited by the A.B.C., the highest authority on circulation in the world. Our circulation stands investigation at any time.

HARDWARE AND METAL is a unique trade newspaper, serving thoroughly the best class of merchants in Canada. Through the advertising department of HARDWARE AND METAL you can place your messages before the Canadian hardware trade in the most thorough manner and at the least possible cost. A request for further details will not obligate you in any way.

Hardware and Metal

One of the 15 MacLean Publications.

143-153 University Ave., Toronto, Canada

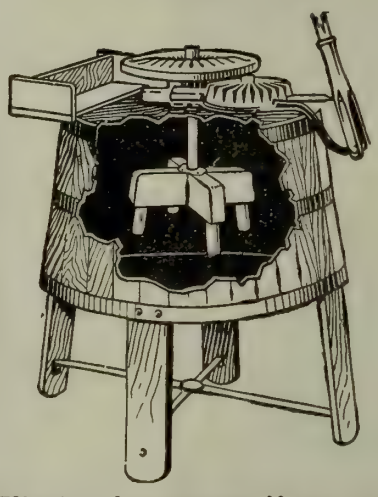
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Exclusive Features, Well Advertised Make Quick and Easy Sales

Strongly advertised in leading publications throughout Canada, the many exclusive features described below make Maxwell products a favorite in every community. Combined with the generous system of Maxwell dealer co-operation, this means an exceptionally easy and profitable line to handle.

It will pay you handsomely to stock and feature

Maxwell



MAXWELL'S "HOME" WASHER

A high-speed, ball-bearing Washer that is light, noiseless and easy-running, enclosed gears making it safe in operation.

The construction of the dasher makes this type the best for the thorough washing of everything. It can be operated by hand power or water motor.

It is made in Canada of best quality cypress, and is superior in design, construction and finish to any imported washers.

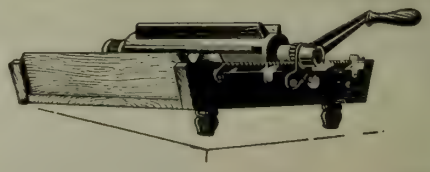


"FAVORITE" CHURN

More Favorites are sold annually in Canada than all other makes combined. Barrel of best imported oak with aluminum-finished hoops, exceptionally large roller-bearings, easy running and durable. Note the bow lever handle, adjusted to turn left or right, as desired.

Maxwell's Philadelphia Butter Worker

Philadelphia Butter Worker results in better butter and bigger profits. Adopted by the best dairies everywhere.. Makes the butter firm, even and consistent. In three sizes—14 inches, 17 inches and 20 inches wide.



Write to us to-day for catalog and prices.

MAXWELLS LIMITED, ST. MARYS, ONT.

K K

BRISK BUSINESS—
—SURE PROFITS

ARE YOURS WHEN YOU HANDLE

KRIBS WASHING MACHINES



WOMEN TO-DAY ARE TIRED of the old-time drudgery. On the farm and in the workshop, in every department of life, machinery is supplanting hand labor. Housewives will no longer slave over the tub and washboard of former generations.

ARE YOU ALIVE TO YOUR OPPORTUNITY?

KRIBS' WASHERS are low in price, but second to none in efficiency. The men who make them have had years of expert experience. The TUBS are made of the choicest cypress wood and can never warp or leak. SIMPLICITY is our strong feature. It combines with the very highest degree of CAREFUL CONSTRUCTION. The result is SATISFACTION

ELECTRIC, GASOLINE-MOTOR, WATER-MOTOR, HAND-POWER.

A machine for every type of Canadian home. A price to suit each case.

Ask your jobber for this line, or write direct for catalogue and prices.

WILLIAM A. KRIBS - HESPELER, ONT.

Maker of FREIGHT HANDLING TRUCKS of All Kinds

K K

CONNOR

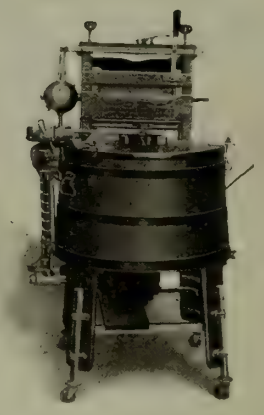
¶ The present line of Connor Washing Machines has been developed to give the utmost of service to the user and the greatest amount of satisfaction and profit to the dealer making the sale. This, of course, requires that the machines "Deliver the goods." Connor Washing Machines have been a household word for over 40 years; during that period we have endeavored to build into our product every idea which would in any way improve the working qualities of the machines.

¶ The splendid types of Washing Machines and Clothes Wringers, which we illustrate on this and the three following pages, show machines developed to the highest degree of perfection, and leaders in their respective styles.

¶ In selling Connor Washing Machines and CLOTHES Wringers you are offering to your customers goods of approved merit and of high quality, which have established an unassailable reputation for satisfactory service for nearly half a century, and which we pledge ourselves to maintain.

¶ Connor Washing Machines and Clothes Wringers are sold from Halifax to Vancouver. British Columbia dealers, write Brown, Fraser & Co., 1150 Harbor St., Vancouver. Alberta and East, address us at Ottawa. To dealers in Alberta, Saskatchewan and Manitoba we quote and ship F.O.B. Winnipeg. Ontario and East we supply from large stocks held in Ottawa and London, Ont.

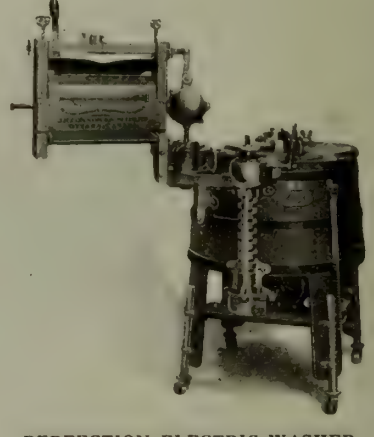
¶ We have letters of appreciation from our dealers who have taken advantage of the service our advertising department is prepared to offer. This service is open to all Connor Dealers, and is eminently worth while. Look over the line which we illustrate and let us hear from you if interested. Our catalogue "E" is yours for the asking.



PERFECTION ELECTRIC WASHER

Electricity is playing so large a part in the labor saving in the home nowadays—the weekly washing—the hardest of all labor, can now be done by electricity.

We show above our Perfection Electric Washing Machine which is a machine of exceptional merit and of the utmost economy of labor and time in doing the hardest of all household work. Wash-Day now becomes Wash Hour without the usual confusion incidental in doing the Washing in the Old-Fashioned Way. Equipped with 4 winged Dolly.



PERFECTION ELECTRIC WASHER

This view shows the Swinging Wringer extended to use in connection with baskets or tubs placed on the floor or stands, or to use in connection with stationary tubs.

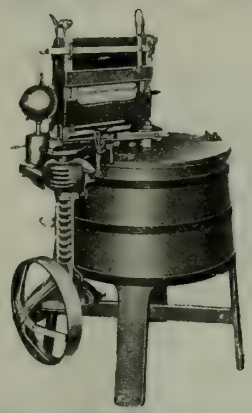
The Wringer can be swung to any desired position and can be operated in either direction, being fitted with a Reversible Water Board.

This Wringer is equipped with full 11 in. best quality 5-year guaranteed rolls, enclosed cogs.

Note the extension legs which allow this machine to be adjusted to any desired height.

J. H. Connor & Son, Limited, Ottawa, Ont.

CONNOR



PERFECTION GASOLINE POWER WASHER

This machine is in all particulars the same as the Perfection Electric Washer.

Angle Cleats are supplied with this machine so that the Washer can be attached securely to the floor.

This belt-driven machine is giving the very best of satisfaction, equipped with a 12-inch Pulley which runs from 250 to 300 R.P.M. Also equipped with a 4-winged dolly.



LOW PRESSURE WATER POWER WASHING MACHINE

This is a very satisfactory and popular Water Power machine. This Motor has met with more success than any other Motor we have knowledge of. It is giving the same splendid results to-day as years ago when we first put this machine on the market.

There is a big sale for this machine.

Equipped with 4 winged dolly.



PERFECTION ELECTRIC AND GASOLINE POWER —STEEL FRAME

In the accompanying cut we show the Perfection Gasoline Power Washer equipped as a 3-tub machine. It shows the Wringer extended, wringing from rinse tub to basket. This is also supplied in the Electric machine.

Perfection Electric, 2 tub, Steel frame.
Perfection Electric, 3 tub, Steel frame.
Perfection Gasoline, 2 tub, Steel frame.
Perfection Gasoline, 3 tub, Steel frame.



BEAVER HAND WASHING MACHINE

Equipped with machine cut gears, smooth and quiet running. The bulk of the machinery is on the side of the tub. Can be operated either standing or sitting, without stooping or bending.

We recommend this machine very highly where a high grade washing machine is desired. Equipped with open 4 winged dolly.



BEAVER POWER WASHING MACHINE

This machine is not equipped with Wringer—any hand power wringer, however, will fit this machine.

This is the Beaver Hand Power with Flange Pulley added for Belt Drive and makes a very efficient and medium priced machine. Equipped with 4 winged dolly.



CANADA FIRST WASHING MACHINE

A very popular machine cut gear washer with momentum fly-wheel. Very smooth and easy in operation. The lever handle very conveniently placed. Supplied with the open 4 winged dolly which provides the maximum circulation of the suds in the machine.

J. H. Connor & Son Limited, Ottawa, Ont.

CONNOR



CONNOR BALL BEARING, WOOD FRAME, WASHING MACHINE

The tub swings on large steel ball bearings. These ball bearings carry all the weight, and are arranged in a steel cup so constructed that they cannot get out of place.

By grasping the handle and swinging it to one side, the coil tempered steel springs stop it and start it back the other way with a quick reverse motion, as the tub travels the other way another spring swings it back again.

At each swing of the tub the boiling water by centrifugal force and suction is forced through every thread and fibre of the clothes, cleaning them with three times the rapidity, and more thoroughly than any other way, and doing it with very little labor.



CONNOR BALL BEARING WASHING MACHINE—STEEL FRAME

Works on same principle as the Wood Frame machine—the only difference being in the style of stand.

The Wringer remains on the machine during the washing and is thrown forward by relieving the small screw on the right hand side to open and close the cover.

The Slusher is attached to the cover, which, when open, allows the water to drain back into the tub. There is no post or obstruction inside this tub on which the clothes may wind and tear.

A very popular machine—neat and attractive of appearance.



GEM WASHING MACHINE

This is a High Speed machine—the handle can be operated from two different positions which allow the machine to be worked either standing or sitting.

The momentum fly-wheel makes 7 complete revolutions to every complete rotation of the slusher, which makes this machine very easy to operate and does efficient work under the most favorable conditions.



WINNER WASHING MACHINE

A very popular Rotary type machine. Easy running, no cams or springs to get out of order.



OTTAWA WASHING MACHINE

A very popular type lever washer. The same quality of material and workmanship as our very highest priced machines.



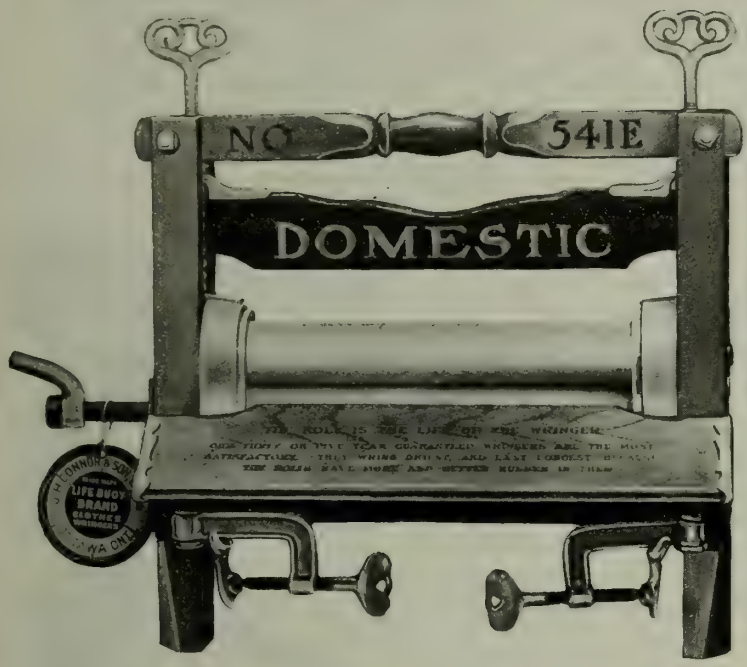
CONNOR IMPROVED WASHING MACHINE

The original open rocker Washer. A success in the beginning and still very popular. Considered to be the best open Washer made.

J. H. Connor & Son Limited

OTTAWA, ONT.

CONNOR



Connor Clothes Wringers are made in three grades, carrying FIVE, THREE and ONE year guarantees. In exposed and enclosed cog types, with or without ball bearings, with spiral or elliptic springs in 11", 12" and 14" length of roll.

In this limited space we are unable to illustrate our full line of Clothes Wringers, they, however, are fully set forth in our catalogue which we will gladly mail you upon request.

DOMESTIC 541E

Ball Bearings.
Enclosed Cogs.
Spiral Springs.
Best quality 5 year guaranteed 11x1¾ in. Rolls.

OTTAWA 341E

Same characteristics as above, with 3 year guaranteed Rolls.

GEM 141E

Same characteristics as above, with 1 year guaranteed Rolls.

This wringer stand keeps the wringers off the floor. Gives them a preferred position in your store. Write us for conditions.

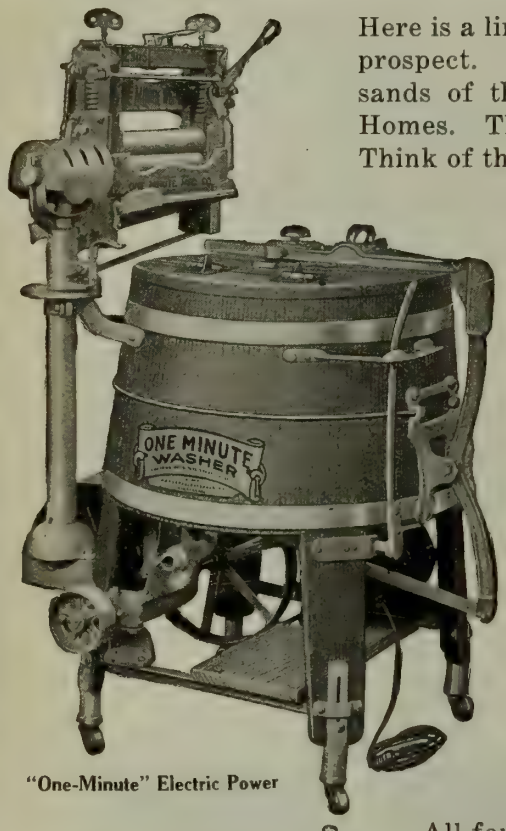


J. H. Connor & Son Limited, Ottawa, Ont.

ONE-MINUTE WASHERS

Hand - Electric - Gasoline and Water Power

Here is a line of Washers that will enable you to make a sale with every prospect. There is a **"One-Minute" Washer** for every purse. Thousands of these washers are giving absolute satisfaction in Canadian Homes. There is yet to be returned to us an unsatisfactory machine. Think of the prestige these high quality products will add to your store.



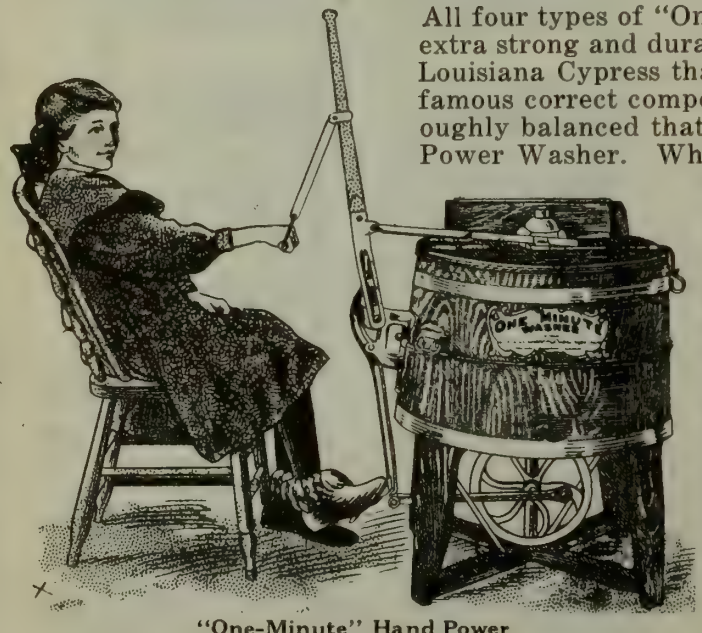
"One-Minute" Electric Power

The Housewife sees in the "One-Minute" Electric the complete realization of her dreams. It solves the servant problem, saves time, labor and wear and tear on clothes. A child can operate both wringer and washer. Where Electricity is not available, recommend the "One-Minute" Water Power Washer. Its simple construction and unusual washing qualities will attract many satisfied customers to your store.



"One-Minute" Water Power

All four types of "One-Minute" Washers here illustrated are made extra strong and durable, with tubs of kiln-dried and well seasoned Louisiana Cypress that will not rot. The washing principle is the famous correct compound Lever Type. The mechanism is so thoroughly balanced that a child can operate the "One-Minute" Hand Power Washer. Where Gasoline or other Engine Power is available, the attachments here shown will enable your customers to have all the labor-saving advantages of a mechanical washer.



"One-Minute" Hand Power

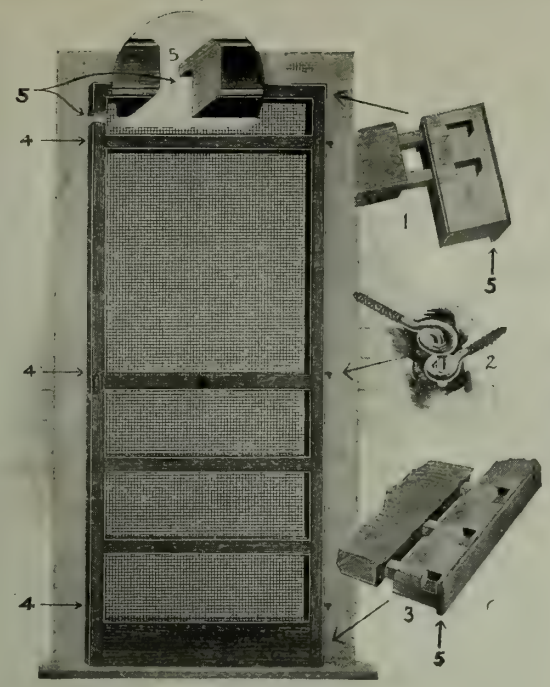
Why not investigate the "business-getting" possibilities of this quality line? It meets a popular demand, and the profits are good. Write us to-day for our attractive agency proposition.

It's a good one.



"One-Minute" Gasoline Power

ONE MINUTE MANUFACTURING CO., Toronto, Can.



Every "Kasement" door has 26 mortise and tenon joints, and is positively

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QUALITY COUNTS

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Get your Kasement Model on the counter now and start booking orders at once. Write us for electros, circulars and selling helps.

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Factory: Burlington, Ont.



This is the famous Kaitting "Pastime" Rub Board machine.

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MANUFACTURED BY

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GALT - ONTARIO

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This is the Kaitting "Dolly" type washing machine.


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Write us for booklets on how to organize a gun club in your town—for prices on traps, targets, trap loads, etc.
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makes trap shooting possible anywhere at any time. Write to-day for prices on this popular sporting accessory.
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12
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12 GAUGE
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HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, MARCH 22, 1919 No. 12

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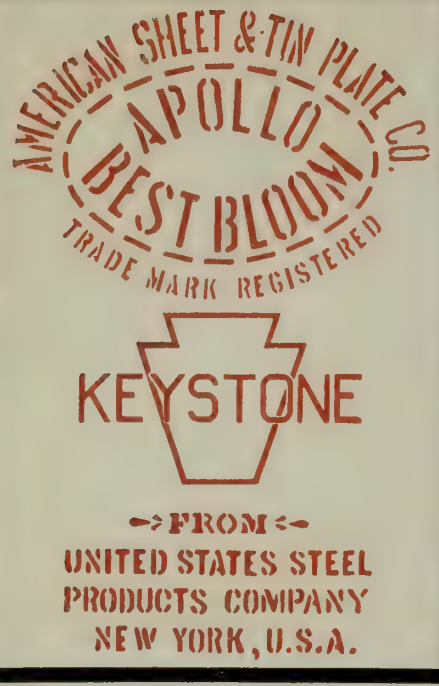
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Send for this Handsome 9-Color "Cut-Out"

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THIS display will be sent by express prepaid to dealers on request. If you haven't the items shown on the display, order a stock when requesting Cut-Out, to take care of the demand the display will create.

TRADE S.W. MARK

The Stanley Works

New Britain, Conn., U.S.A.

NEW YORK CHICAGO

Canadian Representative:

A. Macfarlane & Company, Coristine Building, Montreal

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

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Canada is on the Eve of Great Developments



Hardware Department in the Hudson's Bay Company store at Vancouver, B.C. A model of neatness.

AN investigation of business conditions carried on during the past few weeks indicates that the business outlook for spring is much better and brighter than it appears on the surface. There is a tendency on the part of a few business men to exaggerate the present dullness. The short-sighted policy of some gloom-spreaders to excite alarm over the alleged probable demoralization of Canadian business, should a change in the tariff occur, has done more mischief than will be caused by any slight re-arrangement of tariff or war tax. Despite the fact that retailers have not been buying freely, business has been good with them, and it is safe to say that Canadian retail hardware stocks, taken as a whole, are lighter than they have been at any time in many years past. The feeling is becoming more general that we are not going to have big price declines, at least for some months to come. There are bound to be price readjustments here and there, and there are bound to be some declines in price (many have already taken place), but to look for wholesale slashing of prices is out of the question so far as spring business is concerned. The past winter has been a most unusual one, and many lines of winter goods have been carried over. Stocks of spring goods, however, are exceptionally light, and there undoubtedly will be a brisk demand for goods within the next few weeks. Building operations are starting on an unexpected scale. Labor is becoming more plentiful, and hundreds who have put off building during the war period are now going ahead with long delayed and much needed work. Reference to an article elsewhere in this issue giving figures on building permits will indicate how active the building trades have become within the past month. The people of Canada are prosperous and have the money. It is true that the greatest need now is co-operation between various parts of Canada, and between employers and employees. With wise guidance on the part of our industrial leaders these difficulties should soon be solved, with resultant good to the whole of Canada.

POSSIBILITIES UNDER TRADE AGREEMENT

One of the most important announcements in many months, in its immediate future effect on Canadian finance and industry, is that of the wiping out of the handicap which Canadian products met in the British market, and the granting of what is equivalent to a preference for Canada, temporarily, at least. Many of us have been fighting for this for a generation.

The preference should result in a great impetus to our immediate trade with the mother country. If permanent, as it is almost certain to be, if we keep men of the proper calibre on the job, it means tremendous immigration and the settling of millions of acres of farm lands. It means the extensive development of present and the establishment of numerous new industries in Canada, to take advantage of the preference (HARDWARE AND METAL now has confidential information regarding five large United States firms that are already arranging for plants in Canada); bringing in hundreds of thousands of mechanics and mine and forest workers. For example, the Canadian subsidiary of the U.S. Steel Corporation, which has been marking time, will, in all probability, now go ahead energetically with their twenty or thirty million-dollar plant development here. In fact, it is quite probable that within a week plans will be completed and action taken for the immediate erection of about 1,500 workmen's houses at Ojibway, Ont. Reports in cables to U.S. papers state that scores of American manufacturers and other business developers who have been in Great Britain are returning home feeling that there is now little hope of overcoming the handicap of prohibition of imports and preferences unless they establish branch plants in Canada or the United Kingdom. Canadians have learned that there is no sentiment in British business, and the British manufacturer that he must not expect an Imperial Government to support him in any selfish, narrow pettiness to the detriment of the whole Empire. It ought to mean bigger and better business for the British manufacturer and his employees. It is the triumph of British Imperialism over Provincialism. We have the same narrowness in Canada but public opinion will overcome it.

OPPOSITION TO CANADA

When our commissioners arrived in London in November last they found exactly the same conditions as did our unofficial delegates seeking munition orders in 1914. It will be recalled that at a conference in London the Canadians expressed the hope that the manufacturers of the mother country would, with their long experience and great influence, aid Canadian manufacturers in securing business.

According to the *Financial Post*, Sir Trevor Dawson, head of the big Vickers Co., promptly and very brutally told them that not only would they not help Canadian manufacturers, but they would do all in their power to prevent us getting into or learning anything about the munition business. This rebuff was a good thing for Canada. It did not discourage but inspired the Canadians to the splendid results that are so well known. Sir Trevor's own company subscribed for Canadian technical newspapers to learn of the successful methods adopted by Canadians. Last November, large food and reconstruction orders were spoken of. Our commissioners expected that a goodly share would be passed by the British authorities through them to the Canadian producers. They were quickly disillusioned. The British manufacturers proposed to keep these and the home business to themselves. They got it with Government aid. Vexatious regulations shut out all competition, though because of greater influence some neutral countries were given preferences over Canada.

There can be no doubt that but for the steady, persistent work of the Jones-Lloyd Harris commission the selfish policy of the British manufacturers of shutting out Canada particularly would never have been overcome. Canadians who have gone over seeking business have learned that sentiment was of no avail. They had to fight for orders, overcoming not alone prices, but powerful combinations bent upon keeping them out by drastic regulations or red tape interferences. Beyond the disillusionment on the sentimental theories on which the Associated Press had fed them, the Canadians have no complaint to make. They admit the British manufacturer was justified in considering his own particular interests, though they think his methods are sometimes high-handed, crude and unfair to other parts of the Empire. Canadian exporters found this thirty years ago with the development of the store cattle trade. This interfered with the vested interests of a few men then, and since, powerful in the British Government, and particularly in the Department of Agriculture. They could not get an import tax so they got prohibition by making the outrageous charge that pleuro-pneumonia prevailed among Canadian cattle, but in response to a request from our High Commissioner, Sir Charles Tupper, they were never able to show him one case of the disease. But the embargo stayed on—and it was a good thing for Canada. We had to fatten our cattle here and thus made greatly increased revenue.

BRITISH BUSINESS SHREWDNESS

The British business man is a mighty shrewd, far-seeing individual. We have no fault to find with him. We admire him—want to help him. As a trader he leads the world, but as a manufacturer he has sometimes depended too much upon his Government to help him by treaties, agreements, etc. The Americans, Germans and Canadians have undersold him in many lines because he has not been getting the production from his plant or employees. His selling methods are weak. There are exceptions, of course, and many of the best English houses have for years past been doing a tremendous amount of business in Canada. The British manufacturer's far-sightedness is exemplified by recent gossip common among Americans and some Canadians. They say the British manufacturer was "tipped off" on the German collapse long before we were on this side. At once he got his Government to relieve him of all possible war orders and load them on Canada and the States; while he quickly turned over his plant to the most necessary, and then more profitable peace supplies. The result was that when we on this side were busy with war orders the British manufacturers were closing large contracts in neutral and other export markets. The big steel order quoted in December was one of these. For a long time it puzzled the steel people on this side with their modern plants to know how a run-down, inefficient

Continued on page 144



Window Display Suggestion No. 1—See accompanying article for comments and description.

Unique Advance Suggestions

A Most Unusual and Practical Series of Window Display Ideas and Suggestions For Spring and Early Summer Features—How the Trade Can Make Use of Them

ON this and the following pages, HARDWARE AND METAL is presenting to its readers a feature that should be worth thousands of dollars to the Canadian hardware trade during the spring and early summer months. We are showing here, prior to the opening of the season, a series of seven of the finest hardware window displays procurable in the world. These are appearing for the first time in HARDWARE AND METAL. The displays were planned and arranged by ———— of Walbridge & Company, Buffalo, and HARDWARE AND METAL is glad to be able to present to the readers of the paper a series of displays that will furnish ideas to hardware window trimmers in all parts of the country. Each display is numbered and a description is given in the following series of short articles:

* * * *

Window Suggestion No. 1

Window Display Suggestion No. 1 furnishes some excellent ideas for an early summer display. Two hammocks suspended from the ceiling form an excellent cover and background. A couch hammock occupies the centre of the display. A wide range of summer and outing supplies help to make up a display that would attract attention because there are very few people who are not interested in displays of this kind. Among the many lines of goods featured in the display are awnings, golf supplies, camping outfits, croquet sets, children's autos, kiddie-cars, baby carriages, lawn tennis supplies, outdoor toys for children, vacation requirements, etc. The window trimmer in following carefully the details of the arrangement of this display will note that through careful arrangement of the goods, a large and varied range of goods may be shown without giving the window a too crowded or clustered appearance. By following the plan of the display the window trimmer will be enabled to produce a trim that will attract attention and produce business.

* * * *

Window Suggestion No. 2

A splendid early spring window display suggestion is shown in Window Display Suggestion No. 2. In this display is shown a range of hardware supplies found in almost every retail hardware store. Despite the fact that a wide range of goods is featured in the display, each line stands out prominently and in a manner that will command attention. The gardener, both amateur and expert, the florist, the home lover, the chicken fancier, and many others would be interested in a display of this kind. Note how effectively poultry netting has been featured in this display. Vegetable and flower seeds on the floor of the window are given prominence, which is emphasized by the use of show and price cards. Wire flower bed border is also exhibited, while lawn tools, rollers, etc., are also given prominence. Hedge and grass shears, turf edgers, tree pruners, garden forks and trowels are featured in a neat and attractive manner. Garden tools are also featured and include spading forks, spades, rakes, hoes, weeders,

etc. Sprayers and spraying materials are also given a place in the display. It would be hard to produce a better spring goods window than the one shown here, and window trimmers in all parts of Canada will unquestionably be interested in this unique and most excellent display. In adopting ideas from this display, window trimmers cannot go far astray, and they will find that a display of this kind will pay handsome dividends. Common-place hardware lines such as poultry netting, fencing, garden tools, etc., have been arranged in an exceptionally clever manner and with splendid effect. This display is a winner and one that will furnish many ideas for window trimmers this spring.

* * * *

Window Suggestion No. 3

In Window Display Suggestion No. 3 we have a display that could be used after display No. 2 has been featured. This window, while featuring many lines of gardening and lawn tools, etc., includes also such lines as screen doors, hammocks, rubber hose, sprinklers, lawn rakes, screen wire cloth, screen windows, etc. This display, like the others, features an unusually wide range of goods for one display and still there appears to be plenty of room for each article, and the display stands out prominently with individual articles easily distinguishable. This is a splendid example of intensive window trimming without the appearance of overcrowding. This window furnishes many excellent ideas for the window trimmer.

* * * *

Window Suggestion No. 4

During the spring there is always a demand for housecleaning supplies and hardware merchants are called upon to supply many lines required during the spring housecleaning season. The amount of business which the merchant receives, as a general rule, is in about the same proportion as the enthusiasm shown by the merchant and his sales staff in pushing the sale of housecleaning supplies. The display window is one of the best mediums to use in placing these goods before the public. Window Display Suggestion No. 4 furnishes a suggestion for a display that will include almost every imaginable requisite for the housecleaning season. You will note that liberal use has been made of price cards, a particularly desirable feature in a window display of this kind. The floor of the window is used to feature a miscellaneous assortment of goods, while the background is attractively built up with various lines of goods. Among many articles featured in this display are scrub brushes, corn brooms, wall brushes, floor brushes, dusters, dustless mops, polish, pails, tubs, clothes wringers, washing machines, carpet whips, cleaning compounds, vacuum cleaners, wash boards, mop wringers, carpet sweepers, chamois, pails, waste baskets, garbage cans, clothes hampers, and dozens of other lines. This is a most effective display and obviously one that was carefully planned out by the window trimmer. The many splendid ideas furnished in this display will be taken advantage of by hundreds of window display men in all parts of Canada.

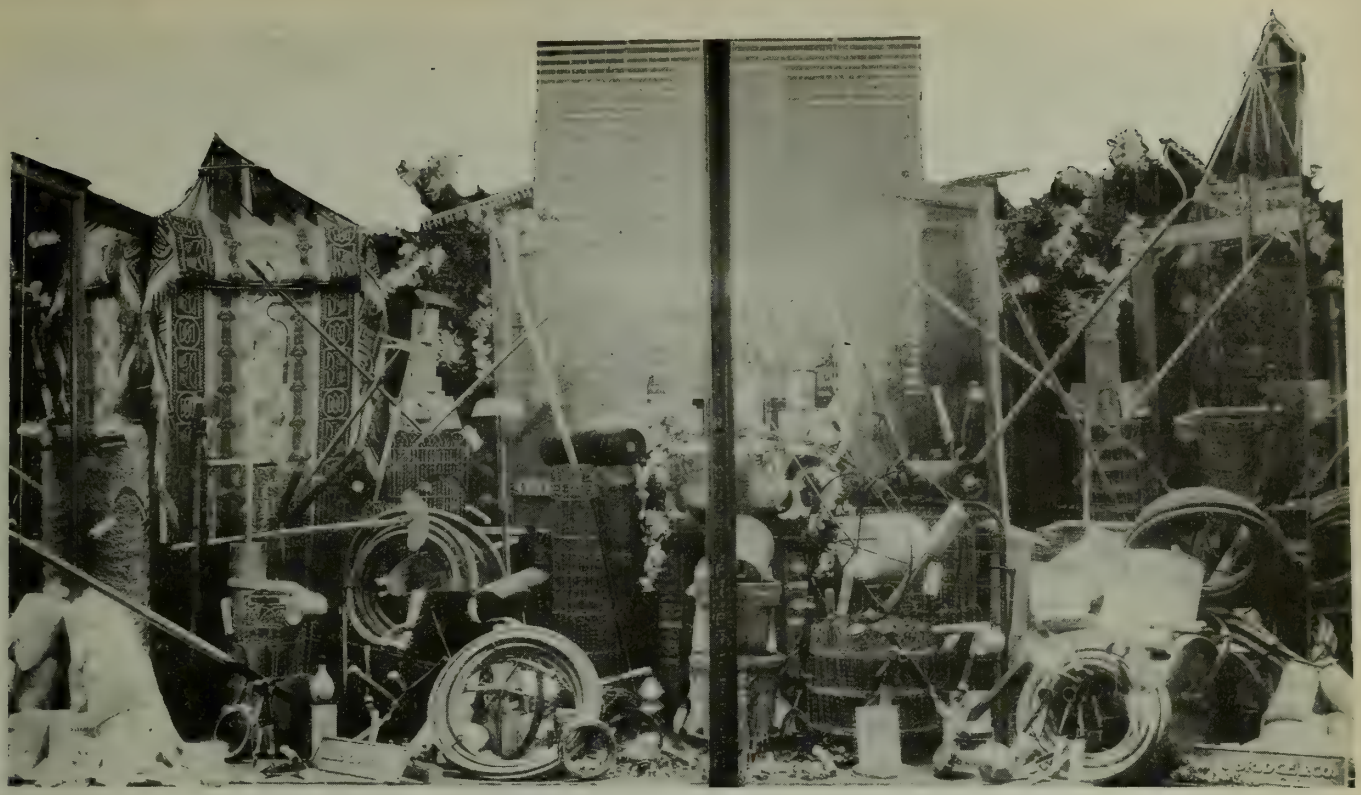
* * *

Window Suggestion No. 5

In Window Display Suggestion No. 5 we have a somewhat different display from the others. Sporting goods, including fishing tackle and supplies, lawn tennis goods, golf supplies, etc., are featured in one-half of the window. The other side is de-



Window Display Suggestion No. 2.—



Window Display Suggestion No. 3—

voted to a display of travelling bags, cases, suit cases, etc. The display is a most effective one and shows how these lines may be featured to advantage.

* * * *

Window Suggestion No. 6

In Window Display Suggestion No. 6 is a display dominated by a few lines. The outstanding lines featured in this window are poultry netting, lawn fencing and border, and rubber hose. These lines stand out most prominently, but an examination of the display discloses the fact that there are other articles tastefully arranged in appropriate places in the window. These other lines include garden tools, lawn sprinkling equipment, hose reels, etc. Note the imitation of water flowing from hose nozzle near centre of display. This effect is secured by a careful arrangement of twine from the nozzle outlet to the base of the window. This display shows a great volume of a few lines of goods and is a



Window Display Suggestion No. 4—



Window Display Suggestion No. 5—

display that would be remembered by all who see it. Excellent suggestions may be secured from a careful study of this display.

* * * *

Window Suggestion No. 7

In Window Display Suggestion No. 7 we find a well-selected range of warm weather goods. Refrigerators, water coolers, fireless cookers, picnic hampers, wire dish covers, ice choppers and picks, lemonade shakers, thermos bottles and kits, and many other articles are arranged in a neat and tempting manner. This display would make a strong appeal to the buying public, and it also furnishes suggestions for a warm weather goods display.

In the foregoing, only a brief outline of each display has been given, in order to point out a few of the outstanding features of each display. The window trimmer will be able, upon a close examination of each reproduction, to find many unique and practical suggestions which will enable him to make his window trims more effective during the spring and summer months, and thus "sell more goods."

Electrical goods are also a splendid line to feature in window displays. We believe from investigation which we have made that the hardware trade is rapidly securing control of the electrical business in all its branches and that in a few years, especially in the smaller centres, the electrical goods trade will be controlled almost entirely by the hardware trade. As an indication of how rapidly this department of the Canadian hardware trade is devedoping, one of the largest wholesale hardware jobbing houses in Canada is now planning to open a big electrical goods department in which they will carry a complete line of all electrical appliances which can be sold through dealers. This firm has made a tremendous success of selling all hardware lines, and opened one of the largest and stock motor accessory departments in Canada. Their advent into electrical goods field at a future date will be simply another indication of the rapid strides which the hardware trade of Canada is making in taking control of the sale of one of the most



Window Display Suggestion No. 6—

Distance No Barrier to This Dealer

Particular Attention Paid Heating and Tinsmithing by Watson Smith, of Shubenacadie —Says There Are No Dull Seasons—Reaches Customers by Using Motor Express—70-Mile Trips Made—2,400 Milk Cans Sold

WATSON SMITH of Shubenacadie, N.S., says that the longer he is in business the more he likes it. To HARDWARE AND METAL, Mr. Smith's remark was: "I would sooner put up a furnace than go on a day's fishing."

As will be already understood, Mr. Smith is keen on the tinsmithing end of the business, although he carries a stock of hardware, sporting goods and automobile accessories, and these lines are meeting with increasing favor and sale. The last-mentioned line was only added last year, but it bids fair to be a winner in point of sales and also as a profit maker.

Distance No Barrier

Mr. Smith is one of those who firmly believes that if the retailer is to get business he must go after it, and that if he does not do so he will miss a great deal. To this end he has been able to reach out in all directions from his town (which he proudly stated was the best in the Dominion to him) and to serve no fewer than five counties. This applies principally to the furnace work which he has done and which he personally supervises. In this way he knows absolutely when a job is correctly done and to his care over many years, he can doubtless trace the success that marks this phase of his business.

"A round trip is from 20 to 70 miles," said Mr. Smith. "I take my fitting from here in my Ford runabout, made into an express, 35 miles being the longest trip made this way. Other work is done at a greater distance, but when this is the case we ship the furnaces and fittings and go by train to do the work."

It is interesting to note how compactly it is possible to pack a furnace on the auto. together with fittings, although, as a rule, the fittings alone, being bulky, make a full load.

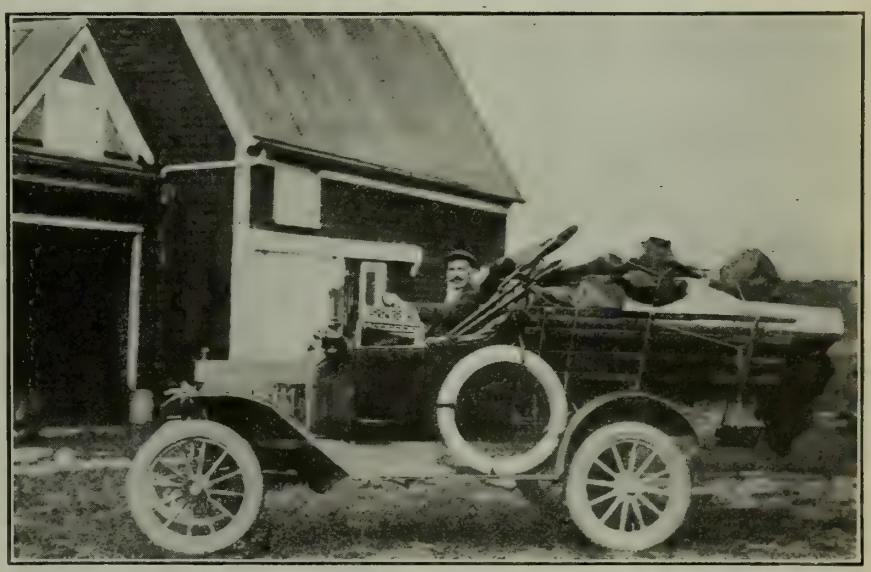
2,400 Milk Cans—Always Busy

"Our milk-can trade extends over the province," said Mr. Smith. "This year would have been a record one had we the tinplate. As it was we made and sold about 2,400 ten-quart cans, the size sold here, and this part of our stock turned about twelve times in 1918. This is not an unusual thing but about the average number of times the stock is turned. As this is a dairy farming district the cans are always in demand and we have no dull seasons, making up stock in the winter months."

One of the cardinal qualities of a good furnace man in Mr. Smith's opinion is that of good old-fashioned hard work. For instance, he sometimes has to put in a brick-encased furnace. There are probably few heating men that would follow his plan, leaving the masonry job to the bricklayer.

Does It Himself

"If it is a wood furnace I do the brickwork myself," said Mr. Smith. "I also cut all openings needed and put up stack and other pipes. It takes a day to put a furnace up, and we never go back unless short on some stack and then we wait until someone else in that district wants work done. But I am almost always sure of my load on a long trip. The largest day's work I ever did was before I got my car. I drove twenty-four miles and put in two coal furnaces with galvanized jackets and back the twenty-four miles at night." Is it any wonder that Mr. Smith deserves success in this work?



Watson Smith of Shubenacadie, Nova Scotia, has found that with his delivery car as shown above he can draw business for a radius of many miles and give his customers the prompt service that he aims to give always.

Profits—Short Terms

Mr. Smith believes in two important things to which the dealer is entitled—a fair profit for his work or his goods, and his money without considerable delay. He said: "Profits are about one-third on furnace work, and I get cash for most of my outside work. Sometimes I take a note at 30 days, or even at three months where good, and with bank interest. But for the most part this work is cash, and in a general sense our business is about one-third, with the balance in thirty days. I believe in collecting; it is not business for the customer to have both the goods and the money."

It is evident that Mr. Smith has made it clear to his many customers what his terms are. There is wisdom in this. It but bears out on observation made recently by a manager in a large Montreal store who voiced his impression that there was much to be gained by the average merchant who would boldly launch his "strictly cash" scheme and religiously adhere to it. A bold, straightforward policy, he was sure, no matter how hard-and-fast it were made, would be supported by the worth-while trade a merchant could reach.

Controlling Expense

In the matter of advertising, Mr. Smith stated that he did some, and that it produced results. "But," he said, "a satisfied customer is the best advertisement." And his business doubtless has received the reflex influence of work well done, for that has been the determination here, to execute all work in a manner to win and maintain confidence.

As one of the helps toward controlling overhead expense, Mr. Smith has had his son associated with him in the business. It is a wise and a fortunate provision to make, for with a promising vista open to the young man in this attractive business he has something to stimulate him to the best effort.

"We don't carry a large stock of any one line. I believe in buying in small lots and often," was Mr. Smith's answer to a query on this point.

This is a matter to which more attention is being paid by various hardware men the country over. There is a manifest desire to carry a big variety. There is, on the other hand, a growing determination with many to buy in smaller quantities. It means more frequent turning of the stock with more "free" capital.

Mail Order Houses Building Up Instalment Sales

Sears, Roebuck and Other Firms Breaking Away From Strictly Cash System.

By G. A. Nichols in "Printers' Ink."

EDITOR'S NOTE.—Just at the time when hundreds of Canadian firms are adopting the cash system of doing business, following as it were the lead of Canada's biggest department store and mail order house, it comes as a shock to find some of the largest department stores and mail order houses reverting to a form of credit system. One of Toronto's large department stores, which for years was on a cash basis, has opened a credit department for certain lines of goods.

The accompanying article on the subject by G. A. Nichols in *Printers' Ink* will prove of great interest to all branches of the trade in Canada. HARDWARE AND METAL would be glad to hear from readers giving their views on the subject.

RETAIL mail-order houses are uncovering a vast amount of business through application of the instalment credit system. In the beginning, retail mail-order necessarily was a cash proposition. This worked well enough on the ordinary items, but it shut the mail-order houses out from a big and profitable trade in the larger and more expensive goods.

When a thing runs pretty well up into money the average person will hesitate before buying it for cash. He is going to shop around. Then by the time he is financially prepared to make the purchase he may decide he does not want it, or may buy it from some house other than the first one he had in mind. But he is likely to go without the thing altogether.

Take, for instance, the complete furnishing of a home. The average cost of fitting out an apartment or a cottage for newlyweds these days is around $600. This is more money than the average ordinary American citizen has when he gets married. He either must buy his furniture on the instalment plan or get it bit by bit. In the latter instance he is likely to scatter his purchases among various retailers or mail-order houses. If this $600 order could be secured at one time it would be worth-while business. The instalment furniture houses in the large cities offer a way out for people living in those cities. But the family out in Lyndon, Kansas, likes good furniture as well as the one in Chicago. The mail-order houses finally recognized this fact and now anybody in the country of good reputation and fair credit standing can buy his furniture on the instalment plan.

The same principle applies in the purchase of pianos, talking machines and similar luxuries. People living in or near cities of any size have long had the privilege of buying these on the instalment basis. Dealers in these cities have reached out to some extent for the country trade within a radius of one or two hundred miles. But not until the mail-order houses took up the instalment business in this line were pianos and talking machines at the disposal of the multitude. The resulting volume of business may be regarded as amazing when viewed from one angle. But it is only natural, after all. Previously, only the surface of the potential market had been scratched. Now, thanks to mail-order, the country-wide demand is being met.

To-day a woman on the farm need not wait until her chicken money or egg money reaches a sum which will enable her to buy a cream separator. She can get it from a mail-order house on credit and pay for it by the month. If the farmer wants a gasoline engine or farm machinery of any kind he can buy it on the same basis. The mail-order house will sell him a heating plant or a lighting system and collect from him in easy payments.

Manufacturers Help in Beneficent Change

This mail-order business in the larger items is due for a still greater extension. Manufacturers will gladly co-operate in the development because of the increased volume in their business that is sure to result and that is resulting right now. The mail-order houses have done wonders in supplying manufacturers with an outlet.

In the establishment of credit relations with their customers at a distance the mail-order firms have surprisingly few complications. The farmer, whether he owns his farm or rents, is looked upon as the best credit risk. The queer thing about it is that the man in Iowa or Nevada who orders some of these larger goods by mail on the instalment plan has much less difficulty in establishing his credit with the mail-order house than does the man in the city who deals with the department store.

You can go into McClurg's book store in Chicago and buy a large dictionary. Unless you can pass a pretty thorough examination at the hands of the credit man you have to pay cash for it. On the other hand, you can sign your name to a coupon clipped out of a magazine advertisement, send it to the publisher and get the dictionary without quibble or question, and have the privilege of paying for it at a modest sum per month.

Is there a psychological something about signing an order of this kind that induces a man to be more careful about paying than he would be if he bought the book in a store in the ordinary way? Perhaps. Anyway, the fact remains that he generally does pay.

Sears, Roebuck's Way of Instalment Selling

There is very little red tape to be gone through with on the part of the purchaser when he wants to buy on credit from a mail-order house.

"If a farmer down in Oklahoma orders a heating plant from you on credit, how do you satisfy yourself as to his responsibility?" the writer asked Credit Manager O'Connor, of Sears, Roebuck & Company.

"Well," replied Mr. O'Connor, "there are one or two questions on the order

blank for the man to answer. These give us all the information we need. Anyway, nine times out of ten this farmer already is a customer of ours. He may have been buying goods from us for years—lots of goods. With order after order the cash has come each time. What better evidence could we have of his reliability and solidity than this? In other words, he has built up with us a credit standing because of the many orders he has sent us accompanied by the cash. A farmer is absolutely the country's choicest credit risk so far as instalment mail-order business is concerned.

"We do not carry open accounts with our customers. We confine their credit purchases to those larger items that run into money to an extent that makes an instalment plan desirable. An order for the general run of goods in our catalogue must necessarily be paid for in advance.

"But even in this exceptions are made. Suppose a banker or some other well-known business man wants to order some goods from us to be shipped to his summer home. We will accept the order on open account if his credit comes up to the usual commercial standing. This kind of deal, however, is entirely apart from the instalment proposition. Selling on instalments is one thing and selling on a straight commercial credit basis is another."

This concession to persons of approved credit mentioned by Mr. O'Connor is given as inducement for them to concentrate their purchases. This is the very reason so many retailers cling tenaciously to the credit basis of selling, despite the occasional loss they incur and the undoubted advantages of the cash system. Every retailer knows that a person with an account at his store buys more goods than he would if he paid cash, and does not scrutinize prices so closely. This is the principle behind all the great growth of the instalment business both in retail stores and mail-order houses.

The credit policy of the larger mail-order concerns is very broad and liberal. Some manufacturers have satisfactory instalment dealings with farmers and others also, but are somewhat more exacting in looking up the credit risks.

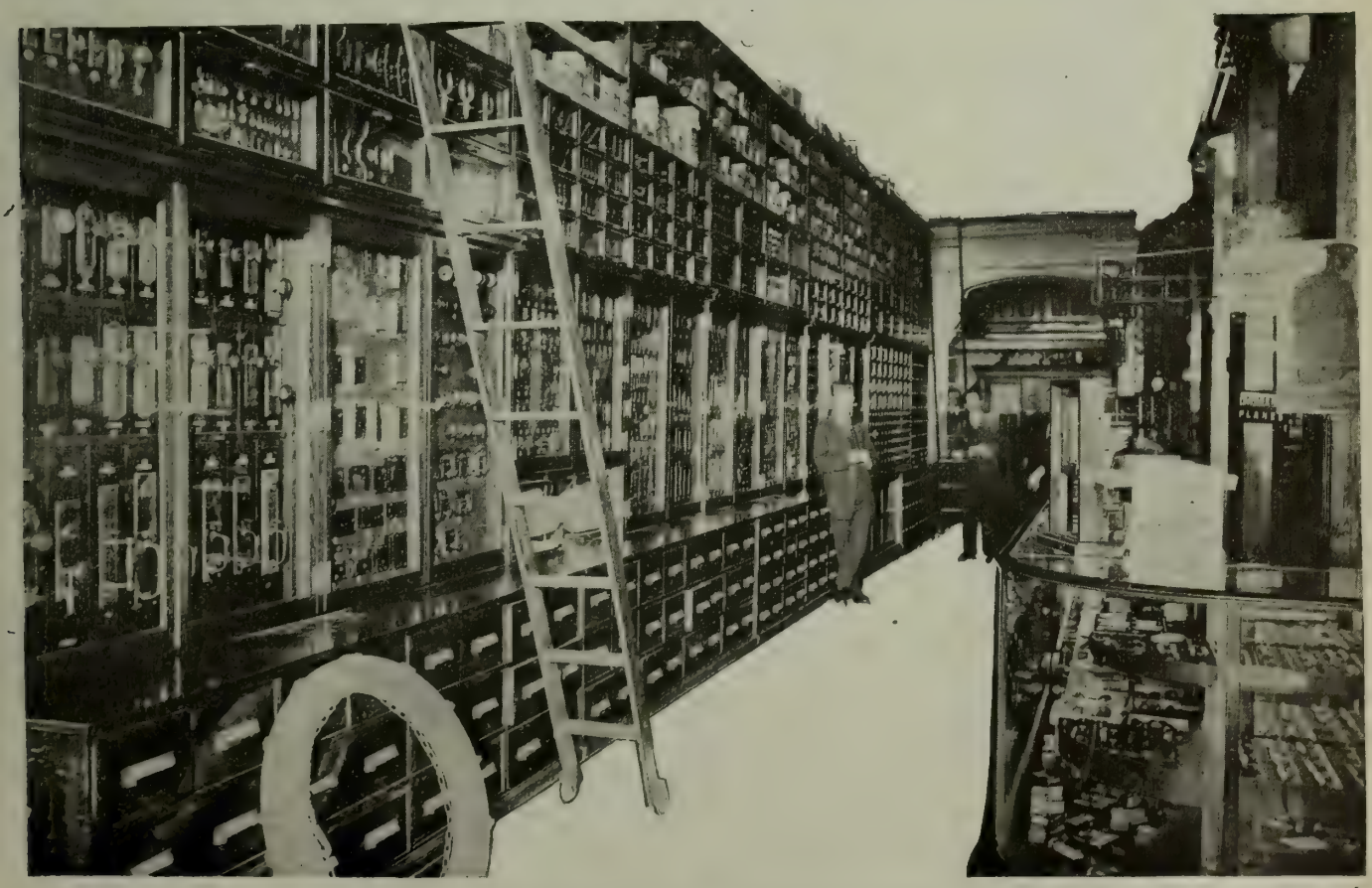
The Albaugh-Dover Company, of Chicago, sells many cream separators to farmers on the credit basis. The advertising is done largely through farm journals. The farmer is asked to return a trial-order coupon that is a part of the advertisement. This order when properly signed is practically a note. It contains the terms on which the separator will be sold him, and stipulates that the purchaser may pay the balance any time he wants to and receive a cash discount of 5 per cent.

A separator is sold on thirty days' free trial, and the purchaser has a year in which to pay.

The complete furnishing of houses, apartments and rooms as worked out by the retail mail-order firm of Hartman Company, Chicago, is one of the most interesting and profitable examples of selling goods by mail and collecting the money in instalments.

Hartman has developed this type of mail-order selling to a point where anybody in the United States can have the advantages of furnishing his home complete and paying for it monthly. A few years ago, when Hartman was conducting only retail stores, the advertising slogan, "Let Hartman Feather Your Nest," showed many a perplexed young fellow in Chicago and other large cities a way in which he could get married and furnish his flat without having to save money for a long time. All he had to have was a girl who was willing to marry him, a job and a good reputation. Hartman would supply the furniture, and it could be paid for while it was being used.

The thing worked out so well that the company decided it ought to be extended to the country at large. The credit proposition loomed high. But, proceeding on the principle that the average person is at least reasonably honest, Hartman advertised in farm papers and fraternal organs inviting people to order certain assortments of furniture. The people were trusted to a point where the company offered to send them the goods on thirty days' free trial without advance payment. Then, if they were satisfied with the goods, they could begin paying for them month by month with a certain



The value of good display methods is quite apparent in this reproduction, showing portion of a Montreal hardware store.

stipulated sum. The orders were sent in on coupons clipped from the advertisement. Then people were invited to send for the catalogue. This contained order forms which called for sufficient credit information to make the trans action safe for the company.

The thing worked out so well that today Hartman has a standing offer of a prize to any one who will show a town in the United States where it does not have a customer.

The plan specialized on complete housekeeping outfits, complete dining-room equipment or bedroom suites. But any kind of furniture or household furnishings would be sold on the same basis.

The result of all this was that the company solved the problem which is the bane of every retail furniture man's existence. The furniture business as conducted in the average retail store pays a satisfactory net profit, but as far as volume is concerned it is either a feast or a famine. During the housecleaning months of the spring and fall the furniture man is rushed half to death. In midwinter and during the summer he has little to do.

What every progressive retail furniture man in the country wants to do—and in this he is being aided materially by far-visioned manufacturers who are after increased outlets for their goods—is to make his business an all the year proposition. He cannot change the inexorable law laid down by womankind to the end that housecleaning should be done in April, May, September and October. He is not going to get very far in any effort to spread out over the year the rush of business he experiences in those months. But he can keep his store busy all the year by featuring related lines. He sells dining tables. Why should he not sell the dishes and even the linen to go on that table? He sells china? He sells beds and mattresses. Why not sell blankets, sheets and comforters?

Manufacturers in these and allied household lines have been working on the retail furniture dealer considerably during the last few years. They are making a different merchant out of him. They are utilizing a perfectly logical outlet for their goods and thus are increasing their own profits as well as the retailers'.

The bulk of Hartman's business comes in the housecleaning months. But it advertises all through the year special offerings in this or that, and thus maintains a healthy and steady volume of orders.

Hartman was wise enough to realize at the outset that it had to get and keep the confidence of customers. This was of hugely greater concern to the company than satisfying itself of the reliability of the customers. It realized it was a greater relative risk for a farmer at a distance to send his money than for the company to send him its furniture. The customer had as much right to be satisfied as to Hartman's absolute reliability as the latter had in his case.

In all the advertising catalogues or farm papers, it emphasized the quality of the merchandise without exaggeration. This was on the cold-blooded basis that experience had shown that merchandise which gave complete satisfaction was its own best collection argument. An inspection bureau is maintained where a sample of each piece offered in the catalogue is taken apart and analyzed. If anything is wrong, it is fixed.

The house stands unqualifiedly back of each thing it sells. If anything is not satisfactory it may be sent back. When a purchase is returned as not coming up to the catalogue description a letter is sent to the customer apologizing for the trouble to which he has been put. The letter explains that in such a large business, merchandise not up to standard occasionally slips in despite all precautions.

The working out of the instalment mail-order business on such a dignified and satisfactory basis by the catalogue houses represents one more of the many good things mail-order has done for the business of this country in general.

It is all well enough to say nice things about the retailer and to wish him well in his efforts to keep business at home. But one may just as well tell the honest two-fisted truth. And this is that there were a lot of things about the retail method of conducting business that were very badly in need of fixing.

The way some retail instalment furniture houses prey upon people in the smaller towns is a scandal little short of a crime. Taking advantage of people's ignorance of values and their need of the goods these concerns sell house furnishings for several times their value. The prices they ask are far in excess of what might properly be charged even taking into consideration the deferred payments and the credit risk. These stores naturally have as their customers the poorer class who are the more easily impressed by the apparent ease of buying under this plan. They could not pay $15 cash for a much coveted chair, and so they will pay twenty-five or fifty cents a week stretching out over a long, weary period until the chair costs them perhaps two or three times that sum.

Naturally, people of standing are not going to buy on any such basis. Yet the instalment method appeals to them as much as to the other class. The mail-order houses were quick to sense the outlet that thus had been neglected. They are bringing about a new deal in instalment selling that is benefiting the entire business of the country. It sells more goods to more people.

The retail stores themselves are having a part in the benefit. The wise retailer these days is finding that he can gain more profit by learning and applying the lessons taught him by his catalogue competitor than by abusing and fearing him.

Income Tax Days



Hardware merchant "Hell—p"

Going the Limit With Customers

The Main Policy of A. H. Bedard, 392 Victoria Ave., Westmount, is to Please the Customer—Nothing a Bigger Business-Builder—Dealer Should Be Able to Sell Line He Desires—Some Plans That Are Working Successfully

OVER and over again did A. H. Bedard, hardware merchant of 392 Victoria avenue, Westmount, emphasize to HARDWARE AND METAL the prime necessity of going the very limit with the customer, if this seemed necessary, in order that there be a continued good-will on the customer's part toward the store. For, as pointed out by him, there is no surer way to build a business than to please every single customer entering one's store. Mr. Bedard mentioned concrete instances to illustrate his point.

"There was one instance where a man had some work done and he was not satisfied with the bill which was sent. He flatly refused to pay the account as rendered. He suggested that I send one of my men up—and this was done, the work being looked over. The matter was gone into thoroughly and we believed that we had made the correct charge. The man's wife had told the workman to go ahead with some difficult wiring, and, as this was beneath a floor, it took time. But the customer was sure that it could not have taken so long and continued his emphatic attitude against paying this account. Finally I said, "I will just receipt this bill, Mr. ——." "Why, what for?" was his question. "Well, I want you to be perfectly satisfied, and if you feel at any time that you want to pay us, you may do so on the basis of what you believe is just and right. On your own decision, I shall be willing to give you a receipt in full."

"The man went away and later paid the bill. We did not get the full amount, but I was satisfied. That man could not speak anything but well of me, and it would be worth while losing even the whole account to retain his attitude to us favorably."

"Painstaking Service"

It will be noted in the opening advertisement of the Bedard store, which was run in one of the big Montreal afternoon dailies, that "an efficient and painstaking service" is offered as an inducement to "Westmount and Notre Dame de Grace" buyers. This is one of the points that Mr. Bedard advanced in this interview and his ideas along this line are well defined.

"A man came into my store recently and remarked that he had just 'dropped in.' I referred to some of my selling ideas, and, eventually, he spoke of a roasting pan. His wife wanted one, he remembered, but he did not know what she would like. I suggested that we would send one over, and that if it was not alright he might exchange it, or, if he preferred, we would refund the money. This seemed to please him greatly, and he mentioned that this appeared to him as unusually good treatment. He really felt that I had offered him a privilege that was not generally extended."

To make this short, Mr. Bedard sold the roasting pan, the man was fully satisfied and has been a purchaser on several occasions since. The idea which Mr. Bedard emphasizes is that no service is considered too great if through the exercise of it the customer is satisfied.

Does It Pay to Charge Goods?

"Do you conduct a strictly cash business or otherwise?" was asked of Mr. Bedard.

"This matter was considered, and while I had thought of starting a cash business, I realized that I had many friends who would prefer to run an account on short dating. I will therefore do as much cash business as possible, and charge accounts will be opened with those I choose to give them to. This will be conducted as closely as possible to a 30-day basis."

Continuing on this subject of credits, Mr. Bedard cited two instances wherein he had collected accounts that had been considered hopeless; in fact, either would never have been collectable through suit.

"In one case my friends told me the people were worthless, and in the other case I knew that I could not get the amount, even if a judgment were secured," he said.

Got the Money

The one customer owed a great many accounts to the knowledge of Mr. Bedard, and he had reason to feel that his claim was the largest of any. And so he went straight to the man and asked him for the money. The reply was that he could not settle, and instead of becoming argumentative, Mr. Bedard stated that he needed the money, and asked for a portion of it to help meet some bills. He continued this solicitation from time to time, and, eventually, the account was fully paid. Patience coupled with good judgment, under the circumstances, had won out.

"I do not believe that the other creditors got anything," said Mr. Bedard.

Got This One, Too

The other case was that of a lawyer, who, with his wife, had made considerable purchases. This was even a worse account, and one friend called it "absolutely worthless."

"I went down and saw the woman myself," said Mr. Bedard. "She received me kindly and eventually opened up the subject of her indebtedness. She said she could not pay the account, as she had nothing. She had promised to send a cheque when the goods were delivered. I suggested that she begin to make small payments weekly. She agreed, and although I had to go down again once in a while, she finally settled the whole account, with the exception of about $3. Patience had again won."

Two Important Things

There were two points of considerable importance outlined in this interview.

The first of these was regarding the opening of a proper set of books. Mr. Bedard has been in business at this location but a short time, but has arranged to have a set of books properly opened by a competent accountant. Said he, "I want to know how my business stands every day, and it is my idea to have the best system and the most simple one to suit my needs. By getting the ideas of this accountant and adding some of my own, I think we can get it."

Must Know Business

A very important thing this. One must know the vitals of his business—his actual purchases, his amounts owing and those owing him. Strict attention to these details and a careful and frequent reference to them will prevent many a business man getting into deeper water than he can successfully ford.

Following this, Mr. Bedard referred to buying. He is an advocate of carrying a comprehensive stock, but not an excessive one. "I think overstocking is one of the greatest difficulties that many a retailer has. I will not overbuy to get a favorable price. I would rather turn a small stock frequently than buy largely with the bait of a ten per cent. better price being offered. I think the wholesaler should carry the stock and the retailer buy just what he can sell. And I also believe it is better for the traveller and the jobber to have the dealer buy often. It does not pay them to load the retailer with goods."

"In the matter of receiving salesmen, I always try to be considerate. They can help a merchant very often, and I never think it good policy to treat them differently than I would myself like to be treated."

These two considerations are big and they are likewise vital to the successful conduct of modern retail merchandising. Careful consideration of these points should go far in attaining success.

Continued on page 144



Display Your

Let People See the Stock and They Will Keep Store Clean, Bright and Displays and Advertising

J. M. ADAM SAYS

Good advertising copy backed by good window displays will bring direct results every time.

My experience in regard to demonstrations, both of stoves and paint, is that better results are obtained when they last only one day.

Big signs placed at vantage points on every road leading into town, boosting our paints, have resulted in many good sales being made.

It is a good plan to change window displays weekly and one of the important things to bear in mind is to always keep the goods shown seasonable.

Keep your stock changed around in the store with seasonable lines always up at the front where everyone coming in will see them.

DISPLAY, display, and still more display. This is the first thing that impresses a visitor to the hardware store of J. M. Adam at St. Marys, Ont. One has hardly entered the store before he is aware that Mr. Adam believes in letting people know that he has a good stock of hardware for them to choose from. Everywhere you look, on the floor, to the right or left, straight ahead, or upward, you will find hardware of one kind or another that invites inspection. It should not be gathered from this that Mr. Adam has simply gathered in a big stock of goods and spilled them all around the store any old way. On the contrary there are not many stores where everything is kept in such perfect order or so spotlessly clean. Cleanliness is another thing that Mr. Adam is a crank on besides display.

Follows Definite Lines

His display methods are the result of the most careful planning. He always takes particular care to have seasonable lines well up to the front of his store and in his two display windows. They are arranged neatly and attractively, and are always kept clean. This involves considerable work, but Mr. Adam says that it pays, and pays well.

"The way to get business," he said to HARDWARE AND METAL, "is to get a good stock and then let people know that you have it. There are two ways of doing this, by placing it in your store where they can see it, by putting up nice window displays, and by advertising in the newspapers. I have proven beyond any doubt that both will produce excellent results. People like to come into a store and see a lot of goods well arranged. It creates a kind of confidence in their minds that they are going to get good service, and that is what they like."

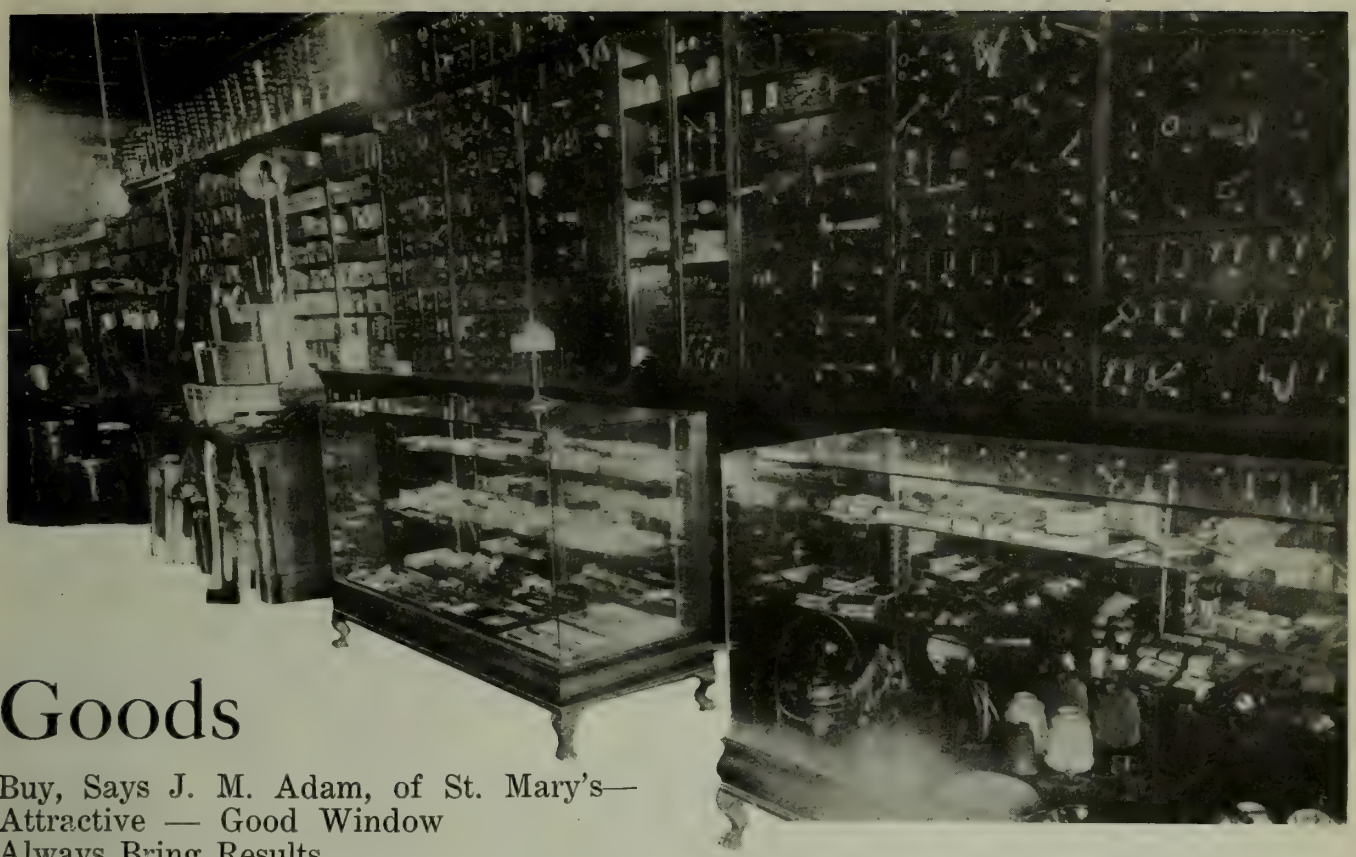
Uses Display Tables

Right in the centre of Mr. Adam's store are a number of display tables. On these are arranged all kinds of small articles, especially goods that will appeal to women shoppers. These tables are changed often. As a matter of fact they have to be because Mr. Adam has found that the great percentage of the articles he puts out on them are not there in a short time.

"Those little display tables have proven wonderful sellers," he said. "It is really surprising the number of sales directly traceable to them. They have another advantage also. They are great time-savers. Customers come in and very often see what they want while we are busy waiting on someone else. They will select their goods and bring them over and get them wrapped up, and the sale is complete. We do not have to lose the time it would take to show them a lot of sizes of styles, or the time usually consumed in sales talk. There is another point I have often found, and that is that people seeing on the tables something they had planned to buy but would have forgotten had they not had it drawn to their attention by seeing the goods, make the purchase right there."

Sales of Stoves

Selling stoves is a feature of Mr. Adam's business. Notwithstanding the unusually mild winter, he disposed of



Goods

Buy, Says J. M. Adam, of St. Mary's— Attractive — Good Window Always Bring Results

almost a car and a half of stoves, ranges and heaters. Here again his display methods are responsible for results. During the season, as may be seen from the photo, shown above, one side of the store was devoted to a display of stoves. Every one of them was kept looking its very best, the nickel work shining and the other parts clean and well kept. If a prospective customer wanted to look inside, the lifter was there to remove the lids, not hidden away under a counter. If any information was wanted about the working of the stove, someone competent to answer any and all questions was there to give it.

"We sell a lot of stoves for a town this size," said Mr. Adam. "One of the best methods of getting people interested is to have a demonstration. My experience is that it is better to have a one-day demonstration than to spread it over three or four days. One can arouse a lot of interest and enthusiasm in a one-day affair and round up a lot of good business and prospects, where if it is spread over two or three days things may begin to lag."

Gets Them Out

In putting on a stove demonstration Mr. Adam takes good care to use attractive ads and to let people know in plenty of time when and where the demonstration is to be held. He backs his advertising by a window display, and in the window display he has large cards around the stoves he is showing inviting people to come inside and see the stoves. In the store he has one or more stoves in action, that is, with a fire actually burning in them and a tea kettle steaming. The people crowd into the store and are made comfortable, and the stove is demonstrated and any number of questions are asked and answered.

A part of Mr. Adam's policy which has perhaps been a big factor in building up his business is that he aims not only to sell stoves or paints, or whatever line it may be, but to give satisfaction. He stands absolutely behind his goods. If a stove does not work to the satisfaction of a customer Mr. Adam finds out where the trouble is and remedies it. He aims to give the best possible value to his customers all the time.

Not Afraid of Them

As a result of his policy he has nothing to fear from the mail-order firms. He can beat them at their own game every day in the week because he has the goods and can give the service that the mail-order firm cannot possibly give. If it is selling a stove, a customer can come in and see the stove, find out all about it before he buys, have it sent home and set up and in operation in an hour or two. Later, if there is any little fixing or changing to do, the trouble can be remedied in a few minutes. If it is selling electric fxtures, a customer can come into the store and see the goods. see them hanging from the ceiling just as they will look in his own home. Mr. Adam has his own men to put them up and see that the work is done right. The customer realizes that this is a service he cannot get from the big city department store which ships goods selected from a catalogue and leaves the customer to take them home and set them up as best he can.

J. M. ADAM SAYS

Get a good stock and then let the people know you have it. Small articles on display tables not only sell themselves, but they save the staff a lot of time which they can devote to customers.

I think the day is coming when automobiles will be shown on the floor of the hardware store just like stoves or any other lines.

The merchant in the small town has nothing to fear from the mail order house. He can beat them every time in service, price and quality. Keeping the stock clean and well arranged is a big help in selling.

It seems to me that the mail order houses have demonstrated that the buying public thinks more of the merchant who does a cash business than the man who gives them credit.



Well dressed windows have resulted in pulling a great deal of business to his store, says J. M. Adam. He changes his displays each week and pays particular attention to keeping the lines shown seasonable. The window on the right was used to stimulate spring paint sales.

Paint Demonstrations

By applying his sales methods to paint Mr. Adam has built up a big business in this department also. He goes after this business aggressively. Every season demonstrations are held which are advertised and backed by window displays. As in the case of stoves, Mr. Adam says that a one-day demonstration produces the best results. In addition to his newspaper ads and his window displays and demonstration Mr. Adam uses another means to stimulate sales. On every road leading into St. Marys and for miles throughout the countryside he has placed large signs telling about the good qualities of a certain line of paints and emphasizing that the place to buy it is at the hardware store of J. M. Adam, St. Marys. These signs have produced good results in stimulating sales among the farmers Mr. Adam says.

Son is Overseas

Enlistment for war purposes left Mr. Adam rather short of help. His son, Sergeant R. S. Adam, signed up with the 110th Perth Battalion in 1915, and went to England in 1916 with the Mechanical Transport. He was in England only a short time before being sent to France, where he is still. He spent six months in the Ypres salient, was in the advance for Roulers on July 31, 1917, at St. Quentin when the Germans broke through on March 21, 1918, and was through all the heavy fighting during the retreat. He was also in at the finish, being at Mons on November 10 of last year, the day before the armistice was signed. Sergt. Adam was one of the lucky ones, as he went through the whole campaign without a scratch. Besides having to get along in the store without his son, Mr. Adam also had to do without two of his clerks. As a result of this he has had to temporarily discontinue the handling of automobiles. His son was in charge of this end of the business, and it was developing steadily when he answered the Empire's call.

May Go In Again

"I cannot say yet what we will do," said Mr. Adam, "but it is likely when my son returns that we will again handle automobiles and accessories. There is a lot of good business in that field. I think the day is coming when most hardware stores will have an auto department and show cars on their floor just as we show stoves or other lines."

Mr. Adam is giving a good deal of consideration at the present time to putting his business on a cash basis. He has not yet definitely decided on this policy but states that he is very favorably inclined the more he looks into the matter.

"The public thinks more of the man who does a cash business," he says. "The experience of the big departmental stores demonstrates that. The man who gets the money for the goods he sells can put it right back into the business and keep his stock in good shape, and certainly gets away from a lot of bookkeeping and the worry of chasing up delinquents. In a smaller town, and with a country trade there are things which



The photo shows the manner in which forks and shovels are not only kept together neatly and attractively but are displayed in a convenient part of the store. The illustration also shows how a lot of goods can be displayed in a general way and the store kept orderly. There is a place for everything in Mr. Adams store and it is kept there.

have to be considered. It would be easier if every merchant would adopt the cash basis plan. I have taken the matter up with one or two, but whether they adopt it or not, if I make up my mind that it is the best thing to do I will go ahead."

Store Arrangement

There are some points in connection with Mr. Adam's store arrangement that may be of interest. At the right as one enters are large, all-glass display counters filled with an attractive selection of cutlery. In the centre of the store are the display tables previously mentioned. At one end is the display of forks shown in the illustration. The stove display starts from near the front of the store and runs almost the full length of the store on the left and the walls behind it are filled with shelves laden with paints. All around the store on the shelving at the top are displayed dairy pails, enamelware and similar lines. Because they are up high and out of reach these goods are not permitted to become dust collectors. They are kept in just as good shape as the rest of the stock and add to the general favorable impression that is created by the store.

Uses All Opportunities

As might be expected, Mr. Adam neglects no opportunity to get people into his store. In the fall a one-day fair is held in St. Marys which is a centre of attraction for farmers for many miles around. Mr. Adam usually has a demonstration of special interest arranged for this day. Instead, however, of having it at the fair he has it at his store. He advertises well in advance, and as a result his store on fair day is kept filled to capacity from early morning until closing time. Not only are many good sales made in whatever line the demonstration happens to be on but he gets in touch with hundreds of prospects which are kept track of and followed up closely, resulting in still more sales.

Uses Good Space

Mr. Adam has always been a firm believer in newspaper advertising. He is a consistent user of space and always has a message for the buying public. He has found that attractive illustrations in his advertising matter are invaluable in helping to produce results. St. Marys is one of the Ontario towns recently referred to in HARDWARE AND METAL in connection with the "Spend Your Dollar at Home" campaigns. Mr. Adam does not trust to a one-inch ad. sandwiched in among a lot of others and without any illustrations to sell hardware. When he advertises he always uses a fair-sized space, varying it according to the importance of the announcement he has to make.

FORTY YEARS IN THE CUTLERY TRADE

CANADIAN hardware firms are vitally interested in the Sheffield cutlery trades, in fact several Canadian buyers are at present in England looking up cutlery lines. An article which will prove interesting reading to Canadian hardwaremen appeared in the last issue of "The Ironmonger," published at London, Eng. Under the heading, "A Cutlery Maker's Retrospect," the article appeared as follows:

Before the Sheffield Cutlery Trades Technical Society recently, a paper entitled "Forty Years in the Cutlery Trade" was read by Mr. Walter Tyzack, who said that in 1877, when he first became associated with cutlery making, the boom in trade following the Franco-German War was declining and competition was becoming extremely keen. There was a steady tendency to undersell and to see how cheaply a pocket knife to be retailed at six-pence could be produced. To attain that end there was a constant screwing down of workmen's wages, and it was always the poor cutler who had to bear the brunt of the burden. In that year pocket-knife blades for the most part were hand-forged out of cast steel, and the work was well done. The cheaper filed blade did not make its appearance until some years later, when Bessemer steel came into the market. Grinding had varied little during forty years, although the grinder now enjoyed the advantage of the modern composite stones. All razors were ground by hand with flat sides. The hollow-ground razor was not established, but blades were often sent to Hamburg to be ground hollow. Table knives were almost, and carvers' and butchers' knives entirely, hand-forged.

With the advent of cheap Bessemer grade steels the goff hammer was introduced, and was the means of a vastly increased output of table and other blades. The table-knife branch was the only section of the cutlery trade which had expanded during the last forty years, and that would have been impossible but for the use of machinery for the first process of manufacturing the blades. The introduction of celluloid for hafting helped largely the sale of table cutlery. The use of that material necessitated the narrowing and lightening of the blades to secure the necessary balance.

The drop-forging of scissors was a much more recent process, and in that work he did not consider that we could yet equal the German stampings. Better dies and cutting-out tools were required. The British stampers, however, were improving, and he appealed to them to devote attention to the possibilities of the business.

At the outbreak of the war in 1914 the cutlery trade in Sheffield was decadent, and it was only a question of time when it would have been all but extinct. The way in which the conflict had ended, however, offered the trade opportunities such as had never before occurred in its history. Among the causes which had brought down the industry to its parlous pre-war condition were the unbusinesslike methods of the manufacturers, petty jealousy and suspicion, and lack of technical knowledge and modern commercial methods. He warned the trade against the fallacious idea that the result of the war would render Germany harmless as a competitor. German competition would revive before long, because the world was bare of cutlery and could not wait for its supplies until Sheffield reorganized its system. Moreover, Sheffield had now to fear the United States with her large, well-equipped cutlery factories, and in another way those of Japan. To pay the costs of the war and indemnities Germany must have an outlet for her manufactures.

The future held the hope that Sheffield would alter its outlook and organize for a vastly increased output. The makers must get away from small-scale production, reduce the number of patterns, and eliminate overlapping and duplication of plant so as to keep every machine working full time in order to keep down the cost of production. The industry should be put on a factory basis, and the system of the workman paying rent for his working room and being charged for power, light, and materials ought to be abolished. Schemes of amalgamation and pooling had met with little encouragement, and in spite of examples of other industries the Sheffield cutlery manufacturer preferred to go his own way.

SELL A GOOD DOOR FOR THE BACK

At the recent hardware convention one of the speakers, W. H. Cunningham, of the Kasement Skrene Dore Company, emphasized a point which is frequently overlooked by hardware merchants and their sales staff. Mr. Cunningham made the point that in the majority of cases the public will buy a nice door for the front of the house, and the very cheapest kind of a door for the back of the house. As a matter of fact, the back door is the one which is used mostly and the one which is called upon to keep out the greatest number of flies. In view of these facts, Mr. Cunningham claimed that an equally good or better door should be placed at the back of the house, as it is more constantly used and performs a greater and more important function in keeping out the deadly fly pest. Furthermore, there is very little or no profit in the cheap screen doors, and the hardware merchant is entitled to just as good a profit on the back door as on the front door.

EDITORIAL COMMENT

EDITORIAL BRIEFS

REPORTS from England state that machinery will probably be set up similar to that of the Federal Trade Commission of the United States and regulate trusts and monopolies of the United Kingdom. There are many hardware men who would like to see something of a similar nature started in Canada.

* * *

FOLLOWING the Printing Bureau revelations, states the *Financial Post,* there is now a unique opportunity, with a Union Government in power, and patronage officially abolished, to clean up the Civil Service. The country should demand an investigation of the whole question, the appointment of a body of efficiency experts—efficient in business, but not in politics—who would go through the whole Civil Service and clean it out. All that would be necessary would be to apply those tests which would be applied in any private business. There is no visible reason why the country should any longer carry this burden of expense and efficiency, which would not be borne by any wise private business man.

* * *

DURING the past few weeks Government War Supplies have been disposed of to various branches of the trade at ridiculously low prices, with the result that these goods have found their way into the market and in a few local quarters have greatly upset markets on some lines. If some of the sales were carried on in the manner as rumored by certain parties, the system for disposing of these lines must be very loose indeed and must cause considerable loss to the authorities disposing of the goods, and also to the established business interests. Further information along this line may be forthcoming at a later date.

* * *

AT the recent hardware convention at Hamilton, one of the speakers was the secretary of several associations which are allied with the hardware trade. According to the programme this secretary was to speak on Trade Associations. When his turn on the programme arrived the secretary asked to be excused, stating that he would probably speak on associations later on during the convention. Those in attendance at the convention were looking forward with pleasure and with great interest to this address, but the address was not forthcoming and the trade is now asking why?

31ST ANNUAL NUMBER

THIS issue is the 31st Annual Spring Buying Number of HARDWARE AND METAL. It is the biggest number of a hardware trade paper that has ever been issued in Canada. In this issue our many readers in all parts of Canada will find announcements from the leading manufacturers and wholesalers who do business through the Canadian hardware trade. Wholesale and retail buyers will find in the advertising pages a wealth of information which is of vital importance at the present time. From an editorial standpoint we have tried to make this issue one of real practical value to the hardware trade. Retailers and their sales staff will find many splendid illustrations in this issue showing window display suggestions, interior display suggestions and by examining these reproductions of store windows, etc., our readers may secure ideas and suggestions they can adopt with profit to themselves. We believe that the publication of this big number at the present time will have a splendid effect on all branches of the hardware trade in Canada, and will indicate to the trade the confidence which manufacturers and wholesalers have in the Canadian hardware trade, as in the future of Canada. This number announces the opening of spring trade, and we believe that our readers will find in this number information and ideas which will prove of great value during the coming spring and summer months. HARDWARE AND METAL is published in the interest of the retail hardware trade of Canada and our paper is published and edited with a view to making it more valuable and practical for the retail hardware trade. It is true that our paper is subscribed to and read closely by many manufacturers and wholesalers who find information of vital importance and interest to them, but our chief object is to look after the interest of the retail trade and in this way maintain the confidence and respect of the hardware trade of Canada. Every Saturday for the past 31 years HARDWARE AND METAL has gone out regularly to the Canadian hardware trade. This issue is the biggest issue that we have ever published and we sincerely hope that our readers will find it the most practical and valuable number that we have ever forwarded to them.

WILL WAGES REMAIN UP?

THERE appear to be a great many contradictory views regarding the future of wages and prices. Some weeks ago the feeling was quite general in most quarters that within the next few months there would be reductions in wages to such an extent it would be possible to reduce the prices on many manufactured products in which labor cost is one of the biggest factors.

During the past couple of weeks there is less disposition to encourage the view that there will be a reduction in wages in the immediate future. The *American Metal Market* in referring to this condition states that the remarkably small amount of unemployment occurring with the apparent dullness in nearly all industries is being recognized as an evidence that labor is not likely to be as plentiful as was expected. The demobilization proceeds slowly, from the standpoint of the men who are being taken into industry. This is not surprising in view of the experience after the civil war. The men were near home then, yet they were absorbed with practically no disturbance. Increased attention is being paid to the movement and prospective movement of the foreign born. It is well known that a great many of the foreign born intend to return to the land of their birth, and even if many who now intend to do so do not carry out the intention there will be a great migration nevertheless. It would be strange, indeed, if this did not occur. If it is not a great boon to the people for whom independent republics are being set up in Europe, why is it being done? If it is a great benefit to those peoples, why would not the new condition draw some men from this country?

In the circumstances it is easy to see that possibly there will be no trend at all for wage rates for common labor to decrease.

GETTING RIGHT WITH THE WORKERS

IN Hamilton recently, a small and informal gathering of local industrial leaders and representatives of organized labor was held which promises to spread a significant influence throughout Canada in establishing more intelligent relations between capital and labor and offsetting the Bolsheviki tendencies which are so menacingly at work in this period of unrest and readjustment. The manufacturers and the labor leaders took dinner together and then in a practical way started in to discuss the industrial situation as between employee and employer. It was after midnight when the gathering broke up. The executives put their cards on the table frankly and the representatives of the workers were told in a straightforward way of what was being done and had been done in their interests. The results were most gratifying.

Largely as the outcome of this meeting, an organization is now being worked out by the Canadian Manufacturers' Association to bring about better relations between workers and their employers throughout Canada. A committee is being appointed from each of the eight branches of the Association to meet with representatives of the labor element for a free and frank discussion of industrial problems. These committees will work with a central committee for all Canada, thus completing a national organization. Further than this, manufacturers are individually urged to take up in a direct way their problems with their own employees.

If this idea of intimate relations between the manufacturers and their employees can be carried out in a broad way much will be accomplished to solve the greatest problem which industry has to face to-day. Tariffs and readjusting prices are in themselves questions which are difficult of solution, but they are tangible in character as compared with that unknown quantity which may be termed "social unrest."

DISHONESTY IN BUSINESS

THE whole fabric of modern business and industry is based on confidence. Any one, be he retailer, wholesaler, or manufacturer, who breaks faith with another, takes a slash at business in general. There are those who break their contracts when prices decline, and feel safe in the knowledge that it would cost too much to litigate, and the judgment would not cover all the loss of money, and none of the loss of time. Sometimes, a real business man does get disgusted, and in spite of his loss, he gives the offender a lesson on the ethics of business for the benefit of the country in general. There are, however, large numbers of the small calibre business man who manage to stay in business, sit tight while markets rise, and welsh when prices decline—usually escaping the penalty, probably because the game is not worth the ammunition.

It has been known for a carload of canned fish from the Pacific Coast, packed and labelled to the order of an Atlantic house, to be cancelled by wire a few days before date of shipment because the market has declined, and the shipper, with a carload of canned fish on his hands, was told, "He could use his own judgment about shipping, but the stock would be refused on inspection." What powers of clairvoyance! It has been known that a carload of Eastern jams has been accepted en route only on greatly modified terms by the consignee in the West, which simply meant that goods were received under terms and at prices at which, had the shipper known, the goods would never have been shipped. It has been known that cars of fresh fruit from the fertile valley of the Fraser have been refused on arrival on the Prairie—except they were delivered to the "Buyer" on consignment only, and the wily shipper, instead

of "falling," took the night train, and reached the Prairie point to find the cars well iced and unopened.

There is a serious lack of the fundamental basic principles of honesty evident among some engaged in business, and it is the duty of every business man to stamp out the unprincipled, unethical member wherever his presence is discovered. Make it unprofitable to be morally as well as legally dishonest.

GOOD WORK OF ASSOCIATION

THE beneficial results of the retail hardware convention at Hamilton are still apparent in the hardware trade. Everywhere you go you will find hardware merchants discussing matters which were taken up at the convention. Manufacturers, travellers, retailers and even the retailer's salesmen are all vitally interested in many of the important subjects which were taken up, and whenever a group of hardware merchants get together the conversation invariably drifts around to something which took place at the hardware convention. Hundreds of the hardware merchants who are discussing these matters are merchants who did not attend, but who read the convention report in HARDWARE AND METAL. It has been the policy of HARDWARE AND METAL for many years past to give complete and authentic reports of the convention proceedings and HARDWARE AND METAL will continue to do so in the future, but we would urge every retail hardware merchant to do all within his power to attend the next convention and take an active part in the association. There are a great many benefits to be derived from an active association, and the membership of the Ontario Retail Hardware Association should number upwards of 1,000 members instead of somewhere around 300 members, as at the present time. The association has a number of splendid service features which are supplied free to members, and the Annual Convention alone is worth far more to the retailer than the cost of membership and the cost of attending the convention. In addition to the many splendid addresses by trade representatives the merchant who attends the convention has an opportunity of personally seeing other merchants engaged in the same line of business and also manufacturers and wholesalers who are vitally interested in the hardware trade. All these branches of the trade are interdependent and at a meeting such as the convention, various branches of the trade can get together and discuss trade problems and smooth away the many little difficulties which appear to crop up from time to time. The various branches of the trade will find that their differences are not very far apart, with the exception, perhaps, of two or three associations of manufacturers who are not playing the game in the proper manner. A membership and attendance of 1,000 members should be the slogan for the next convention and with an organization of this strength the merchants could accomplish a great many things which are impossible at the present time on account of the smaller membership.

ELECTRIC DEVELOPMENT

AT the hardware convention, one of the speakers stated that he did not think the hardware merchant could make a success of selling electrical goods unless he carried a complete line of stock. This was interpreted by some members present as meaning that a hardware merchant was better without electrical goods than simply to try to do business with a small stock. We believe the thought which the speaker wished to carry was that in some stores the hardware merchant does not carry sufficient large stock to secure the splendid returns which are warranted at the present time with the rapid development of the use of electricity in Ontario.

To say that a hardware merchant could not sell electrical appliances without carrying a big stock would be rather out of place, because there are hundreds of hardware firms selling electric irons, electric toasters, electric washing machines, electric vacuum cleaners in a big way and are not carrying any other lines of electrical goods in stock. You will also find scores of hardware firms where their chief sales of electrical appliances are confined chiefly to electric irons and toasters. On the other hand there are hardware firms who not only carry complete stocks of modern household electrical appliances, but also go into the sale and installation of electrical light appliances and carry a complete stock which are featured in splendid show rooms.

BRIGHTER BUSINESS PROSPECTS

A GREAT improvement in the business outlook has been noticeable during the past couple of weeks. There is a general feeling percolating throughout the trade that with the advent of spring we will see a great amount of activity in building circles. Reports from various parts of Canada indicate that the outlook for building during the coming spring is brighter than at any time during recent years. During the war period a great many people held back expecting a slump in the price of materials and in the cost of labor. Many of the firms and individuals are no longer able to delay building operations, and the result is that an unusually large amount of work is already under way and the prospects are that despite the gloomy outlook of a few weeks ago, there is going to be a sudden rush of building, and, as one man stated, when it breaks it will break big. It is quite true that business of all kinds has been conducted on a very conservative basis for the past few months, but right now there is every reason for feeling optimistic regarding business during the next few months. The retail hardware trade can do a great deal towards stimulating the building industry and they will unquestionably take a large part in the great development work which is bound to go through in Canada in the immediate future.

Starting the 1919 Bicycle Season Early

Campaign for Big Year's Sales Inaugurated on Dollar Day by T. V. Hill, Oshawa—Starting Early and Keeping at it to Get Results—The Housing Scheme.

THERE is nothing like getting away to an early start, is the opinion of J. V. Hill, hardware merchant, Oshawa, in bringing bicycles to the attention of his customers. It was early in March that Mr. Hill first started to display bicycles in his windows and on the floor of the store for the 1919 season, and the first shot in his newspaper advertising campaign was fired on the occasion of the Dollar Day sale, held last Saturday, March 15.

Mr. Hill has devoted a great deal of time to developing the bicycle end of his business, and its large proportions today speak well for the energy he has put into his selling campaigns. Even more extensive are his plans for the present year's activities, and Mr. Hill looks forward to a record-breaking season in point of sales for bicycles and bicycle accessories.

An Automobile Centre

Although Oshawa is an automobile manufacturing town, it does not follow that everyone can have an auto. However, bicycles form a splendid means of locomotion, not only from a business standpoint, but from the standpoint of pleasure as well. The lake is about three miles from the town, and whereas a street-car service is maintained, it is not always going the right way—another plea, then, for the bicycle—always at hand to take one where he may wish to go.

Farmers and Bicycles

It is also noticeable, Mr. Hill states, that farmers are using bicycles very extensively, too. Those living in the immediate vicinity of the town find the bicycle very convenient to run in for small repairs, which they may need on the farm. Or it may be the younger generation want to take in the movie show in the evening—the bicycle is handy, speedy, and requires no special attention on arrival in town. These are all factors which make for the appeal Mr. Hill has to place before his trade. The results are showing also, as Mr. Hill sells as many as 40 to 45 bicycles in a season, and he is campaigning to go beyond all previous records in 1919.

Why Business Has Grown

Asked as to the reasons for the success of his bicycle campaign, Mr. Hill stated that he stood back of every bicycle sold. Even beyond the manufacturer's guarantee, which was pretty broad, he stood ready to see that absolute satisfaction was secured by the purchaser.

A full range of bicycle accessories and repairs is carried, embracing tires, pumps, handle-bar grips, seats, mud guards, wrenches, pedals, etc., and the customer is assured of quick and efficient service in having his needs taken care of. Mr. Hill looks after the repair end, should anything go wrong, and it is his personal attention which is such a factor in the successful development of his bicycle business.

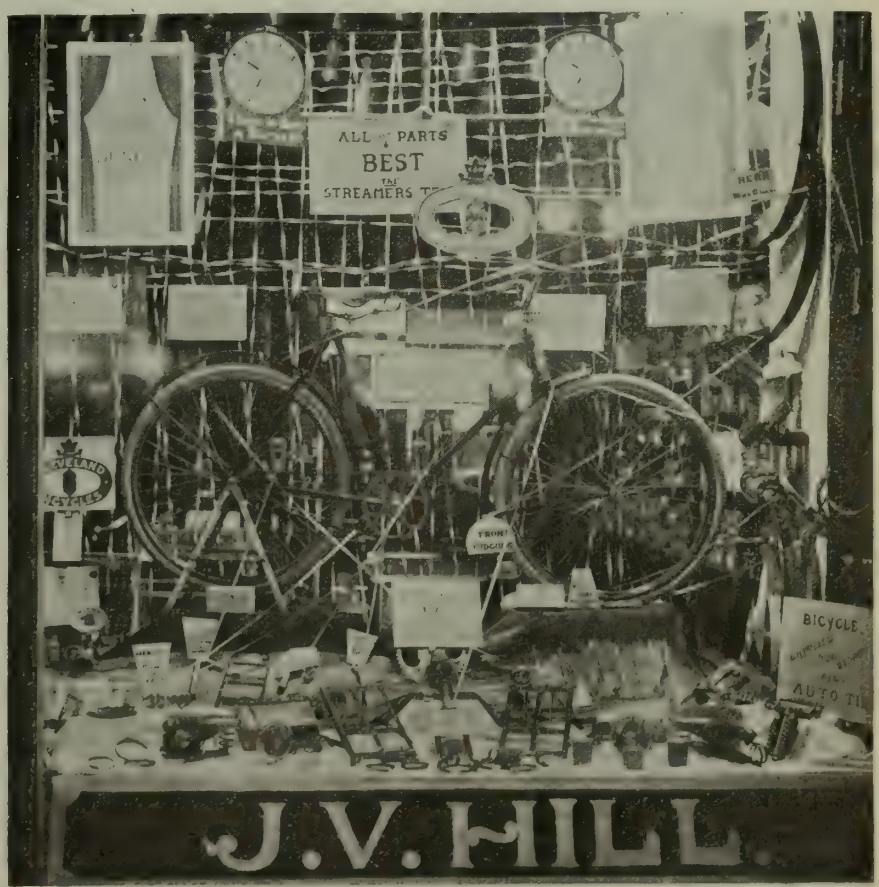
Constantly Displayed

One window of the store is used practically the entire season to carry displays of bicycles and accessories. The arrangement of the window is changed frequently to preserve a fresh appearance, and the ad. reproduced herewith, as noted above, is the first step in the 1919 newspaper campaign to increase the sale of bicycles.

Other Lines Pushed

But there is more to Mr. Hill's activities than the selling of bicycles. He carries a complete hardware stock, builders' hardware, mechanics' tools, automobile supplies, cutlery, housefurnishings, embracing enamelware, tinware, and stoves, paints, etc.

Of these, perhaps the largest is builders' hardware. Here is one reason which may be cited for this condition of affairs: Mr. Hill is interested in building himself, putting up two or three houses a year, and influencing a large share of the business on other properties through his association with the building game and knowledge of its requirements.



This window display was used by the J. V. Hill Co., of Oshawa, Ont., to open the bicycle selling season. Note the use made of show cards and price cards.

The Housing Scheme

The outlook for building this year seems very promising. The town council is planning on a housing scheme in conjunction with the Goverment's activities along this line, and it looks very much at present as though there will be a large amount of work undertaken this year at Oshawa. Needless to say, Mr. Hill will watch the development of this business closely and be ready to close up his fair share of trade offering.

And there may be just a point here for other merchants throughout the country: The Government's housing scheme seems likely to go through in some form, and if it develops satisfactorily, there should be benefit to many communities, and the hardware men in these towns should be ready to handle any and all the business which may be offering.

To Be Nation-Wide Building

Indications point to quite a substantial revival of building operations all over Canada this coming year. This will open up opportunities for practically every department of the retailer's business. Nails, building paper, cement, door sets, paint, are only a few of the lines which will be called for. The completion of the house and new tenants means another opportunity for business which cannot be overlooked if intensive selling is to be followed. These are all points brought to light in reviewing the 1919 outlook with Mr. Hill, and seem worthy of more than casual mention, but that is all that can be given them here.

Goods in Full View

The arrangement of the stock in Mr. Hill's store is such that goods are in full view of prospective customers. Enamelware and tinware, with kindred lines, are displayed on open shelving, easy of access. Stoves are given lots of room, and in these, Mr. Hill reports a very good business. Trade during the fall months in stoves and ranges was considered good, although the season was an unsatisfactory one, as far as climatic conditions were concerned. The mild winter weather affected adversely the sale of heaters and base burners, but that is considered all in the game.

Sells Auto Accessories, Too

Automobile accessories are carried in rather a nice range, and whereas, Mr. Hill states, a lot of this business is handled by the various garages in town, he indicates that he manages to sell a very satisfactory volume of the supplies called for by the motorist. These lines are always on display, either in the window or arranged on tables down the centre of the store.

Altogether, Mr. Hill views the 1919 outlook with nothing but optimism, and feels that he should be able to show a nice increase in the year's business, even over the figures obtained during war years. That is what he has in mind at any rate, and when one sets his mind on a certain objective, he doesn't usually stop until he has gone over the top. The war spirit of success applied to peace-time activities is the attitude for the year's business.

Get Rid of This Rottenness

The Scandal of the Printing Bureau at the Capital — Gross Inefficiency — Under Any Other System the Plant Would Have Been in the Hands of Sheriff Long Ago—Authority Undermined

OTTAWA.—The strong argument against public ownership — that Government administration means gross inefficiency—has been startlingly emphasized by the revelations regarding conditions in the Dominion Printing Bureau contained in the report of the committee appointed by the Government in November last to investigate the whole conduct of the department. Overmanning, inefficiency, extravagance, waste and lack of co-operation are terms which are applied in a general way to the conditions found—conditions described as "shocking" and such as would long ago have resulted in the closing of the doors of the plant by the sheriff "under any but Government ownership."

Of Government ownership it is pointed out in the report that the conditions uncovered are "the perfectly natural outcome of the system which created them." The Bureau has been a refuge of the incompetent. Sweeping recommendations are made for reorganization, which may be summed up in the sentence: "Get rid of the unnecessary employees and make those remaining render efficient service." The findings of the committee may be briefly summarized as follows:

Commercial inefficiency "shocking."

Labor employed at Bureau inefficient.

Proofreading staff overmanned, and could be reduced 60 per cent., with a saving in wages of $40,000 per year.

Conditions in typesetting department "pitiable."

In some departments three men employed where only two are necessary.

Some of printing costs 50 per cent. more than it should.

Conditions in bindery department "preposterous."

Political influence in selection of help cause of inefficiency and lack of discipline.

Charwomen and caretakers costing $31,000 a year.

Proofreading department a dumping ground for those "who could not otherwise be placed."

Editorial Board has done good work, but is fettered by present system.

Mechanical staff is paid a higher scale than obtains for the same work in Toronto and Montreal.

Placing the Blame

In placing the blame for the conditions found, the committee makes it clear that the insidious influence of politics so often found under the system of Government administration has undermined the authority of the King's Printer. The report says:

We unqualifiedly place the blame for the existing conditions in the Bureau upon the failure of those to whom the King's Printer has been responsible to uphold his authority under the law, thereby undermining the discipline absolutely essential to the successful management of the Bureau. This condition is practically as old as the Bureau.

Neither the King's Printer nor the Superintendent of Printing can be held responsible for the unfortunate situation.

Recommendations

Recommendations of a sweeping character are made, and the fact that they represent an annual saving of $350,000 to the Government and to the people of Canada is an indication of how deeply they cut. They include:

Put Bureau on an independent commercial basis.

Superannuate all employees over 60 years of age who have rendered a fair amount of service.

Reorganize the executive staff, particularly foremen and sub-foremen.

Reduce staff of proofreading department alone by at least 60 per cent.

Have Bureau administered "by the King's Printer and the Superintendent of Printing, with full power, through their foremen, to hire all help and dismiss when, in their opinion, such action is necessary."

Some Strong Language

The report, which is a voluminous document, deals exhaustively with the conditions investigated, and it speaks out candidly as to what has been discovered. Following are some quotations which will serve to indicate the trend of the whole document:

Viewed from the standpoint of commercial efficiency, the conditions found to exist are shocking.

Under any but Government ownership the sheriff would long ago have closed the door of the plant.

Given its housing accommodation rent free, without taxes or insurance, not expected to provide even depreciation on its plant let alone interest returns upon its cost, with heat, light, and power gratis, with wages of certain of its employees paid by vote of Parliament, the Bureau has not been able to pay its own way.

The labor employed by the Bureau renders inefficient service. To be candid, it does not earn the money it is paid. Furthermore, there is not much inducement for it to do so.

The system has placed each class of employees on the dead level, and made it uncomfortable for anyone to attempt to distinguish himself amongst his fellows.

It is pertinent to point out that the committee is strongly of the opinion that neither the King's Printer nor the Superintendent of Printing can be held responsible for this unfortunate situation.

To maintain a man in idleness for two months in order that he may work one, is obviously bad business practice.

During the last year, the situation, to put it mildly, has become pitiable.

At certain times there is not enough work available to make even a pretence of an honest day's work for the number of men employed. As a result the art of doing nothing and making it appear like real labor has been highly developed.

An appointment to the Bureau staff has, by practice, apparently become a life engagement. The mere fact that there is no work for the employee to perform has no bearing on his retention. As a result, three men are engaged in doing the work that two might perform without any necessity of exerting themselves.

The "Official Gazette" is still set by hand, although machinery which could do the work at a fraction of the cost is standing idle. This publication is costing almost 50 per cent. more than it should.

The difficulty at the Bureau can be largely explained by the statement that the employees have been engaged through political influence.

The management has been powerless to correct the difficulty owing to the pressure brought to bear on behalf of some of the employees. It appears to have been used as a dumping ground for people who could not otherwise be placed.

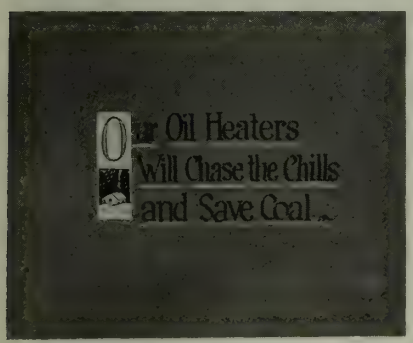
Exclusive Store Uses Small Cards

Show Cards in the Windows a Little Larger and More Easily Read Than Those Used in the Store—Color Scheme of the Cards is Frequently Changed, Although White Cards Are Always Popular

One of a series by R. T. D. EDWARDS

ANYONE interested in showcard writing, whether a card-writer or not, when travelling throughout the American continent will take notice of the particular styles of showcards used in various districts. He will also notice the similarity of the work in one district of various card-writers.

This seems to have been the case especially throughout Canada where card-writing has not been practised as long as on the other side of the line. Here, one good card-writer settles in a district and from him many amateurs copy their style. This is gradually improved upon until the district has a lot of good card-writers, all with much the same style.



This condition, while not objectionable, could be improved upon by varying the ideas comprised in showcards used in other cities with the local style.

Various Methods

With the object of improving the showcards in various localities, we are running this series of showcards explaining the various methods used in large stores throughout Canada and the United States.

This month's article deals with two large stores in Chicago. Their methods of preparing showcards are well worth studying.

The first store which we will consider is one which handles very high class merchandise, a very exclusive store. Not the type that has to advertise bargains to sell its goods, but whose merchandise is so exclusive that very few cards are needed for the display.

The Difference

This is one of the predominating differences between the Canadian and American stores. The better class American stores use showcards sparingly and those they use are very small with small lettering.

The lettering is very neat, but no neater or better than many Canadian card-writers can do. The lettering is kept to the centre of the card, showing plenty of background, and when a price is necessary the figures appear no more conspicuously than the lettering. The work is usually of brush or pen stroke construction.

Now take the Canadian stores, even the most exclusive; you find them using cards of a type that the cheaper American store uses. Large cards with heavy type and often of gaudy colors are common. This class of card is absolutely barred in the type of American store previously mentioned. They are considered vulgar and absolutely out of keeping with their beautifully designed stores and with the beautiful merchandise they sell.

Their showcards are small, the lettering is small and price is small. The lines are straight across the card and all layouts are uniform. One type of lettering is used throughout the store and only one. These cards are used exceedingly sparingly and not placed in a too conspicuous place so as to detract from the merchandise display.

White is Popular

White cards are popular, but the color of the cards is changed from time to time. But no matter what color is used it must be uniform throughout the store. The card-writers work slowly and accurately to get uniformity in their work.

At the present time the most exclusive store of the two is using a very pleasing brown mottled card with small white lettering for both windows and interior use. The white lettering is put on with a small brush or music pen which will flow the heavy opaque card-writer's white successfully.

A quarter sheet card (11 in. by 14 in.) is used in the windows and with the most exclusive displays no cards are used at all.

The other Chicago store uses a white card for the interior and varies the styles for the windows.



On the main and second floors of the latter store it is the rule not to use any larger card than 5½ in. by 7 in. The lettering is made with the pen, using a black carbon ink. Both the lettering and price are put on small, but are quite readable.

The Window Cards

The window cards are a little more elaborate at opening times when coloring is used very sparingly. Cards similar to the grey card with black lettering illustrated on this page are used. The edges of this card are sometimes bevelled and gilded. The fancy capital is drawn on white paper and pasted on the card.

The other illustration shows the style used by the store first mentioned. It is a dark brown mottled card with white lettering. This store always has the edges of their good display cards bevelled and gilded.

Seasonable Suggestions For Show Cards

We Have All The Tools You Will Need For Your Garden.

Brighten Up Your Home. Let Us Show You Our Paints.

Your Wife Would Appreciate One Of Our Electric Toasters.

Just In—A Big Selection of Seeds That Will Grow.

Our Washing Machines Make Washing Easy.

Your Car Needs A Coat Of Our Auto Finish.

We Have Some Real Bargains In Aluminum Goods.

Spring Is Here. Clean Up—Paint Up.

Arthur Balfour & Co. (Canada) Limited, capital $40,000, plans to carry on the business of steel and iron manufacturers and to manufacture twist drills, files, plates, cutlery, hammers, shovels, contractors' supplies, mining tools and steel wire rope.

GOING THE LIMIT WITH THE CUSTOMERS

(Continued from page 133)

Some Selling Points

"Do you think the retailer can sell the line he wishes to get behind, Mr. Bedard?"

The reply was in the affirmative, and Mr. Bedard made some important observations.

"If a customer asks for a certain thing, I try to place it before him. But I do not lose the chance to sell a line which I know to be reliable. And I am strong on selling a high grade of goods always."

Continuing, it was pointed out that customers would come in and ask, for instance, for a tin of varnish or paint. "I want a tin of cheap varnish," they would remark. In such case this would be produced. The point is that the customer has asked for a given article and it is the least reflection on their request to comply. But at this point the salesman should interest himself in the customer very closely. What is the varnish for? Is it to be used on a floor or on some other work? There are instances where a floor varnish, probably, would not be as suitable as a cheaper one.

Explains the Goods

Ascertaining the exact use to which the varnish was to be put, the salesman would explain the important advantages of the line which he would then recommend. This is very important, for it is probable that the average woman, in particular, has no knowledge at all of the varnish or paint that she expects to use. As Mr. Bedard said: "It is quite as important to the dealer as to the customer that the latter get the particular line best suited to the work. For if she is given the product that will not give satisfaction, even though it be the one asked for, the dealer will not soon be forgotten; he will get all the blame for a job that has not been satisfactory."

One instance will serve to illustrate the selling power of the dealer.

"A lady came in and wanted some varnish. She was sure she must have the line asked for. I gave it to her. But I said: "Will you please take this (giving her a small tin of another brand I knew was of high quality) and just use a little of it on the floor where the wear is hardest? There will be no charge for it."

The result was most desirable. "The woman returned for a pint tin later, then a quart, and finally she bought a half gallon can of the varnish I had wanted her to use."

Other Good Plans

Particular attention is paid to the development of a key-cutting trade, to saw sharpening, scissors sharpening, electrical repairs, etc. That this may be done with every satisfaction to the customer, Mr. Bedard has an expert in charge of the work, and this insures real satisfaction.

Kept Them All

"I called up the wholesale and asked that a quarter dozen of each style of trunk keys be sent me. There seemed to be some hesitation on their part, for there were a great variety of these and I knew this. Even when the delivery man brought them he seemed to expect that I would change my mind—that there were likely more than I had figured on. However, I kept them all. These many patterns enable me to fit any lock that may require a key. It is important to have the proper key when it is wanted, and even though this purchase meant an investment of $15, it is worth while. If one of these keys does not fit (the locksmith taking a sample of each kind with him, numbered) he can come back to the shop and quickly cut one. It means much to a customer to get a key right when it is wanted."

A splendid little idea is carried out in stocking these keys. A small rectangular board about 20 inches wide by two feet long is varnished and ordinary bright screw hooks, square, are used to hang the keys on. These are placed a few inches apart and room is found for stocking nearly 100 varieties and from three to six of each. A little slip of paper beneath each carries the number and the cost and selling price. It is thus convenient to keep tab on stock at a glance, and there is no overstocking. Provision is made to also carry night latch keys and blanks at the bottom of the board.

A Repair Shop

A small bench is provided at the back of the store and the little jobs of repairing electric irons, making keys, etc., can be carried out between times. A neat office has been arranged immediately over this little workshop, with shelving beneath, and permitting all room to be used to advantage.

In the basement an electric motor is placed and a neat and compact workshop set up for saw-sharpening, knife and scissors-grinding, and many other little jobs that are wanted from day to day. By having a handy man, expert in doing this work, the features outlined will doubtless prove to be trade-winners and real profit-makers for the Bedard business.

CANADA IS ON THE EVE OF GREAT DEVELOPMENTS

(Continued from page 124)

British concern had got in ahead of them.

New Minister of Trade Needed

The Prime Minister's next move is to find a new head for our Department of Trade and Commerce—a big, broad, tactful, able business leader. The people of Canada have been misled—by outside propaganda; by little journalists in big jobs, men unable to understand business problems; by newspaper proprietors afraid to tell the public unpopular truths; by self-seeking, irresponsible politicians who play to the prejudices of the masses; by some workers from the Old Country and effete monarchies who can't see the great differences between European and Canadian conditions and opportunities—until we have class misunderstandings and antagonisms, wrong ideals, class legislation, handicapping the enterprising investor and manager, who, more than anyone else, is responsible for our national prosperity and the future development of the country is regarded with suspicion. All this prevents co-operation and co-ordination among those whose interests are common.

A great trade leader is needed to bring order out of this chaotic condition, harmony among conflicting interests, encourage enterprise, control the few selfish combinations of capital that create trouble for the other vast percentage; a man who would get us all working together for Canada and the Empire just as Sir Arthur Currie united and put enthusiasm, thoroughness, a capacity and a desire to do things into the Canadian Corps in France.

Despite the handicap of lack of proper leadership, the indications are that Canada is entering on an era of great development and prosperity. With proper leadership and co-operation Canada will forge ahead at a more rapid rate that any other nation.

The hardware trade of Canada will feel results from the growth and development of our country more than any other class of merchants. The hardware trade of Canada can do more than those in any other line to assist in the development of our country, and they can depended upon to do their part.

GOOD ADS SUCCESS CORNERSTONE

Continued from page 151

to-date unpacking and packing room. Here all freight and other material is handled after it has been conveyed from the lower floor by means of an electric elevator. Should the contemplated changes be made, this floor will be used as a wholesale warehouse.

In all, fifteen men have enlisted from the various departments. The departments are in charge of the following, some of them having been with the firm since its inception twenty-one years ago: Frank Barrett, building and hardware, also assistant manager of store; Clarence Hatherly, mills' and farmers' supplies; H. J. Dunnett, house furnishings. Major Dunnett, as he was formerly known, left Canada with the 18th Battalion. He went to France as a private and won his promotion on the field. He was also honored with the D.S.O. for bravery shown in battle. Major Dunnett was reinstated in his former position as soon as he received his discharge. Other department heads are: C. Layle, paints and varnish; E. A. Davey, secretary of the company, silverware and cutlery; W. Cassidy, toys and electrical department; Alex. Lewis, foreman of workshop, and F. Smithson, basement.

Solving Your Own Housing Problem

Experience of One Canadian Industry May Contain Ideas For Your Own Community—The Hardware Dealer Can Cash in on Present Movement—Lend it Your Support and Experience



THE Housing Problem is not confined by any means to the larger cities, but is a vital question in practically every town in the country. The idea of this article is to show the steps taken by one industrial firm to solve their own employees' problems in this respect and perhaps suggest something which the hardware merchant can bring to the attention of his local town council or local firms as a suggestion for their activities during the present year. It is not too early to "start the ball rolling" and the hardware man stands to benefit by lending his support and influence to any housing scheme which may be instituted in his own community.—EDITOR'S NOTE.

THE housing of the workman is receiving a large amount of attention, and justly so, for the industrial developments of the last few years have to a large extent altered conditions formerly encountered. Many industries have sprung up in districts remote from large centres, and even the cities themselves have felt the pressure incidental to the increased numbers of workers in the munition plants, which have been operating in such large numbers. The Governments of many of the Allied countries have taken considerable interest in this phase of the labor problem, and many firms have themselves gone to considerable expense to create satisfactory conditions for their employees.

One of the most interesting of these private housing schemes has been worked out by the Norton Company, both in Canada and in the United States. In this article the industrial community created by the Norton Company shows the developments which have recently been completed at Chippewa, where the Canadian plant of this company is located. There may be some feature of particular interest which can be adapted to your own community, and the hardware merchant is one who is sure to benefit in proportion to the interest he shows in the present housing problems of his town.

The location of the Norton Co. at Chippewa, while ideal from the standpoint of power supply and industrial facilities, was somewhat at a disadvantage as regards housing conditions for employees. Houses were scarce and unsatisfactory, and rents were high, necessitating the employees living at Niagara Falls and coming to work by street car, the night shift having a car service at only one hour intervals.

To ameliorate these conditions the company started a comprehensive housing scheme in 1916, the major portion of which has recently been completed. Land, which was formerly a cow pasture and swamp, is now filled in, graded, with well built roads and lighting, and forms the nucleus of an exceedingly attractive community. How many towns have these "beauty" spots that are an eyesore to the residents and create a poor impression on the visitor?

Layout

The community is located somewhat to the south of the plant and centres around a new cross street, which intersects the main approach to it.

This street, together with that leading to the plant, has been graded, paved, sidewalks put down and made attractive by the planting of trees and the wise utilization of those already grown to full size. An additional pavement has also been put down for the space of several blocks to provide a satisfactory means of entrance from the village of Chippewa proper.

The types of houses developed by the architects, Wright and Kremers, of Niagara Falls, N.Y., are vastly different from those usually met with in industrial communities. All too frequently in new developments one sees block after block of houses the same in every respect, closely jammed together and with no attempt made to relieve the monotony by varying the architectural features of individual houses, if, indeed, they have any.



This illustration shows a typical single and a typical double house. The type is not an unfamiliar one in many communities.

In the development here described, the value of plenty of yard space for each unit was well considered. Each house, or double house, is set well back from the road, with an ample back-yard, and a uniform street line has been carefully avoided. In a typical block the central feature will be found to be a double house of substantial appearance, set well back from the road. On each side of it the houses approach the road more nearly, the corner houses of each block being the nearest to the street line. The houses are symmetrically disposed as regards their type on each side of the central feature, or double house, and while this is done, the exterior features are arranged in such a manner that no appearance of similarity exists. One house may have shingled walls, and its counterpart in plan will be given an entirely different appearance by the use of clapboard siding, and a different verandah treatment.

The Vanished Backyard Fence

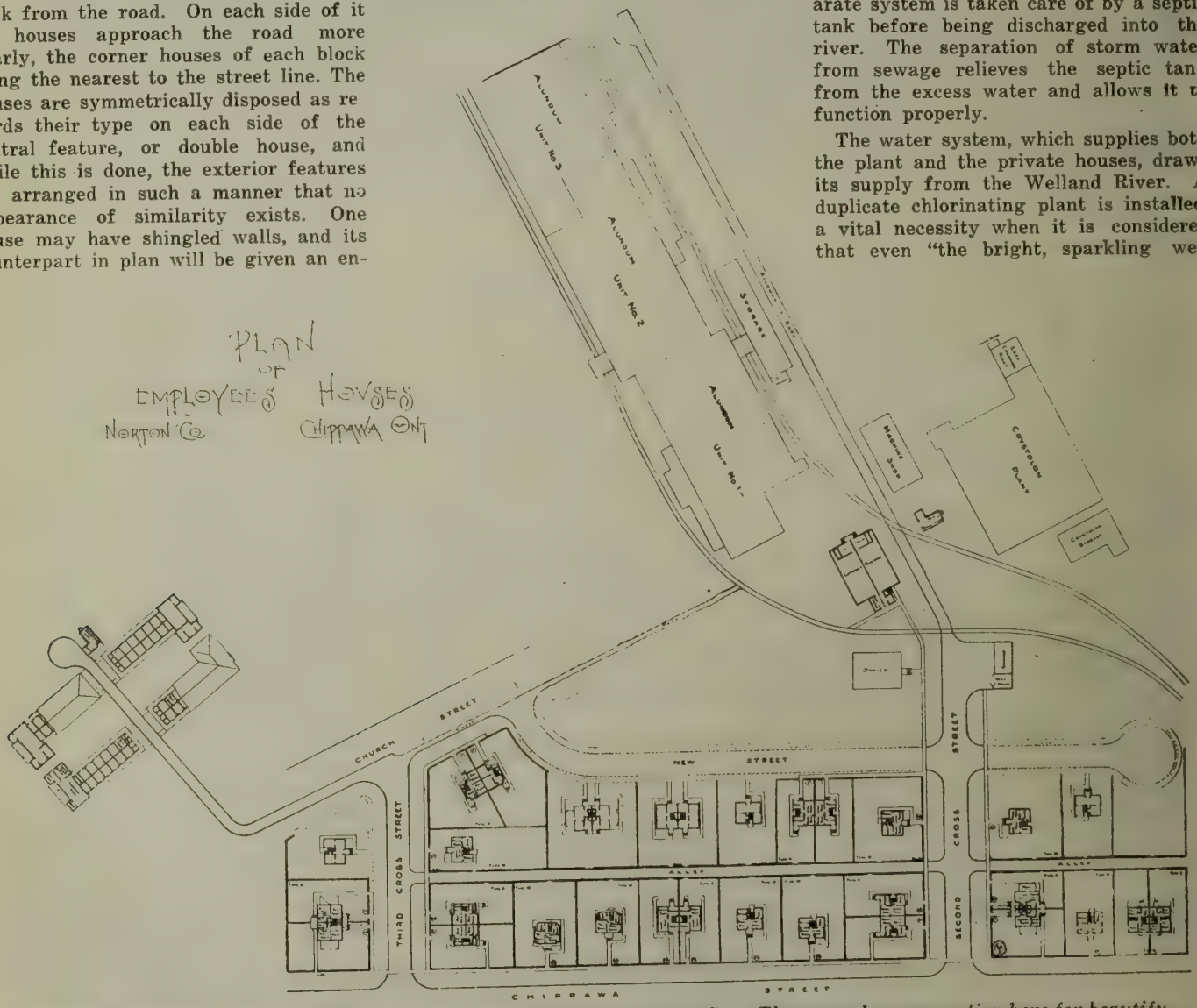
That eyesore of the city and town, the backyard fence, is only conspicuous by its absence, and the hedges, which have been planted in its stead, will, with each passing year, grow more attractive and will make the backyard a place of beauty, instead of a depository for ashes and tin cans.

Along with this improvement goes one which also helps towards the attractive appearance of the community. No one will admit that the twice a week appearance of ash and garbage cans on front lawns is an aid to civic beauty. This has been avoided in the present instance by the provision of a through lane, serving every house in a block. Through this lane all coal is delivered and all garbage collected. The garbage cans are chained to posts so that their removal is a matter of some difficulty.

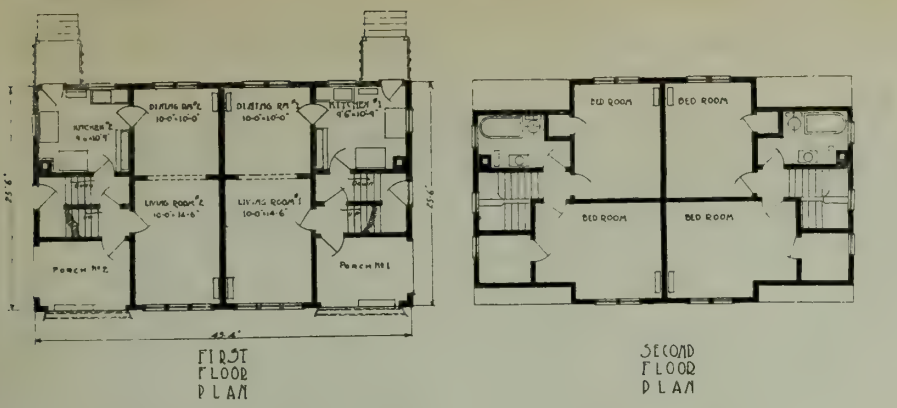
Sanitary Provisions

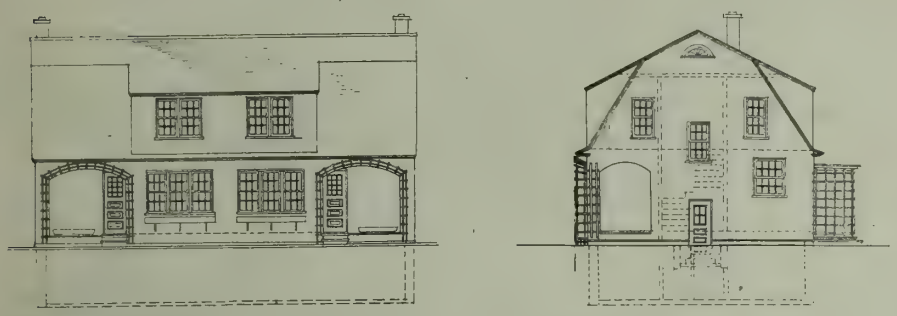
Since the Village of Chippewa has no sewage or water systems, the company have considered it good policy to provide both for the community which they have established. Every house is connected to the sewage system, or rather to two systems, for the rain-water collected from the roofs is drained into a separate sewer, which also takes the waste water from the plant. The sewage in a separate system is taken care of by a septic tank before being discharged into the river. The separation of storm water from sewage relieves the septic tank from the excess water and allows it to function properly.

The water system, which supplies both the plant and the private houses, draws its supply from the Welland River. A duplicate chlorinating plant is installed, a vital necessity when it is considered that even "the bright, sparkling well



Plan for housing development at the Chippewa plant of the Norton Co. There may be a suggestion here for beautifying some unsightly part of your own comunity.





Plan and elevations of typical double house. Many builders favor this type and it has advantages.

Too many towns to-day neglect to have a proper fire protection system. Hundreds and thousands of dollars could be saved were better fire fighting apparatus available. The saving in insurance rates covers the cost of proper equipment to fight this dreaded menace.

Plan Arrangement of Houses

As will be seen from the accompanying illustration, the single house has three rooms on the lower floor with a back porch. The dining room is 10 ft. 8 in. square and opens onto the living room of larger size. A swing door connects with the kitchen, which is provided with a sink and pantry closet. A rear entrance leads to the outside and also to the basement, the cellar stairs being located under the stairs leading to the second floor.

The second floor contains three good-sized bedrooms and bath, closet space being provided for each room.

The double houses are arranged on a slightly different plan, the stairs leading to the second floor from a small hall, instead of directly through the living room. A front porch is also provided, instead of one off the living room. The

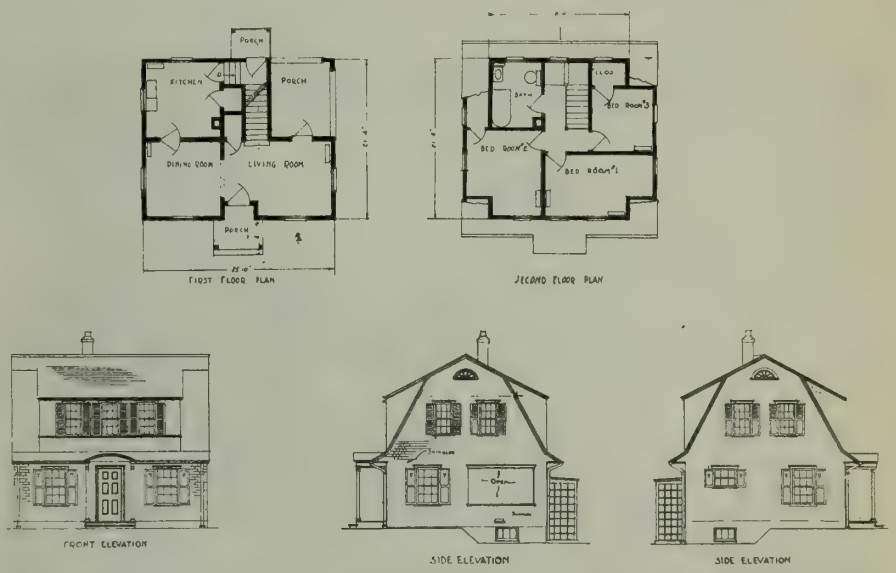
(Continued on page 154)

water" of the village was highly contaminated with organic matter and at times a dangerous source of typhoid.

The chlorination of all water used in both the private houses and the plant removes the possibility of infection from this source.

Fire Protection

For the protection of plant and community from a fire, a fire department has been organized with hydrants located at proper distances apart. Two volunteer fire companies have been organized and are provided with a hose reel and a chemical wagon, housed in an attractive station. Fire alarm boxes of the break glass type are located on the ornamental lamp posts. These boxes serve to operate an indicator in the fire hall, and also operate an electric syren at the plant. This signal gives the operator at the pump house notice to boost the pressure.



Plan and elevations of typical single house. There may be an idea here for your own community builders.



View showing typical houses, Norton Development, Chippewa. This class of house is a credit in any town or city. Making this old world a better place to live in is not such a bad idea.

Putting the Window Display Across

Changing the Display Often and Use of Price Cards Factors in Success

Jordan and Virtue, Oshawa, Pay a great Deal of Attention to Development of Window Display Selling. The Interior of the Store Conveys the idea of "Making it Easy For the Customer to Buy Goods." Looking Forward to Big Year's Business in 1919. Mechanics' Tools One of Biggest Lines Handled.

"SO you are buying goods?" was the query put to Mr. Virtue, of Jordan and Virtue, Oshawa, as the representative of HARDWARE AND METAL waited while part of a new shipment of merchandise was being marked.

"Why, yes, of course. Why not?" Mr. Virtue replied. "We can't do business unless we have goods to sell, and if we starve our stock we must expect to starve our business. That most certainly we do not want to do. Our record here has been one of continual growth, and we do not aim to have 1919 show any different returns when the figures are totalled up at the end of the present year."

That is the spirit which is going to carry on and result in big business for those adopting it. Mr. Virtue sees no reason for the calamity howler to be loose, and is adopting a selling policy which should spell success for the present year.

Mechanics' Tools Featured

One of the big items in the Jordan and Virtue business is mechanics' tools. Being a large manufacturing centre, Oshawa trade calls for an enormous amount of the tools necessary to carry this on successfully, and it is to this trade that the members of this hardware firm cater particularly.

The Window Display

Reproduced herewith will be seen a window display run a couple of weeks ago by this firm. As a matter of fact, one window of the store—there are two display windows—is used altogether for mechanics' tools, and this is rearranged every week, usually on Friday, to be ready for Saturday trading.



The illustration shows a window display of Jordan & Virtue at Oshawa, Ont. Note the use of price tickets. Action was given to this display by a revolving stand operated by a small motor. This resulted in a number of lines being shown that could not have been displayed in the same space otherwise.



This is a reproduction of the advertisement used by Jordan & Virtue of Oshawa, Ont., in connection with the recent Dollar Day sale.

Getting "Action" Into Window

In the window display shown herewith, there was "action" put into the effect by building what might be called an octagonal cylinder. This was arranged in such a way that, with the power supplied from the motor of an electric fan, this cylinder revolved, and besides attracting attention to the "moving display" itself, secured the attention of the passer-by to the many other lines in the window.

There is really nothing complicated in the construction of this revolving display idea. A saw, hammer, a few nails, and the wood could be very easily and quickly

Continued on page 152



Not only the lower windows are used by Ingram and Davey for display but also the whole front of the second floor. Every article bears a price ticket and while a lot of goods are shown the windows are never overcrowded.

Good Ads Success Cornerstone

Hard Work, Giving Good Value to Customers, and Good Window Displays Also Big Factors in Building Business, Says George W. Davey—St. Thomas Firm is Planning Larger Premises

"PLENTY of hard work, plenty of live advertising, well-dressed windows all the time, and last, but not least, giving our customers value to the extent of one hundred cents on the dollar on every purchase made."

This is the formula which George W. Davey, of the hardware firm of Ingram and Davey gives for the success of the firm, which the proprietors in their advertising feature as "Western Ontario's Largest Retail Hardware Store."

"Twenty-one years ago," said Mr. Davey to HARDWARE AND METAL "we started in business in a little building in the extreme east end of the city. It measured eighteen feet by sixty. Ten years later, after having enjoyed a measure of success we moved, and now occupy one of the finest hardware stores outside of Toronto, in the province."

Will Enlarge Store

"Despite war conditions, business has been excellent, and our present buildings, one being forty by one hundred feet of red pressed brick, and the other forty by fifty feet, two storeys, are too small. We are planning extensive alterations and additions and have purchased adjoining property with the intention of building a new three-storey building to take care of horses and delivery trucks. The upper storey will be used as a warehouse, and in order to avoid the expense of additional real estate we will place another storey on top of our workshop in the rear."

Ingram and Davey are constantly seeking new fields of development. They believe in going out after business and in going after it aggressively. Service to the community is part of their programme. If there is a demand that is not being supplied the firm takes it on.

Built Up Business

In this way it has built up some of the departments of its store until there are not many larger or better equipped departments in the province. Starting in a small way with electric fixtures and equipment the firm now handles a large quantity of these goods. It is stated that it handles more electrical goods by quite a large percentage than the electrical shop of the Hydro Commissioners in St. Thomas. The electrical goods section on the second floor of Ingram and Davey's store is most attractively arranged and stocked. The lamps and electrical fixtures and devices of all kinds lend themselves readily to display purposes, and full advantage is taken of this. The firm not only has a large and complete stock but it takes pains to let the buying public know about it. This is accomplished by window displays and newspaper advertising and by display in the store. Back of all this, however, is the service idea. The firm is ready to stand behind the goods it sells. It aims to not only sell merchandise, but satisfaction. If by any chance any goods that go out do not prove satisfactory the firm wants to know about it and will make them good. This spirit has won for Ingram

and Davey a wide patronage, not only in St. Thomas, but for miles around. People who deal with a firm whose aim is satisfaction and service generally are not slow to tell others about it, and Ingram and Davey have profited by this kind of free advertising.

The Toy Department

The toy department is another branch of the store that has grown from small beginnings to a turnover that now runs into large figures and is steadily growing. Every youngster for miles around knows about Ingram and Davey's toy department, and the visits made there are events about which the kiddies dream for months. Toys have come to be an all-year-round line with this firm, and they have built up their big trade in this department by persistent advertising, window displays that carry an appeal to every youngster in town, and by arranging special demonstrations. For instance, at Christmas time, as described in a recent issue of HARDWARE AND METAL, Santa Claus came to town, and while there his headquarters were at Ingram and Davey's store. Good care was taken by use of newspaper space to advertise the coming of St. Nick a month in advance, and as a result there was a procession of youngsters and their parents on his arrival that looked like a peace celebration. There was just as much enthusiasm, too.

On Other Occasions Too

Christmas of course is the big toy season, and the big demonstration is held at that time, but during the year Ingram and Davey frequently plan a drive in seasonable lines of toys, and the youngsters and their parents are invited. What is more to the point, they come, and what is still more to the point, a very large percentage of them buy. Incidentally the firm gets an enormous lot of free publicity of the most valuable kind.

On the main floor to the left of the entrance is the builders' hardware department. The same ideas of display are carried out here. The prospective customer, as soon as he enters the store gets a favorable impression, because he finds himself looking over not only a large, but a very complete and very well kept stock. This applies to the stock throughout the store. It is well kept and the store is well kept, neat, clean, and orderly and well arranged.

Immediately behind the builders' hardware section is the mill, farmers, and plumbers' supply department. Here also is a complete stock, well displayed, and in the rear of the store is the house-furnishing department. This is an especial centre of attraction for the housewives of St. Thomas and district, with its big stock of aluminum goods, graniteware, tinware, fibre goods and brushes and other lines.

The Paint Department

At the rear of the house-furnishings section, and separated by sliding doors of fireproof construction, is the paint and varnish department, also oils. The paint business of the firm in the past three years has shown a splendid increase, and it is not unlikely that as a result of the importance it has assumed that during the pending building operations the paints and varnishes will be given a place nearer the front of the store. Putting things where people can see them has been one of the methods by which Ingram and Davey have steadily increased sales. The paint stock, while a large one, is easily accessible, as the higher shelves may be reached by the clerks from sliding ladders. For handling the oils, self-measuring tanks have been installed, and for the convenience of motorists there is a large tank of gasoline near the side door of the main building.

Make Big Sales

As might be expected in a city where the shops of several important railways are located, there is a big opportunity for selling tools. Ingram and Davey have a department stocked with mechanics' tools that is one of the features of their store. It is located on the opposite side of the store from the builders' supplies section and at the front of the building. Everything that is likely to be required by any of the mechanics in the city is in stock, and a great many lines are on display. All glass silent-salesmen are used to good effect in this department, and window displays of tools are frequent. They never fail to produce results, the firm states.



The toy department on the second floor is so arranged that every line handled is displayed all the time. Each article bears a price ticket. Invitations to visit this department are given by the firm and thousands of kiddies and their parents take advantage of them.



The photo shows a section of the main floor in Ingram and Daveys store. Note the effective use that is made of all glass silent salesmen, and the manner in which cut glass and other lines are freely displayed. Neat and attractive arrangement is one of the features of the store.

Catches the Eye

Right in the centre of the main floor and facing the main entrance, stand massive plate glass silent-salesmen filled with an array of silverware, cut glass, cutlery, and similar lines that not only arrest, but hold the attention of ninety-nine out of every hundred women who come into the store. Big sales in these lines are made each year and are steadily climbing. A feature that adds to the sales not only from the silent salesmen but from the window displays and store displays generally is the generous use of price tickets. People who come in can tell at once the price of any article and also know without going in to inquire the price of any lines featured in the windows.

Sporting Goods

At the rear of the tool section on the main floor is a large sporting goods department. The firm is the sole agent for some of the finest lines of goods on the market. Not in every city of 18,000 is there to be found a store that carries a complete stock of goods for golfers, curlers, hockey players, baseball enthusiasts, tennis players, fishermen and others. Ingram and Davey have all these and many more, and they sell goods for many miles around, and they do it by letting people know that they can get these things at Ingram and Davey's store.

While the firm does quite a large credit business it is extremely careful to see that any accommodation extended is such that there is little chance of loss. A great deal of this credit is necessary because hundreds of the firm's customers are railway men who only get their pay cheques perhaps once a month, and farmers who want credit until their crops are disposed of.

Not Afraid of Them

One of the gratifying things about the aggressive way in which the firm goes after business is its policy in connection with mail order trade. Ingram and Davey welcome the chance to meet the man or the woman who has it in mind to send to the department store for something he or she has seen in "the catalogue." After they are through demonstrating their goods and comparing prices, quality, etc., there is not much money goes to the big city stores. The firm also meets the mail-order competition by an offer to pay freight on all shipments over $10 in value.

Attractive Ads.

The firm has always been a consistent user of newspaper space, and it has always aimed to direct its messages to the buying public in an attractive and intelligent form. Space is not skimped and free use is made of illustrations. This has been found a most valuable assistance in producing sales. Another thing always featured in the ads. is to give the price in large figures. Ingram and Davey also pay special attention to keeping their ads. seasonable. They are right up to the minute. Frequently the firm features "Saturday Savings," as shown in the illustration accompanying this article and has found that excellent results have followed.

The basement is used for displaying a large stock of window glass, roofing material, oils and building material. At the rear of the store stands the warehouse where a large stock of iron is kept ready for immediate use. The upper storey of this building is used as a workshop. It is heated from the main building, and during the busy season twelve to fifteen men are employed.

Makes Packing Room

The top and last floor provides an up-

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PUTTING THE WINDOW DISPLAY ACROSS

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assembled in the form this firm used it. The cylinder is about 2 feet long and 16 to 18 inches in diameter. The face of each octagonal section would be about 10 inches in width, permitting the easy attachment of many small lines of tools. The cylinder in the photograph herewith appears under the large display card reading, "If it's mechanics' tools, we have them." It will be seen that the tools shown carry price cards, giving in plain figures the cost to the purchaser.

What Is Back of Price Card Ideas

"Our prices are right. We feel that the price we ask is a fair one, and we are never adverse to showing price cards on the goods in our windows," Mr. Virtue stated, when the question of price cards was mentioned. "In fact we not only use them in our windows, we use them in the display cases in the store—the goods sell themselves in this way," Mr. Virtue continued; "the mechanic knows pretty well what he wants, he sees it in our windows or in our display case in the store, and asks for it definitely. There is no necessity for him to ask the price from any of the salesmen—there is the price in plain figures, and with the many lines which the mechanic knows well, it is just a case of 'handing out the goods.'"

There are other factors in the price card idea, too, which have been covered often in HARDWARE AND METAL—one of these suggests itself here as a result of the talk with Mr. Virtue. The customer on seeing a price card on goods feels that the merchant issuing same is down to rock bottom in his selling cost. The merchant's idea may be higher than some of his competitors, but at least the consumer feels more confidence in the merchant—he gets the impression that those are the prices asked everyone—he is not being discriminated against in any manner as an individual. The customer's confidence is a mighty fine thing for a merchant to have, and this is obtained by fair prices and fair dealings.

Display No Complicated Process

In the window display herewith, the background was built up with boxes—the goods were displayed on purple crepe paper—the one side and back of the window were used to carry displays also. There was no available display space lost, but the goods were not crowded in by any means, either. There is, perhaps, a fine distinction to be drawn here, but it is quite clear that all the space can be utilized and yet avoid crowding. That is one reason why the windows dressed by Jordan and Virtue are such a success. They are arranged with a view to attracting the attention of the discriminating buyer, and all possible care to cater to his taste in neat arrangements is taken. Hangers, cut-outs, and in the store counter display cards are used extensively—getting the name of the goods handled before the user is the idea back of this selling program.

The Selling Idea Predominates

When one comes to the interior of the Jordan and Virtue store, the same care in arrangement, the same idea as to putting across sales is carried out. Whether it is mechanics' tools, aluminum ware, enamel ware, or paint, the idea is to get the goods out where they can be seen—priced so that selling effort on individual lines can be reduced to a minimum and yet extended to cover a greater range, or, at least, a greater volume of goods.

"Making It Easy to Buy Goods"

The display of enamelware, tinware and kindred lines is bright and attractive, arranged on tables and open shelving, where it is easily accessible to the buyer and to the salesman. "Making it easy to buy goods" might well describe the activities of this firm, and with such an idea back of them, it is by no means hard to figure out why, as Mr. Virtue claims, their record has been one of steady growth and expansion. It is the intensified selling campaign which they are conducting to which they attribute their success. "Having the goods our customers want—making it easy for them to buy—selling the goods at attractive prices," is how Mr. Virtue sums up their attitude.

"Comfy" Arrangement of Paint Department

The paint department is another very attractive feature. The stock is carried on shelving in the usual manner, but in front of the shelving is a lattice work of frame about eight feet in height. In the centre of this is a large opening where a counter is placed, back of which the salesmen stand, ready to show the color cards, make suggestions or hand out the paint. There is an intimate relationship established with the customer in this arrangement which those wishing to select paint cannot help but appreciate. The department is towards the back of the store, free from the many interruptions and counter-attractions which might be a disturbing factor were the sales being made nearer the main entrance. In its present location the customer is able to concentrate on her paint purchase, and the salesman is better able to suggest. The whole arrangement can be called "comfy"—it is not by any means too effeminate a turn.

Service and Cash

One might go through the entire store and mention each department, but those mentioned will convey the idea of service back of this firm's activities. Incidentally, it might be mentioned that this store does a cash business, and experiences no difficulty in taking care of the trade following this method. In the case of stoves, two months is sometimes allowed as an outside figure to those whose credentials are absolutely good. Mr. Virtue mentioned one little point in connection with stoves and washing machines as illustrative of his attitude towards cash purchases. "We have found," he stated, "that a stove or washing machine which is not paid for almost invariably develops an awful lot of complaints. There is something wrong all the time. When they are paid for at the time of purchase, they always give satisfaction." There is just an insight into human nature which the experience of this firm has proven. Did you ever try it out yourself, Mr. Merchant?—just see what happens in an investigation of this kind.

"Dollar Day" Has Advertising Value

Reproduced with this little story is a copy of the ad. run by Jordan and Virtue on Dollar Day, held last Saturday. Mr. Virtue looks on the day from its advertising value and not from the profit he doesn't make on the goods on the dollar list. Mr. Virtue doesn't look on the day itself as a money maker, but he considers it has real advertising value, and in that way justifies itself.

MORE FAVORABLE CONDITIONS INDICATED IN STEEL MARKET

According to "Iron Age," the United States' large output of steel in February has been held up as proof that conditions in the industry are more favorable than have been represented. The fact is that the February rollings of the Steel Corporation and those for January represented considerable tonnage, much of it rails, booked in 1917 at low prices, deliveries on which were suspended to make way for war orders.

New business has come in in the past few weeks at only a fraction of the February rate of operations. With most independent companies March orders have not been over 20 per cent. of capacity. It is also to be considered that in some districts, notably Pittsburgh, large rollings for stock were made in January and February.

It is thus to be expected that output will fall off in March and April, with progressive reductions in working forces at steel works and rolling mills.

The attitude of foreign buyers continues to be that of the buyer at home, only absolute needs being provided for and stocks being kept down. Under the new price fixing, states this authority, our export market will still be a law to itself. How long the American export level can be kept above the domestic market is a question, with British Government price fixing expiring in less than two months. British exports may then be more closely competitive with American steel, with the added advantage of lower ocean freights.

In this connection interest attaches to the expressed desire of British steel manufacturers to make some form of agreement with their competitors in the United States in respect to the export trade. Presumably the Webb Act would give sanction to such an arrangement, but no interest has been shown in it on this side and there is no likelihood of any early action.



A novel method of advertising that has produced results for E. Sauve of Montreal is an entertainment hall. Here his customers gather regularly and the entertainment, which consists of games, cards, etc., is varied by demonstrations of various lines which Mr. Sauve handles. Steadily increasing sales he attributes to this method of advertising.

Unusual Sales-Building Idea That Won

E. Sauve, of Montreal, Has Made Good With a Big Scheme to Interest Buyers — Has Played the Personal Element Strong—Sells Carload of Wall Board Yearly—Expanded From Small Store to Big Two-story Block

IF enthusiasm counts for the success of an idea, then that which has dominated the selling of hardware in the store of E. Sauve, 269 Monk Boulevard, Point St. Charles, a suburb of Montreal, has been a real winner. The originality of the idea behind this selling so impressed the special representative of HARDWARE AND METAL who called recently, that he concluded it was worth passing along to the big family of readers which this paper reaches.

Mr. Sauve has developed the personal idea in his own way. He believes that one should know his customers, and also those whom he would count as customers in more than a casual way. Just how to develop this idea as he wished was the big question that presented itself a few years ago, when he was about to erect his present new store. For, it should be pointed out, the beginning for Mr. Sauve was a modest one. That point will be treated later.

The Social Side

In erecting the present building, or rather in expanding it (for it has been practically doubled), Mr. Sauve had a large hall provided upstairs in the new part for which he had not any pressing need. It was very well appointed in every way, and a most attractive gathering-place, or could be readily made so. And herein was the solution of his wish —that of getting closer to his fellow-citizens.

"This is the biggest advertisement that we have," was Mr. Sauve's manner of describing the use of this hall for the entertainment of his friends far and wide. "It has been a big success."

Human nature likes entertainment, and in the pursuit of his ideal Mr. Sauve "sensed" this and provided the means for developing the social side. It has worked well and is a bigger success even than was thought possible. "I consider it pays me better than to rent my hall," said Mr. Sauve.

The Winning Idea

Reference to the accompanying photograph will convey a clearer idea than words can of the big advertisement that has won. If attention be directed to the general layout it will be seen that the hall has a platform. On this platform a "demonstrator" is outlining the advantages of the particular brand of paint which the Sauve store carries, and for which it is agent. The attention of the audience is directed to the speaker, and particularly if his talk be entertaining and instructive.

In the first instance invitations had been issued several days before and these asked the attendance of those present at a "Progressive Euchre" party to be held in the hall on a given date. There was no fee, and prizes were to be given for those successful in winning them. Chairs and tables to accommodate 300 to 400 people are always available, and as these are collapsible, they may be readily put aside to permit of dancing. As the hall is about 25 by 60 feet there is ample room for dancing and general entertainment. The floor is of hard maple, and the walls and ceiling are beaver-boarded, and attractively tinted in buff, and neatly panelled.

The Patriotic Side

During the war there was need for entertainment of various kinds in the community, and it was necessary to have a meeting place. Various societies had only to ask Mr. Sauve for the use of the hall, and if the scheme were worthy there was a readiness on his part to place his hall at the disposal of the committee having the raising of funds in charge.

Thus, with the average entertainment held, all the money raised was available for the use of the Red Cross, the Patriotic Fund, Y.M.C.A. purposes, and so on. "There are about thirty societies here who are free to use the hall."

The indirect benefit of this generosity has been very satisfactory, Mr. Sauve pointed out, in fact direct benefit has come to his business right along, for the citizens in the community served, numbering about 1,500 families, could not but appreciate this idea and be well disposed toward the store in the matter of their trading. The influence in creating goodwill for the store was ever present, although no mention was made regarding the feature. "The people are just inclined to come and trade with us," as Mr. Sauve put it.

Hard Work Counts

As stated in the early part of this article, Mr. Sauve began business in a smaller way. This was in Montreal proper, near Chaboillez Square. He was here associated in partnership with another merchant. About ten years ago he disposed of this business (also having already opened at Cote St. Paul), and concentrated all his effort at the latter point and where the business has grown materially. This was doubtless a wise move, for the district was and is a growing one. Already the Montreal Tramways Company contemplate the extension of their line down Boulevard Monk, and this will be a big help to trade, it is expected. Mr. Sauve expects to cash in on this.

The first store erected in Cote St. Paul was of moderate size, and this was later vacated when the present store was built, about four years ago, almost adjoining. A full plate-glass front was installed, and this permits plenty of light to the store. It is, and has been, a wise provision, for there is added the benefit of being able to make attractive displays frequently.

All this development has been made possible through close application and attention to detail, Mr. Sauve having given his best effort to building up his trade.

Some Big Sellers

"Do you sell wall board such as that used on the walls of your store, and in the hall, Mr. Sauve?"

"Yes, we sell about a carload each year. Having it on the walls is a fine advertisement for it, and we have had a good deal of success with it," was the reply. "Many people like it better than lath and plaster."

Paint is a big seller, too. Asked as to whether the war conditions had been hard on this line, Mr. Sauve replied that there was a good deal sold during the war years. "We carry a big stock of paint as well as of other lines, so that when a customer wants to do a job we have what he wants here without keeping him waiting. If he wants ten gallons of a certain shade of paint we can give it to him right away."

In this connection HARDWARE AND METAL asked Mr. Sauve how he had built up such a good trade for paint. He replied that he had taken advantage of the paint company's service which provides the circulation of paint cards and circulars. These are sent direct to a selected list of prospects, and the results are good. The store furnishes the names of prospects.

Wall Paper—Furniture

Wall paper has sold well. This is kept in the hardware department and is so arranged that "it almost sells itself."

A large panelled sample display stand is placed near the paper stock and the customer can see quickly, and without trouble, just what patterns are available and the cost is marked on each plainly, with the border cost also given. If a clerk is otherwise engaged it is therefore possible for a lady to select what she wishes, or in any case the salesman has less explanation to make when he is free to take the order.

In connection with the sale of this line, Mr. Sauve referred to the accumulation of remnants and odd lots, or rather to the prevention of this. "When a pattern gets down to say ten rolls, we put it up at the top of the rack, and the same is sold as soon as possible and a new pattern replaces it. In this way we keep our stock fresh."

This is an important consideration. It keeps stock fresh, and it is better to dispose of a line that has almost run out and replace it with a new one, even though the last small lot may be sold at cost.

Adds Furniture

Furniture was added to the stock two or three years ago, an addition having been made to the store, practically doubling its capacity. The sale of this enabled the owner to maintain a good turnover and helped to make up for the loss of trade in builders' hardware, and for which there had been a growing sale. There will be a large demand for this again, and Mr. Sauve expects to see big building activity next year.

Bicycles have sold well and will sell more extensively. Even last year nearly thirty were sold, and there is an excellent demand for the various accessories that cyclists require. These, Mr. Sauve said, were real profit makers.

Little Things Help

There are many little things that count in cultivating the customer and in holding his trade afterwards. Thus, at the rear of the store Mr. Sauve has arranged a small tinshop where odd jobs can be handled. He does not attempt to run a tinsmithing department, but has enough tools to do a great deal of work that is a convenience and an obligement to the customer. "A man may want a stove pipe of a special size," said Mr. Sauve. "We say, 'Can you wait a few minutes?' And so we go into the shop and make the pipe that is wanted. It is a big thing to be able to give this to the customer. He might have to go away in to the city if we were not able to make it for him right then when he needs it."

In giving his customers service, Mr. Sauve has from four to five clerks in normal times. And in his policy of business-building he has found it worth while to co-operate with his fellow citizens. His interest in their social welfare has solved the advertising problem to his own satisfaction, for, aside from some circularizing and his window displays, "this hall and the entertainments we give," he says, "are the biggest advertisement we have." And again: "This year I spent quite a lot of money for calendars. I expect to use this amount next year to carry out this scheme of entertainment. It will buy a lot of good prizes."

While the people are being entertained in the hall, the various lithographs and advertising matter placed on the walls, and the suitable use of two blackboards, one on either side, serve as mediums for giving a message that will further interest those present.

SOLVING YOUR OWN HOUSING PROBLEM

Continued from page 147

kitchen is directly off the hall and opens into the dining room through a swing door. The bedrooms upstairs are only two in number, but are of generous size.

The double house admits of slight variation in plan, several different arrangements being used. All the houses are heated by hot air, and all are provided with conveniences and electric light. Their popularity with the working staff is such that there is a waiting list for houses, which from time to time are vacated.

In order to make provision for those employees who are unmarried the company found it necessary to take over the old Baltimore house in Chippewa, a frame building which has existed for a good many years, for almost a century in fact. The interior of this building was completely remodelled, a new veranda built and other alterations made, which resulted in a very comfortable home for employees who wished to take advantage of it.

The housing problem is a real one today and, by giving it all the encouragement possible, the hardware merchant stands to benefit by the sale of merchandise and—not the least point to be considered—a better community to serve.

KINREAD BUYS "NEVERBREAK" RIGHTS

R. R. Kinread, formerly manufacturers' agent, of Winnipeg, Man., has purchased the business of the Canada Neverbreak Trace Company, and is now manufacturing this patented line of traces, shanks, fan belts for autos, shawl straps, etc. A full line of chrome specialties such as halters, hamestraps, backbands, bellybands, etc., is also being manufactured. Mr. Kinread has removed from his office on Bannatyne Avenue to larger premises at 74 Princess Street, Winnipeg.

Retailers Will Want to Be Shown

Proposed "Hardware Buyers Limited" Initial Prospectus Reveals No Real Reason Why Retailer Should Spend $260 to Become a Member—Careful Investigation Should Be Made Before Signing Contract

HARDWARE & METAL

Dear Sir:

We are enclosing a circular, which we received in to-day's mail. These people are evidently trying to do to the wholesale jobber the same thing as the farmers are trying to do to the retail merchant. We, for one, do not approve of this mode of procedure, and thought this might be worth printing in your next week's copy.

Yours truly,

Merrill & Hubbard.

RETAIL hardware merchants throughout Ontario and Quebec are being circularized by W. L. Hawksworth, 461 St. James St., Montreal, in an effort to secure 200 members as a starter for a proposed "Hardware Buyers, Limited."

The circulars which have been sent out are reproduced herewith, and there is nothing to the scheme yet for which HARDWARE AND METAL can see justification for even one hardware merchant to sign away $5 a week for one year—$260 in all.

In the first circular, among the other questions asked is the one: "What will the organization cost?" And this is answered by the promoter in this way: "The lowest price at which a large organization buying in a large way, and carrying a large stock can supply the goods."

Further elucidation of the estimated cost is given in circular No. 2. Here the "estimated cost to operate proposed organization" is itemized as follows:

	Per annum
Including rent, taxes, light, heat, wages and interest	$30,000
Dividend (10 per cent. upon $150,000)	15,000
Surplus, for contingencies	7,000

The only sure thing in this estimated cost which HARDWARE AND METAL can figure out is the dividend of 10 per cent., which will be paid to the proposed capitalists financing the scheme. The dividends are provided for out of the $5 per week which it is hoped 200 retailers will each hand over.

It looks like a sure thing—a remedy for the supposed evils surrounding the present system of distributing merchandise—but retailers should ask to be shown. There is absolutely nothing in the two circulars reproduced herewith to justify any retailer in signing away $260, so that the proposed capitalists putting up $150,000 will be sure of 10 per cent. dividends.

The second circular seems to be reaching out towards a basis from which something can be figured. It might be well to examine it and make some comparisons as to where, if possible, the members will derive benefit. Under the heading, "What You Get," the first answer given is: "Better service, as sole business will be buying hardware supplies." Let a question be asked here to answer this statement—what is the business of the wholesale hardware houses if not to buy hardware supplies solely, and why can they not give service under this arrangement?

The next answer to what you get, is: "Better deliveries, as we will carry a large stock in hand." That is most certainly a debatable point—most hardware jobbers to-day give a 24-hour or 36-hour service as a regular thing on orders entrusted to them.

Answer No. 3 of course is the pivot on which the success or otherwise of the venture would hinge and must be taken up when figuring out the estimated cost. The fourth, in reference to the contract, sounds well, but the retailer is bound not to buy more than $5,000 worth of merchandise, and anything less than that amount adds that much more to his cost.

It might be well to go into that point, and it really comes next, too, under the heading on Circular No. 2, of "What You Pay." The minimum fee on a yearly contract is $5 per week; for the year, $260. The maximum purchases are limited to $5,000 on approved credit. The multiple is $260 per year per $5,000 per annum buy or fraction thereof.

To see any real value it is necessary to take maximum figures. Two hundred members buy $5,000 worth of goods each, or $1,000,000 is the estimated year's business. Hardware Buyers, Limited, proposes to handle this amount of business for a fraction over 5 per cent., .052 to be exact. On the face of it HARDWARE AND METAL cannot see how it

TO THE RETAIL HARDWARE FIRMS

Dear Sirs:

How much does it cost you for act of buying your Supplies?
Do you buy direct from the maker?
If from maker, do you get the limit price?
Do you buy from the Wholesale Hardware Companies?
If from Wholesaler, what profit are they making on you?
What profit must the Wholesaler make, to exist?
Would you like to buy direct from the makers, at their Wholesale Hardware prices?
Would you like to buy in Montreal, at same cost as the Wholesale Hardware Companies pay?
Would you like to buy from a Proposed Organization, that will not charge you any profit on the Hardware Supplies that they buy for you?
What wages would you be willing to pay such an organization?
Would you pay them an Office Boy's Wage?
Would you pay them $5 (Five) per week?
Wage or Fee entitles member to services of proposed large organization and your Hardware supplies at their cost.
What will be the Organization cost?
(The lowest price at which a large organization, buying in a large way, and carrying a large stock, can supply the goods.)

ALL HARDWARE SUPPLIES WILL BE SOLD F.O.B. WAREHOUSE, MONTREAL, NO PROFIT ADDED.

Proposed Organization will have same Service, as the wholesale hardware firms pay a very much higher price for, than you could individually afford.
There are 1544 retail hardware firms in Province of Quebec and Ontario. Want 200 firms as Members.

ARE YOU TO BE ONE OF THE TWO HUNDRED?

THINK THIS OVER.

WILL HAVE BUYERS IN CANADA, UNITED STATES AND ENGLAND.

SERVICE, DELIVERY AND PRICE, FOR SMALL SUM OF FIVE DOLLARS A WEEK.

TELEPHONE MAIN 2295 **ASK FOR MANAGER.**

OR WRITE

W. L. HAWKSWORTH, **461 St. James St., Montreal.**

Circular No. 1 sent out as a preliminary to proposed "Hardware Buyers Ltd."

can be done. As far as the members are concerned, they can buy 1-12th doz. of this or 1-6th doz. of that—his orders can range from a total of $10 to $100, or even more (there is nothing said to the contrary at any rate). If anyone can demonstrate how this class of business can be handled on 5 per cent., carrying a "large stock on hand," as these people propose to do, he is certainly a wonder. No doubt figures could be juggled around to make them appear plausible enough, but it is hard to figure how they are going to stand up under investigation.

And that brings one down another notch in this life-saver for the retail merchants, to the estimated cost to operate proposed organization. Here, under the grouping of rent, taxes, light, heat, wages and interest, is found the sum of $30,000 per annum. This proposed organization is one capable of handling $1,000,000 worth of business—200 members buying $5,000 each. To handle this amount of business it seems very conservative to state that a stock of $200,000 must be carried—it is fairly safe to say that no jobber in Canada will show a million dollar turnover on such a small amount of stock, but to give the proposed company the best possible chance to make good, $200,000 will do as estimated stock to be carried.

Interest on the investment in stock at 6 per cent.—here again is a small rate of interest—is $12.000; rent, taxes, light and heat would be cheap at $4,000; wages are perhaps a little hard to estimate accurately—there will, it is said, be buyers in Canada, United States and England, and with even one in each country they will surely want to pay them at least $2,500 each—another $7,500. So far, the figures given total up to $23 500. and no provision is made for a warehouse or office staff—for a credit man to see that members pay for their goods, and a sales or advertising man to let the members know what goods are available. The last two men should absorb $4.000 between them, and that leaves $2.500 for the warehouse and office staff. Thirty men and girls at $10 a week each would cost in a year $15,600—there is the $2.500 balance and surplus for contingencies of $7,000 used up, and you are treading dangerously on to that 10 per cent. dividend which the proposed capitalists ask you to pay $5 down and $5 a week.

With the three buyers, a credit and sales or advertising man and thirty other employees, there will be some activity around the place if $1.000,000 worth of business is handled. It won't be any $10 a week warehouse men or invoice girls that will undertake to send out the goods and invoice them. Insurance, which must be figured, is not included at all—$2.000 is no more than enough to allow for this.

Now Hardware Buyers, Limited, show under "What You Get, No. 4": "Contract, not bound by same to buy any specified amount." By this they mean that you are not required to buy a full $5,000 worth of goods. The minute you fall below this amount your cost immediately starts to soar. If any hardware merchant could buy at manufacturers' cost, laid down, plus 5 per cent., it would be a good proposition. There is no question about that. However, under this scheme, say you only buy $3,000 worth of goods, it means practically 9 per cent., your cost for this service is $260, remember—if you buy only $2,000 your buying cost is 13 per cent. The $260 you lay out in a year is a direct charge to be added to the cost of your purchases, and the less you buy the greater this looms in the percentage you are paying for this buying service.

Now what of the wholesale hardware man who at present serves the retailer? He has money invested on which he hopes to make a fair return. It is doubtful if they average 10 per cent. in normal times, and most certainly they are not assured of 10 per cent. as the proposed capitalists backing Hardware Buyers, Limited, are in the estimated cost shown on circular reproduced herewith. There is another point—you know what you can reasonably expect to get from the wholesaler. You have his catalogue (it is a $30,000 outlay, and probably much more these days) from which you can sit down and order as you need the goods. There is no indication in the prospectus of Hardware Buyers, Limited, as to what they will supply you, nor at what prices. How are you to know you are getting manufacturers' prices? How can you be sure that there will be a "large stock to draw from?" Read letter from the Montreal representative of HARDWARE AND METAL, in which he states as coming from the promoter of this new company, "They will carry a considerable amount of stock and they will be able to get orders forward within a week or two weeks after orders are received." Is that better service than you are getting to-day, and does it appeal to you when you are figur-

Continued on page 170

HARDWARE BUYERS LIMITED

General Hardware to be Carried in Stock.
To Assist or Amalgamate Buying Interest of the Retail Hardware Firms.
Proposed Capital $150,000. Proposed Membership 200.

WHAT YOU GET

1. Better Service, as Sole Business will be Buying Hardware Supplies.
2. Better Deliveries, as will carry a large stock in hand.
3. Better Prices, as no profit will be added to delivered cost.
4. Contract, not bound by same to buy any specified amount.

MEMORANDUM

Will buy in a large way, carrying a large stock and will obtain limit wholesale prices.

There is a variable difference between Wholesale and Retail prices of from 10% to 30%.

Will have located buyers in New York City, N.Y.

WHAT YOU PAY

Minimum Fee: Yearly contract: $5.00 per week, payable in advance.

Maximum Purchase: Up to $5,000 per annum, on approved credit.

The Multiple: Is $5.00 per week; per $5,000 per annum buy or fraction thereof.

FOR COMPARISON—FIGURE

What it now costs you for "the act of buying."
What approximate profit now paying Wholesaler.
What approximate loss of time, delays and follow-up of orders cost you.

ESTIMATED COST TO OPERATE PROPOSED ORGANIZATION.

Including Rent, Taxes, Light, Heat, Wages and Interest..$30,000 per Annum.
Dividend (10% upon $150,000) ..... 15,000 per Annum
Surplus, for Contingencies ..... 7,000 per Annum

PROMISE OF AGREEMENT TO CONTRACT

On behalf of the Firm of ..... located at ..... as I am invested with the authority (by meeting of Board of Directors) in my official capacity of ..... of said firm, AGREE to place a "Purchasing Contract" for one year, with the proposed "HARDWARE BUYERS, LIMITED" and pay them $..... per annum (divisible and payable weekly, in advance) as firm desires to be able to purchase up to $..... per annum of General Hardware Supplies at proposed Organization's cost.

By Cost mean exactly what the organization pays to procure the merchandise and deliver same to you. From Stock or by Importation.

No profit or other operating expenses to be added.

First week's FEE to be paid soon as are notified that proposed organization has received its Charter.

(Name of Firm .....
(Authorized Official .....
(Witnessed by .....

Date .....

N.B.—For $5.00 per week you receive the services of a Special Buying Organization, the advantages of a large stock in hand and at limit Wholesale prices.

Circular No. 2, giving prospectus of proposed "Hardware Buyers Ltd."

Why My Men Are Loyal

Based on an interview with

FRANK WATERHOUSE

President Frank Waterhouse and Company

Reprinted by courtesy of "System," the Magazine of Business

A list of the businesses which Mr. Waterhouse has organized and controls would be a list of many of the most important undertakings in Seattle and the Northwest. He has had unusual success in creating loyal, profit-making organizations. And in this article are described his methods of handling one problem that he finds common and supremely important in all these organizations — men — the element that can most quickly make or break a business.

SHIPS and men are alike in many ways. I know something about both. Our business is shipping; and one of my principal business tasks is to make sure of the loyalty and ability of our men. Here is an instance of this similarity that exists between ships and men:

Occasionally, a fleet of merchant ships is offered to us for purchase or charter.

Invariably we ask:

"What is the average age?"

We are not interested in knowing that two or three of them may be only two years old, if several have seen service of 18 or 20 years, and the average age, say, is 15 years, it is not worth while to investigate such a fleet further. The normal opportunities for profit making with vessels of that age are very poor. But when the average age of the vessels is only 5 years, we might be very much interested, as the cost of operating modern vessels is a great deal less than the cost of operating old vessels. Furthermore, vessels 5 years old have a reasonable expectancy of 15 years of useful service, while vessels 15 years old might have very few years left.

In the same manner we believe in a youthful organization of employees, made up of men in their prime. Youth, as a general thing, is aggressive, ambitious, and physically and mentally able to absorb constantly increasing tasks. Age is usually more ready to shift responsibilities than to assume them. Of course there are many exceptions to this rule, but as between a young man and an old man of equal ability we prefer the younger, because his expectancy of life is greater, his period of probable future usefulness is longer, and the expectancy of life of our business therefore—if made up of young fellows like him—is greater.

Don't mistake me. We do not let men out at the top in order to keep a young organization. When a man comes with us and makes good, he is here for life. We have a number of men and women who have been with us since our business was established in 1898. We do take men in at the bottom. The average age of our executive officers, department managers, and office employees is about 36 years. The fact that many of the men have been with us for a long time is the more noteworthy because we are in a new country. An ideal organization, as I see it, is old in service but young in years.

We have a valued competitor, in whose organization the average age is nearer 56 than 36. Which business, his or mine, do you think has the better chance of survival?

How We Branched Into Various Lines

Age, of course, is but one element in building an organization. Nearly any concern will succeed if the men are right. I say this out of an experience with many apparently diverse lines of business. For as the opportunities of a rapidly growing country presented themselves, we advantaged ourselves of them in various ways. Our ships plying the coast and Alaskan trade made us familiar with the possibilities of bringing Vancouver coal to Seattle. Out of this trade grew the idea of becoming sales agents and producers, and consequently our coal company.

Delivery problems in the coal company suggested the need for motor trucks; and the economies of purchasing from ourselves gave us the idea of becoming sales agents for one or two truck manufacturers. This agency has become one of the largest in the Northwest, handling now both trucks and pleasure cars. In connection with the pleasure cars, we again saw a need this time in local motor transportation, and we capitalized it by establishing a taxicab company, and later, a baggage service.

Our shipping needs suggested opportunities also, and we organized companies to handle the stevedore business, to build and operate docks, to operate tugs, and to underwrite marine insurance. Recently we undertook to build up an iron works, and have started to publish a magazine.

All of these organizations, with the single exception of the iron works, have grown either directly or indirectly out of our shipping activities. And always, as each new unit has been added, the principal problem has been to make sure the men were right.

We have no faith in patented plans for picking loyalty and skill. We have tremendous faith in the ability of management, by right methods. to bring out surprising skill, plus loyalty, even in men and women of only moderate ability.

It is a human problem, which no mere set of rules can cover. But perhaps we can describe our methods best by summing them up briefly and then explaining our thought in detail. Not as hard-and-fast rules, therefore, but merely as a way of phrasing certain principles that are fundamental in building an organization, I believe that a high average of loyalty and skill can be attained only if you:

1. Understand your employees—know them at first hand;

2. Let them as well as the management share fairly in what the business earns;

3. Keep the organization young—the average age low—fill gaps in the ranks at the bottom instead of at the top;

4. Give every man a job, and let him run it—judge him by results, not by his personal methods of working.

Misunderstanding, to start with the first of these principles, is the original basis of enmity, and the cause, I venture to say, of 99 per cent. of all the troubles that arise between employers and employees. It is easy to avoid—but few of us avoid it. The remedy is simple: meet the man with whom you disagree and talk out your apparent differences of opinion in common terms and on a common basis. Often the differences, defined in that way, vanish completely.

I am frank to say that five years ago it never occurred to us that it might be wise to go down to our docks in Seattle and talk with the laborers. We took little or no interest if they and their families were sick, or went without proper food and clothes, or were suffering in their homes from lack of coal, or could not meet the rent, or were just barely able to get along on wages they earned working for us. Since we have learned to take a human interest in these problems we have had more happiness, and greater prosperity.

Nothing gives me greater satisfaction and happiness than the kind of harmonious relations that exist between our employees and myself. We are one big family working together for the mutual benefit.

The other day I was talking with a labor leader who anticipated a strike vote in his union. Some of the men of the union were employed in our iron works.

"How about this, Frank?" he asked.

"Of course, we can't afford to injure you."

"No, you can't hurt your friends," I said.

That puts it in a nutshell. And the proposition works both ways. If the men and the management are friends, the men cannot injure the management —and the management cannot injure the men.

How Shall Labor and Employers Come to a Mutual Understanding?

Business is rapidly changing. Traditions vanish overnight. Old ideas about the relations between employers and employees are being examined and revised in the light of new conditions. We work on the basis that snobbishness, class consciousness, the whole chain of evils and artificial barriers to business success, must be swept away.

Every business man, of course, works out the problem in his own way. Our way is to know the men first hand. I am willing to let bank presidents cool their heels in my anteroom occasionally if necessary. But my door is always open to labor leaders. We had a striking demonstration recently of the tremendous progress that can be made when men of divergent opinions sit down together and thresh out their differences.

Our immediate cause of trouble was the decision of the federal board charged with regulating the wages of workers on Government war contracts. The men had been led to suppose that the board would adjust wages to correspond virtually with the increase in the cost of living. The actual award—when it was announced—fell considerably short of their expectations.

The men immediately began to agitate a strike. And to cap the difficulty, word came from Washington that if the business men permitted the strike to take place, contracts aggregating hundreds of millions of dollars would be canceled instantly without further notice.

We laid these facts before the men. For our mutual interests we urged the formation of an informal arbitration board to discuss our common problems. We invited the men to submit the names of seven of their leaders for the approval of the business men. And we in turn proposed seven business men who were to be approved by the unions. These fourteen when chosen were to confer on the selection of a chairman.

I was chosen one of the members. When this committee first met, we were two antagonistic classes—capital sitting gloomily on one side of the table, labor on the other. Then we began to talk—to understand one another's problems—to see that we were considering not merely class benefits, but the welfare and interest of the entire community of which we are integral parts.

After but a few meetings there was no more ranging of sides. Men sat beside one another, regardless of whether they represented capital or labor. Dozens of delicate problems virtually solved themselves. All our cards were laid face up on the table. The original cause of class hatred—misunderstanding on both sides—was banished.

Although it has had a most beneficial effect in bringing employers and employees together, it is too soon to predict how successful its work will be. I believe, however, it is a move in the right direction, and that the best way to overcome labor difficulties is to become better acquainted with laboring men and to give them practical help with the many serious problems they have to face.

It is not always easy to take the point of view necessary for complete understanding. Often in the past we have been, perhaps unwittingly, unfair to employees by trying to grind the last cent of profit out of their labor. Unfairness has undoubtedly been directly to blame for the forming of unions, which we sometimes denounce. This or that important business man has said to me in effect: "I would rather pay my general manager $50,000 a year than $10,000 —$250,000 than $50,000—if I could find the man who was actually worth it."

Why?

Because the $250,000 man would grind out more profit for the company, perhaps from the men. This, I believe, is an unfair division; too much thought given to the managers, too little to the men. And it is my experience that there are tremendous possibilities in loyal, skilled men.

So I have felt in my business that we owe it to them to change our attitude. They, through their unions, and business through the changes that are rapidly taking place, will force us to change our attitude in any case. But if that were not true, we owe it to ourselves, as a matter of discarding a wasteful business practice, to substitute for our old troubles a good sound basis of mutual understanding.

Just now our labor situation is much disturbed. In the past, with one or two exceptions, we have gotten along well with the labor unions. I number among my best friends some of the principal labor leaders in the North-west, and it is difficult to quarrel with your friends. We of course believe in the right of both the employers and the employees to organize for protective purposes, and to bargain collectively. We believe it is our duty to uphold, in every way we can, the hands of conservative labor leaders.

I have found that the path of the conscientious labor leader, contrary to general opinion, is anything but an easy one. He should be helped in the fair performance of his duties by the employer. It seems sure that the working classes of all nations will organize for protective purposes under some banner or other. It surely is in the interest of all concerned that this organization shall be effected by membership in such bodies as the American Federation of Labor and their affiliated unions.

Directly out of this thought arises the second general consideration which I have already mentioned: namely, to let the employees, as well as the management, share fairly in what the business earns.

One Way to Lessen Labor Turnover

I am not by nature a philanthropist given to impractical schemes. The purpose of my organizations is to earn profits. And they have nearly all been at least moderately successful. My point is that the best way to increase profits, so far as the employees can help, is not to buy their financial worries as well as their services, through paying insufficient wages. There are tremendous possibilities for greatly increased profits through increased loyalty and skill alone.

Money alone will not buy loyalty. But you are not likely to have it in full measure without money.

We pay the highest wages or a little better, as a fixed policy. And we do more. We divide our profits in a fair manner with our employees. Every employee who has been with us over twelve months is entitled to participate in the profits. We distribute our profit payments to our employees twice yearly. While we have paid larger sums in the last few years than many concerns might find it possible to do, owing to unusual business conditions, yet we feel that if the employee, even one in a minor position, returns to us complete loyalty

ONE WAY TO WORK WITH MEN

A CAPTAIN who takes out a ship cannot wait on instructions from the owner if anything goes wrong at sea. He is the sole authority, charged with but one task —bringing his ship safely to port. So in business after a task has been assigned, there is but one thing in which we are interested—results. You can never tell what a man is capable of doing, what initiative or executive ability he will develop, until you give him the opportunity, and until you place the entire responsibility for the result of the work on him. It is a fact that if you share responsibility, the other man holds you partly to blame if there should happen to be any failure to come up to expectations.

and full service, he is worth above the market rate of wages, in our opinion, and we are glad to pay it as a matter of good business, and to make sure that the men are right.

Why, you may ask, do we pay a bonus that amounts to a great increase in the salary? I figured, simply, that it is just. Our employees are in the main responsible for large profits. They should share in what they help to create.

I have proved to my satisfaction that the bonus pays us well, mainly through the increased loyalty and pleasure our employees take in doing their work in the best way. At certain periods, for instance, we require hard and long-continued work. We scarcely know what it means to ask any one to work overtime. Every man and woman knows what his or her job is and stays until it is done. If needs be, the lights will commonly burn in our offices till midnight.

Besides, there is practically no labor turnover. People insist on staying with the company. Our experienced men seldom quit us. One of our girls was not as competent as we required. It was a question of reducing her salary or letting her go. We did the former, hoping she would quit.

"I think I'll stay," was her rejoinder "I can learn to do my work better."

Contented, loyal employees, without financial worries, naturally work a lot better than those in the background of whose minds are recurring thoughts of unpaid bills. Thoughts in business hours should be devoted to the job in hand.

When the war broke out we decided to encourage our boys to enlist in the service of this country or any of our allies. We agreed, during the period of their service, to pay them the wages they were receiving from us less the pay they received for their military or naval service, and to give them back their positions when they returned. The agreement has been carried out. Many of the boys enlisted. Several distinguished themselves and are now returning home with the happy assurance that a hearty welcome and the positions they left await them.

I insist on the point that if any man is in trouble of any kind, financial or otherwise, and goes to anybody except the boss for help, he is severely reprimanded. I consider it good business, not a waste of time, to attend to affairs outside the range of business that affect the interests of employees, when I can be of service.

Recently one of my executives was away on business. His draft questionnaire came to the house, and his wife, considering it of immediate importance, telephoned me to know what she should do. The questionnaire was not due to be returned for several days, but I had our company attorney go to the draft board and explain the circumstances. And I called the wife later to assure her that she need not worry.

It was a trifling service. But many misunderstandings arise from overlooking trifling affairs.

In addition to the salaries and bonus, my department heads all own stock and have a direct interest in profits. Every employee can hope to become a department head and stock owner, for, as I have explained, it is our fixed policy to fill the gaps in our organization from the bottom.

Some Rules We Follow With Our Executives

The considerations that prompt these financial arrangements with employees are primarily the considerations of good business and better profits. And there is a deeper consideration, not inconsistent with these. I put it last because it is perhaps a social thought even more than a business thought. But in my opinion no business man should fail to consider his social responsibilities.

The consideration is this:

I do not have to carry the burden of feeling that members of my family dress in furs, travel at will, take advantage of the best schools, or ride in luxurious limousines on profits earned from the labor of underpaid men and women. I feel that any man placed in charge of large affairs owes a duty, in return for the superior advantages accorded him, to the workers with whom he is associated.

The third general principle—keep the organization young, and fill gaps in the ranks at the bottom—I have already discussed. I feel that the importance of this policy should not be overlooked.

Rarely, and only for special purposes, do we take ready-made executives from the outside. We start our people at the bottom, and they learn our business thoroughly before they have the direction of affairs in their own hands.

Finally we let them run their own jobs. A captain who takes out a ship cannot wait on instructions from the owner if anything goes wrong at sea. He is the sole authority, charged with but one task—bringing his ship safely to port. So in business after a task has been assigned, there is but one thing in which we are interested—results. You can never tell what a man is capable of doing, what initiative or executive ability he will develop until you give him the opportunity, and until you place the entire responsibility for the result of the work on him. It is a fact that if you share responsibility the other man holds you partly to blame if there should hap-



Wells Hardware Co., Hamilton, Ont., have excellent displays on wall cases behind glass. The value of this display is quite apparent

pen to be any failure to come up to expectations.

What are the Tests of Executive Ability?

"The balance sheet and the income statement are my tests of an executive's ability. We set a task—what we think can and should be accomplished. The man in charge handles the job in his own way, as long as the result is attained. He need not come to me at all unless he wants my advice. If the results are right, my hands are off. A serious and continued failure to attain the desired results of course calls for a reckoning, in which case there can be no clouds on the record.

"This is the easiest way I know of for me to handle my work, in the course of which I have many things to do besides attend to the details of operations. And the results are most satisfactory.

"I cannot conceive of greater harmony prevailing in any business organization than in ours: where all our interests are mutual and the relations between employer and employee are based on sincere friendship and regard. Our business has principally succeeded through the loyalty and friendship which exists and has existed between our company and its employees; because of the low average age of our staff; because they started in with us when they commenced business life and for the most part have remained with us to the present time; because they are happy and contented and would not change their positions if an opportunity to do so presented itself; because we leave the working out of their jobs to them, judging the work solely by the result."

"Cash and Carry" Hardware Store is Opened at Cornwall, Ont.

W. L. J. Snetsinger Will Feature Auto Accessories, Paints and Shelf Hardware—Will Not Stock Heavy Goods, But Will Secure and Deliver Them if Ordered

A "CASH AND CARRY" hardware has just been started at Cornwall, Ont., by W. L. J. Snetsinger, until recently of the hardware firm of Snetsinger and Smith. Mr. Snetsinger has stocked his store with shelf hardware and paints. He will also feature auto accessories and has the agency for the district for a well-known auto and also for a line of phonographs.

"I decided about the value of doing a cash business after having to post up the charge accounts in another hardware," said Mr. Snetsinger to HARDWARE AND METAL. "The way I figure it out is that a merchant needs all his profits in his own business. I figure that by selling for cash I can offer the public better prices than merchants who do not, and the people are not slow to find out where they can get the most for their money. While I am running a cash-and-carry business it does not mean that I will not take an order for heavy goods. I do not stock these lines, but if a customer comes in and wants something, I will not only get it for him, but will deliver it. For instance a man came in to-day and gave me an order for plate glass. He paid cash, and I had the glass delivered to him. I could do this at a small cost and still make a good profit. However, by the plan I am working on I hope to keep my stock turning over rapidly, get the cash for it, and be in a position to put it right back into new stock and avoid a lot of worry and trouble in keeping track of 'credit' accounts, and reduce overhead expenses greatly."

Mr. Snetsinger is preparing to boost his sales also by consistent advertising, by good window displays, and by a good store display. He is installing in his store all-glass silent salesmen so that customers can from every side see every article in the cases. His store shelving is arranged so that auto accessories which he features will occupy a prominent place at the front. His paint stock and all lines of shelf hardware will come behind this. A sample of every paint brush he carries in stock will be shown in a glass case so that a prospective buyer can pick out the brush he wants instantly. The stock will be arranged in a convenient place behind the glass case so that as soon as a brush is sold another will be put back in the case.

The gramophones and records will be placed at the front of the store where everyone can see them, and the smaller machines will be set at vantage points on the counters.

"Customers so far have received the cash-and-carry idea without a kick," said Mr. Snetsinger. "No one has raised any objections, even the farmers, when I explain to them the plan on which I am proposing to operate. On the contrary, many people say they will greatly prefer to pay cash and that it is decidedly unfair to ask a merchant to wait for a month or more for his money. There is a big farmers' trade in this district and the farms are prosperous and well able to pay cash."

LOSES ITS CHARTER

Because a complaint and investigation by the Federal Trade Commission into alleged unfair practices of the North American Linseed Products Co. brought about the forfeiture of the concern's charter by the State of West Virginia, the Commission has decided to take no further action, dismissing its case without prejudice.

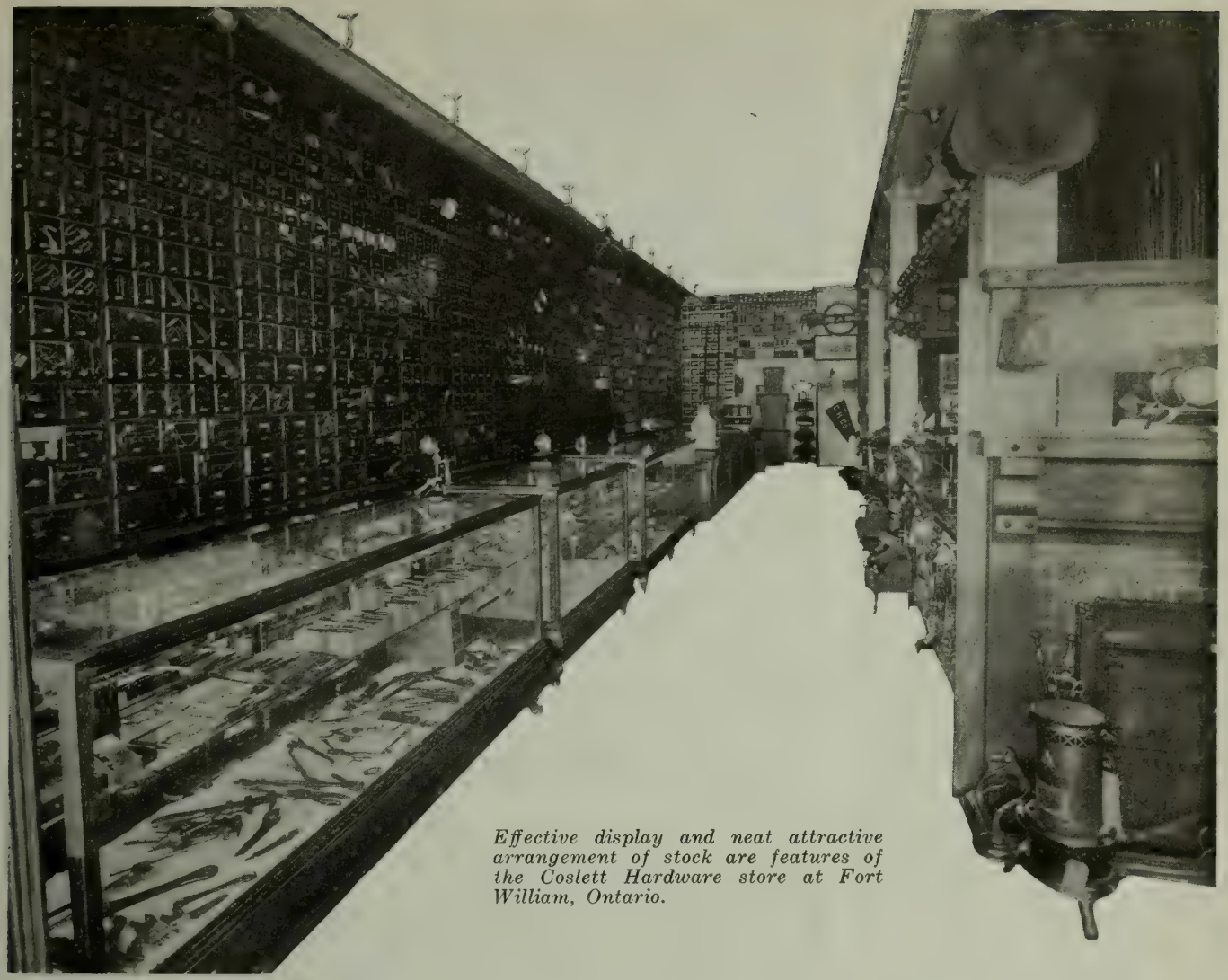
SEEDS FOR SIBERIA

One of the first orders received in Canada from Siberia for seeds was placed through the Department of Trade and Commerce at Ottawa with a firm at Brandon, Man. The shipment included 3,800 pounds of seeds. Two-thirds of the order had to be put up in one-ounce packages, making more than 40,000 packets. The seeds were on their way four days after the order was received. Western Canada seeds, it is believed, will be particularly well adapted to the needs of Siberia owing to the climatic conditions, and it is expected that a steadily increasing trade may develop.

DEFLATION OF PRICES

"The law of supply and demand cannot cure what it did not create," according to a statement of the Industrial Board of the Department of Commerce, recently created to encourage the deflation of war-time prices in the interest of normal industrial activity being resumed. Viewed in the light of reason, states the "American Metal Market," this statement is strictly correct. It might be argued that as prices were controlled by the Government during the war they would have been still higher if the law of supply and demand had been allowed to function, but it must be remembered that the Government controlled production and consumption also, and if it had not exercised this direct control over prices it would have exercised indirect control by the limiting of consumption. The Washington authorities frankly assert that very profitable prices were allowed to industries, in the interest of stimulating production by keeping in operation the units that labored under one disadvantage or another. At the time, not all the industries were willing to admit that the Government limits were particularly liberal, but facts are facts, and no one is likely to arise now and deny the statement of the Industrial Board.

Unless procedure diverges far from the program as already clearly mapped out, this price suggestion is marked for but a limited life. There is nothing said to indicate that Government price fixing is made a fixture by reason of the inception of the present activities. It is distinctly stated that the operation is undertaken for the purpose of restoring the free play of the law of supply and demand. With true insight, it is remarked that the law cannot operate when there is no buying. No one in the steel industry needs to be told that, for time and again the steel industry has witnessed the maintenance of prices, simply because there was no buying making it worth while for the individual producer to cut prices. When, then, the law of supply and demand begins functioning the work of the Industrial Board, according to its present program, will be over.



Effective display and neat attractive arrangement of stock are features of the Coslett Hardware store at Fort William, Ontario.

Business Foresight Offsets Bad Guess

Fort William Firm Built Up Good Trade by Specializing in Lines Not Carried by Other Stores—This Brought Immediate Increases in Demand For Staples Which Has Been Steadily Growing

WHILE a good location for the store is important it is not absolutely necessary to the success of a hardware business. The proprietors of the Coslett Hardware Company at Fort William guessed wrong in regard to the ultimate location of the business section of the city, but notwithstanding this they gained success because they had the vision to foresee the future possibilities in the auto and marine motor business and the enterprise to go after it aggressively.

Fort William is one of those spread-out cities built along a river, stretching out from four to five miles with an average width of three-quarters of a mile. Along its entire length is a succession of elevators, wholesale houses, coal docks, freight sheds, flour mills and manufacturing establishments, including the railways, which skirt the river for the entire distance.

The Business Centre

In the east end Fort William has built its big business district. In the west end (the old town) there are still the remnants of a small business section. In between, residences predominate right back from the river. Thus you have the setting for this story.

About thirteen years ago two young chaps, fresh from school, Bill and Eddie Coslett (sons of G. A. Coslett, general manager of the Ogilvies' Flour Mills Co., at Fort William), thought they would like to go into the hardware business. At that time nobody seemed to know just where the big business section of the city would be, but everybody was taking a guess and backing his guess up by securing a patch of real estate here and there. Coslett, Sr., wise in years of experience in seeing Western towns grow, advised the boys to build their store (and he had many good reasons, coupled with the wild rumors he had heard, for doing so) midway between the two existing business sections. This they did.

Half a Mile Out

Business for the first two years was decidedly slow. The big down-town district landed its new location, but that did not help the Coslett Hardware Company, they being out just a half mile on their guess. "Ordinary small retail lines did not move as they should, not enough people passing our door," said W. R. Coslett the other day when asked by HARDWARE AND METAL what had induced him to build his store a half mile from any other.

"I was convinced before two years of our business career had passed," he said, "that a choice location on the main street was not going to be a stumbling block to our building up of a profitable

and successful hardware business. I looked around to see what could be done, for I was convinced that we must get into and specialize on lines not ordinarily carried by hardware stores, but still in our legitimate field—we were determined to make good."

Saw An Opening

"With the Kaministiquia, Mission and McKellar Rivers at our front door and the beautiful Thunder Bay stretching out its blue waters for miles, making accesible the best fishing streams of the north country, Eddie and I decided that there were a lot of motor boats, canoes and row boats to be sold here. We went after this trade hard and with accessories we accomplished splendid results. We brought in three of the first real pleasure motor boats to Fort William. We sold them and paved the way for the formation of the Fort William Motor Boat Club. We carried marine engines and every accessory and before long our trade in this line produced a revenue of no small proportions. Soon we became identified as the only complete outfitters among marine men, both commercial and pleasure, and this trade was growing fast. The elevator and wholesale men were all putting on motor boats or other craft on the river; we secured the bulk of their business."

A Widening Field

"When the automobile became more popular the demand, among private owners, became so persistent that we were not long in organizing this department. Farmers came to notice our advertising and applied to us for farm machinery, parts and implements, yes, and even tractors. I might say here, that we never received a call for any article, which we did not carry, but we made a record of it and if upon investigation we could see a market we stocked it. Soon we were compelled to build a large warehouse alongside our store to accommodate this branch of our business. During the year we have hundreds of private auto owners, who do their own repair work, purchasing all their supplies from us. They say they would rather do this than go to a regular garage, and thus be under no obligation to let the garage do their repairing.

"We installed a free air and gasoline service station in front of our store. We then fitted up two show cases in the centre of our store for the display of all kinds of accessories. We also devoted one of our windows to the display of accessories, even to motor boat engines in action, propeller and all—a sort of animated display. In fact this department of our business is so important now that we were offered and have accepted the wholesale distributing agency for many well-known lines. This season we are having printed for the trade a jobbers' catalogue which will give us a direct connection with the garages and other hardware dealers who feel they would like to go into this coming business. Strange as it may seem garage men are very friendly with us and encourage us by doing their buying from us—it relieves them of tieing up a lot of money, as each would have to carry a stock. Now they all buy from us."

Served in France

Eddie Coslett, the junior of the two boys who established this business, is not now connected with the firm. He enlisted during the early days of the war for service in France, and was badly wounded at the front. After arriving home he took a bad turn and the doctors ordered him to go to California. Fearing that he could not live in this climate any more he sold out his interests to his brother.

W. R. Coslett, the present proprietor, states that with the introduction of the special departments mentioned above he at once experienced an increase in the demands for staple lines. People coming in for the specialties were interested in the staples and also other lines. He now sells pulleys, belting and all kinds of machinery to the owners of the big grain elevators. This brings him in touch with the big men of the city and when they buy the big lines they do not forget the store when they want paint, or various other hardware lines for their homes, garages, etc.

Advertising Methods

In his advertising in the daily papers Mr. Coslett aims always to link his store up with national advertisers, thus connecting his store and products with the campaigns carried on in the trade and other papers.

"It pays me to do this," he said, "as the products have already been introduced and are known to the prospective customers. In a great many instances all I have to do is to close the sale."

Mr. Coslett is a great believer also in keeping his store and his store windows as attractive as possible. As will be seen from the illustration his stock is not only well, but neatly, displayed. It is always kept clean and in order. A well-kept store is a big factor in not only bringing people in, but in selling to them, says Mr. Coslett. Women especially like to buy in a store where the goods are kept looking their best.

"It is just as easy to keep the store and the windows attractive as to have them untidy," says Mr. Coslett, "and it certainly pays to keep both looking nice."

HOW I DRESSED MY MOST IMPORTANT WINDOW

By A. H. ILLSEY

IN many ways I always considered my first spring paint window the most important I should have to dress during the season. For, having a paint department of which I was ever pardonably proud, I just "ached" to get the window in form and clothe it with that which I trusted my customers would use to "paint the town red."

I would say at the outset that, in my opinion, there is no more important line carried in the modern hardware store than the paint and varnish stock, when considered from the important standpoint of arrangement, within the store, and in the display windows, which it always merits. Sales will be materially dependent upon the manner of the displays, and the successful hardware dealer will have paid more than passing attention to this feature.

Planning my Background

It is often suggested that there is a prodigal waste of good advertising matter, and it has been charged that in the matter of paint helps this is quite true. The point I will not argue, but this is to be said, which is, that the paint manufacturer affords the retail hardware dealer so great an assistance toward actual selling that he ought, with gratitude, and in a conscientious manner, to use every help sent him.

Almost invariably—and when I made the most attractive selling displays, I centred my principal effort upon the background. The "closed-in" window is ideal for a paint and specialty display. Having made this tight and covered the rough backing with white cheese-cloth (which was neatly pleated or made "full" through the use of tacks in bottom and top, and which it takes patience to arrange), I was ready to decorate the background suitably.

Procuring a package of small common pins and taking into the window with me a variety of color cards, cutouts, counter cards, etc., I was able to readily construct a background and also a "side" ground in the window that was respectably attractive. Many a time, even before I had a tin of paint or varnish in the window, have I seen interested passers-by stop and view the arrangement. The bright color cards and sample chips against the cheese-cloth stood out effectively, and these were interspersed with lithographs, etc.

The Display Itself

In arranging the display, different plans were followed. Usually, where it was desired to make the first "big splash" in the way of a paint window, I followed the idea of making an impression upon my customers and prospective customers that I had a big stock. This does not mean that I over-crowded the window, for that would defeat the object I had in view. It is not necessary to place all one's stock within the window to make the impression referred to.

Some of the paint cases from which the stock had been taken were brought in. These were placed in the window rather carelessly and after I had a few of them arranged I covered the whole floor of the window and these boxes with the same white cheese-cloth used on the background. The paints and varnishes were now brought in and arranged, some in pyramidic form and some otherwise. Care was taken to make the whole effect more or less "free and easy," so that there would not be a stiffness to the display that would mar its effectiveness.

In following the plan described, the idea was worked out toward the front of the window and small color cards were interspersed here and there. This all tended to keep the display bright and attractive.

Near the glass I arranged small squares (about six inches) of straw-colored paper. On these I would place various dry colors in small quantities, and the effect was splendid. It attracted. It gave another added touch of color that served to make a well-rounded display.

In the foreground a suitable arrangement of various brushes was made.

Price Cards—Other Displays

Without a price ticket, many an article in the modern store is picked up and set down again by a prospective customer who might otherwise have bought. In like manner many possible customers, to my mind, are lost through the absence of a suitable price ticket on the articles shown in the windows. In one of the largest and most successful hardware stores of Western Canada and where I had charge of the window dressing for some time the manager always insisted upon as many articles as possible being clearly tagged with the selling price. It actually sold the goods.

And so I used price cards. These were made by myself as neatly as possible and were placed on the various specialties on display. A larger card, or cards, gave information regarding the paint sold. All displays had a fair number of accompanying price and explanation cards.

This plan was altered from time to time to suit my own ideas. Occasionally brushes were attached to the window background by way of a change and this was sometimes carried out by using wall board and attaching the brushes to it first. Sometimes these took the form of a circle or a square, diamond, etc. Many shapes were worked out.

The whole idea was to get the people thinking paint and talking paint. The displays were invariably hooked up with the weekly newspaper advertisement and which was frequently illustrated with suitable cut or cuts.

No Immediate Change Likely on White Lead

Present Prices Probable For Couple of Months at Least, States General Manager—Present Stocks Pig Lead Bought on Peak Market—Future Will Not Record Return to Old Levels—A Big Future For Industry

IN the opinion of F. A. Scott, general manager of the Carter White Lead Company of Canada, Limited, there is little likelihood of changes being made in the basis of white lead for some time.

With an active spring business anticipated in all directions, and with the outlook encouraging for an active and profitable painting season ahead, the tendencies of the lead market are very important to the retailer. And this season, aside from being no exception to this rule, is one wherein the watching of prices is fraught with a much increased interest.

While it is true that prices have materially declined on pig lead, it is just as true that the stocks of lead in corroders' hands are high-priced. It is impossible for the manufacturer to buy to-day what the trade needs to-morrow. He must make arrangements ahead of time.

Cost of Present Stocks

It was pointed out that the cost of white lead as prepared for shipment at present and in the immediate future was such as to leave the corroders a very small margin of profit. In fact, some supplies had been procured at prices, which, when the reductions of last January were made, left the corroder without any margin, and in some cases with loss. It would therefore be out of the question to reduce prices for this commodity now, and stocks contracted for at the present time will not be corroded and ready for market for weeks to come, probably not before the middle of June or thereabouts.

The pig lead market has been a very interesting one in that declines for many weeks have been anounced until base prices hovered between five and six cents. At the lowest levels reached, Mr. Scott said that some of the larger operators were actually selling below cost, and it is very doubtful, it was further pointed out, if prices will ever reach anything like their pre-war levels; such a condition is decidedly improbable. For labor will not consent to a reduction of wages, and this is one of the big items. "We can get labor more readily now," said Mr. Scott, "but it costs us as much, and in some cases more than it did before."

Better Delivery Now

Added to other troubles confronting the corroder of lead for long enough was that of the delivery of stock for which he had contracted and against the receipt of which he had to figure on filling his orders. This trouble is now largely dissipated, and as there was a lack of severe weather conditions this winter the manufacturer is in the position of being able to take care of his early deliveries reasonably well, and with greater promptness, perhaps, than would have been otherwise possible. The dealer will be able to take delivery of his earlier needs without delay, but it would be of no advantage, Mr. Scott indicated, to defer the purchase of what lead one would require in the earlier part of the season, and in such quantities as a dealer might reasonably expect to sell. Should there be a general withholding of orders, there was much likelihood of a grand rush at the last moment and delays would result. For the facilities of the manufacturer, while large, are not such as to take care of business at the last moment and ensure dispatch.

Big Expansion Expected

"In the course of the next five years I expect that there will be a very considerable expansion in lead corroding in Canada," said Mr. Scott. "For some time back there has been very little corroded lead imported into Canada and it is possible to take care of all the Canadian business by Canadian corroders. There has been a very marked increase already, and the expansion has also been large as relating to litharge, red lead and orange mineral. It will also be possible to take care of the requirements in these commodities. We are making improvements to produce these on a larger scale and also expect to make greater improvements later."

Mr. Scott continued to point out that there was a very satisfactory increase in the tonnage of corroded lead, litharge, etc., produced. While it is true that ready-mixed paint contains, in much of the product at least, a large bulk of lead in oil, there is still a big tonnage and an increasing one going forward in the regular way for use in various ways. Altogether the future was very bright for this.

The Future of Prices

Asked as to the ultimate levels that might be expected for lead in oil, Mr. Scott was sure that there would be a higher price basis than that which obtained prior to the war and that there would never be a return to old prices. "The lead will not be worth any more in the mine," said he, "but it will be costlier at the mine's mouth."

The tariff as arranged at present is a very awkward thing to lead corroders, and particularly in the matter of litharge, a very similar product to that of white lead. For the peculiar condition exists which permits the importation of litharge, duty free, while there is duty on the raw product, making it extremely awkward for the corroder who has established facilities for treating the virgin lead in making the finished product. This condition has long existed, and it seems improbable that there will be any changing at present. If this were done, it is claimed, the corroders here would be justified in arranging their plants to take care of a larger business. But even as it is the development, as already pointed out, has been satisfactory.

Prospects for Paint and Varnish Sales

Lessons to be Learned From Experiences of War—Price of Paint No Excuse to Delay This Conservation Measure—Encourage Protection and Decoration Idea—Reconstruction Problems—Painting of National Importance—The Opportunity to Create Work

ARE there any lessons to be learned from the war by Canadian paint and varnish dealers, or are there none?

Most emphatically there are many.

Are there any lessons to be learned during the reconstruction period?

Again, most emphatically there are many.

The condition of Germany's mighty fleet when surrendered, due very largely to the lack of paint, is a notable instance of what neglect will bring about, both in efficiency and morale.

Paris, the brilliant and gay, has drawn upon herself the mournful comment of writers of fact and fiction. after four years of neglect in the matter of paint

Never before the war had governments given such earnest consideration and investigation towards promoting the efficiency of paint and varnish coatings on battleships, motor boats, aeroplanes, and as a means of camouflage.

The economic service of paints and varnishes as a means towards promoting war-time efficiency has been both enhanced and enlarged.

Negative Attitude Bears a Lesson

There is also a mighty lesson to be learned from the negative attitude taken by the consuming public towards paints and varnishes. We see evidences of this attitude wherever we go to-day. The down-at-the-heel condition of property; the ravages of this neglect, with war-time conditions for an excuse, have left their mark on every community in Canada.

And many paint and varnish dealers must share the blame for this with the consuming public. They have not attempted any up-hill fight in their own or the public interest to maintain their volume of paint sales. And when we say volume, we mean number of gallons and pounds, not dollars and cents.

High Price of Paint No Reason to Delay

Because of the necessary high cost of producing paints and varnishes they have hoodwinked themselves, and too often their customers, into believing that painting should be made to wait for lower prices. From the standpoint of conservation of the country's building material, this has become a serious problem, and many properties will bear the marks of this neglect for all time to come.

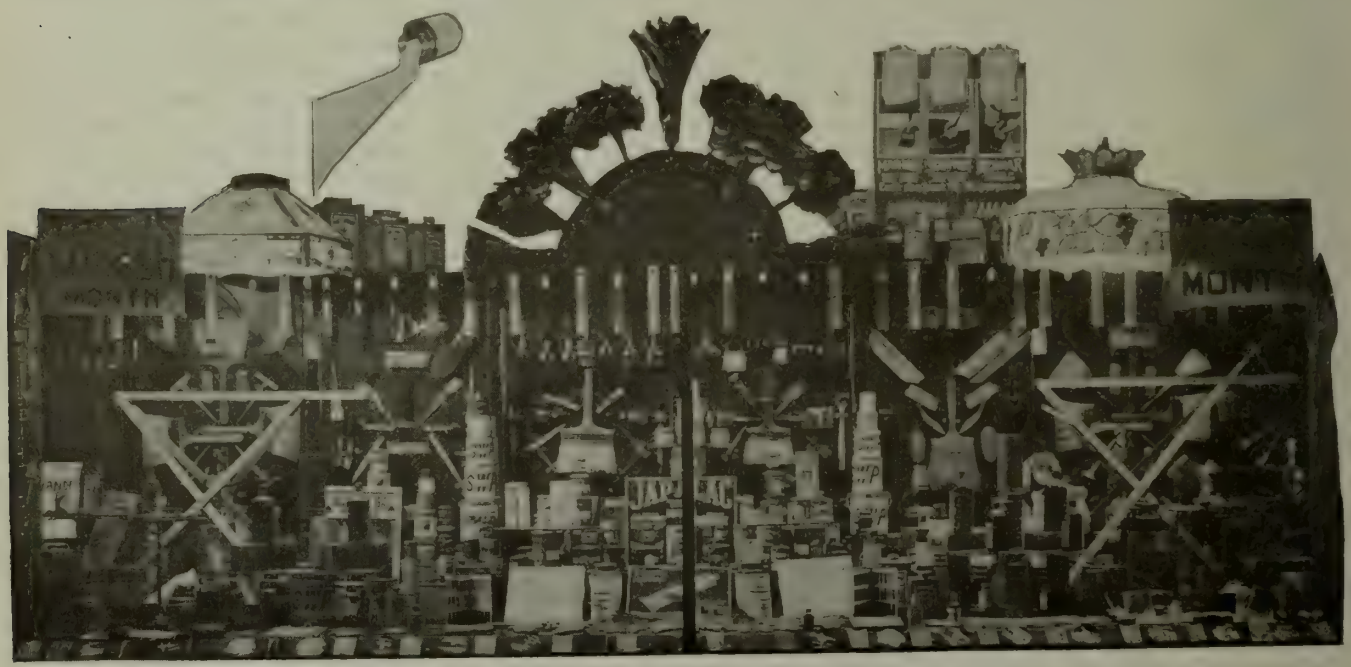
True, this neglect has not become entirely unredeemable and a vast saving can be affected on Canadian property if paint sales and painting are energetically pushed this spring. But every year's postponement makes the problem more serious. It has come to the stage where it is no longer a question of the high cost of paint, but a serious problem as to the high cost to both the individual and nation of doing without paint.

Opportunity Presents Itself

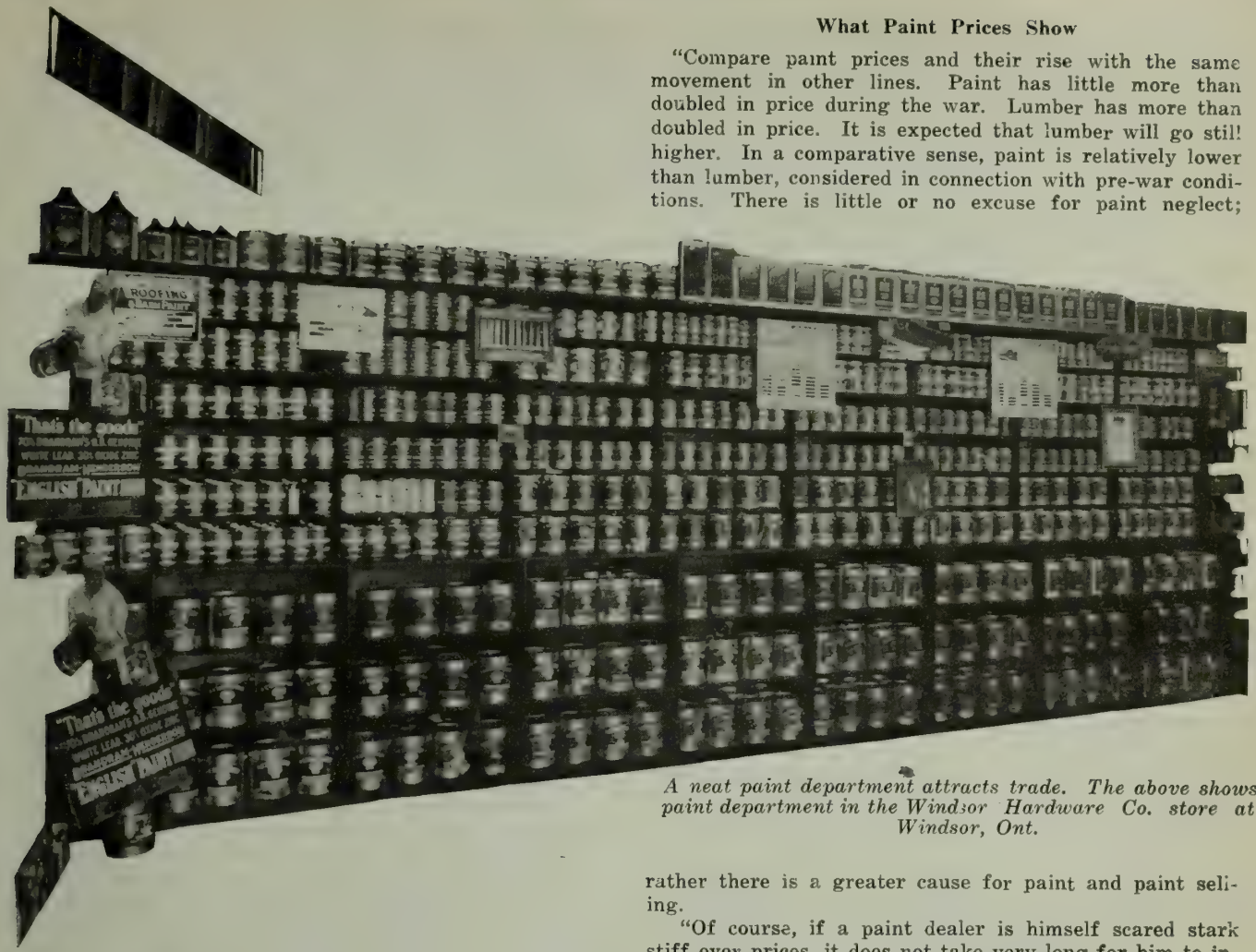
However, enough of this chiding. There's little use of crying over spilt milk. It is our purpose to point out the opportunity arising out of these conditions that exists for Canadian paint and varnish dealers during the spring of 1919.

After three years of war, and a necessary continuance in the rise in prices, paint dealers were greatly surprised to note the revival in painting that took place during the spring of 1918. No one can exactly give any predominant reason for this, except that people had become so weary of the run-down appearance of their property that they bought paint, rented ladders and wielded the brush themselves, when they could not get painters to do the work.

Now that the strain of the war is off, still greater at-



This window display furnishes many suggestions for a spring paint window.



A neat paint department attracts trade. The above shows paint department in the Windsor Hardware Co. store at Windsor, Ont.

tention is being paid to the necessity of painting. Our Government very justly advocated thrift and economy in our living and spending during the war. Whether they had painting in mind or not, it is hard to say, but many people listed it amongst the things that they could do without. To say the least, it was a queer idea of economy, when at the same time extraordinary efforts were being made by the same Government to teach necessity for conservation of our natural resources.

Those who purposely postponed painting certainly saved at the spigot and cocked their eye at the leak in the bung.

Encourage Protection and Decoration Idea

But these restraints and admonitions are all off. As stated, people are turning attention to the protection and decoration of their property. Our Government is still advocating the necessity of conservation. Our War Trade Board is making strenuous endeavor to advance industry and provide work for our laboring people. The encouragement of painting will assist to solve many of these problems.

Paint dealers can contribute no small part in helping by encouraging the greater use of paint. Just here let us speak a little word to the paint dealer who discourages paint sales, either through indifference or by throwing cold water on his paint sales because of the price situation. With this inclination towards painting on the part of the public, together with the effort of the Government to encourage industry and conservation, he is not doing himself, his trade, or the nation, full justice if he does not exert efforts beyond the ordinary to boost his paint and varnish sales during the coming spring.

There might be repeated, by way of emphasis, one or two paragraphs that appeared in HARDWARE AND METAL on February 15:

What Paint Prices Show

"Compare paint prices and their rise with the same movement in other lines. Paint has little more than doubled in price during the war. Lumber has more than doubled in price. It is expected that lumber will go still higher. In a comparative sense, paint is relatively lower than lumber, considered in connection with pre-war conditions. There is little or no excuse for paint neglect; rather there is a greater cause for paint and paint selling.

"Of course, if a paint dealer is himself scared stark stiff over prices, it does not take very long for him to infect his trade in the same manner. It doesn't require a second look for trade to spot a long face and a pessimistic mind. Such an attitude has no place in reconstruction."

"Reconstruction needs men that whistle and put their shoulders to the wheel. It wants men that will go over the top with business aggressiveness. Hiding in a funk hole of pessimism will never reconstruct. Filling these holes up and forgetting them is the idea and the job."

"The buying attitude of many paint dealers during the late fall and winter has shown little preparedness for this reconstruction movement. Holding off for lower prices is good business sense if prices were likely to fall. As has been pointed out, there is little likelihood of any price alterations before next summer, and what next summer will bring about finds no present grounds for very sound prophecy."

What of Reconstruction Problems?

Our reconstruction problems are providing opportunities for paint and varnish sales. What are you going to do about it, Mr. Paint Dealer? Are you going to take a broad view of the benefit you can render your community through your paint department and encourage the sale of paints and varnishes? Are you going to take into consideration the relationship that a sale of paint has upon conservation, the building up of the community, and all the other beneficial factors that arise from the use of paint? Are you going to boost your paint sales on this basis and do your part in promoting the welfare of the nation? Or are you going to let the present price situation be a mote in your eye, and allow it to blind you to your own opportunities and advantages? It is up to every paint dealer to determine his own fate. The opportunity will be here for greater paint and varnish sales this spring. Will you make or mar them? The public wants

to paint, of this there is growing evidence every day. Encouragement by right selling methods will increase painting and paint sales. Discouragement by wrong methods will discourage painting and paint sales.

Put Pep in Your Selling

Encouragement will cost a little money in advertising and extra selling effort, but it will bring positive business and profits. Discouragement and indifference are the least costly to advertise, but the only returns they bring are loss of sales and profits, which is another way of looking at it. Are you going to advertise encouragement, or are you going to advertise discouragement and indifference to your paint business? Your returns will be determined by the action you take in the matter.

We are not without direct evidence of the fact that already painting is on the boom. We quote from a Toronto evening paper of March 12:

"The committee which has had in charge the arranging of a parade of the unemployed to gather in Queen's Park and impress the Legislature with the need of public works, has fixed on Tuesday, March 18, for the event. The committee has yet no figures from the various unions to show how many men are out of work. The Painters' Union reported none idle and a demand for more men."

Inquiries Are Numerous

At no time during the past four years has the writer, in frequent contact with the consuming public, encountered more enquiries regarding paints and varnishes. The following statement from a lady enquirer typifies many letters and conversations: "We've put off painting and decorating as a sort of war-time economy, you know. We just cannot stand it any longer; we've got to paint and decorate each year."

Painters throughout the country have refused work offered them right and left, because they had not the help. We have in mind one man in particular in a small country town, who, in normal times, always employed from five to eight men throughout the year. During the past three years his help has been limited to himself and a boy. With the return of the army and the taking up of peace-time pursuits by those engaged in munition work, a great bulk of this shortage of painting labor will be overcome.

Painting of National Importance

We have made reference to the national importance of encouraging the use of more paints and varnishes. From this standpoint, and entirely apart from the commercial aspect and the necessity of encouraging our industries, it may be well to indicate briefly wherein it is the duty of paint and varnish trade to promote larger use and sale of its products.

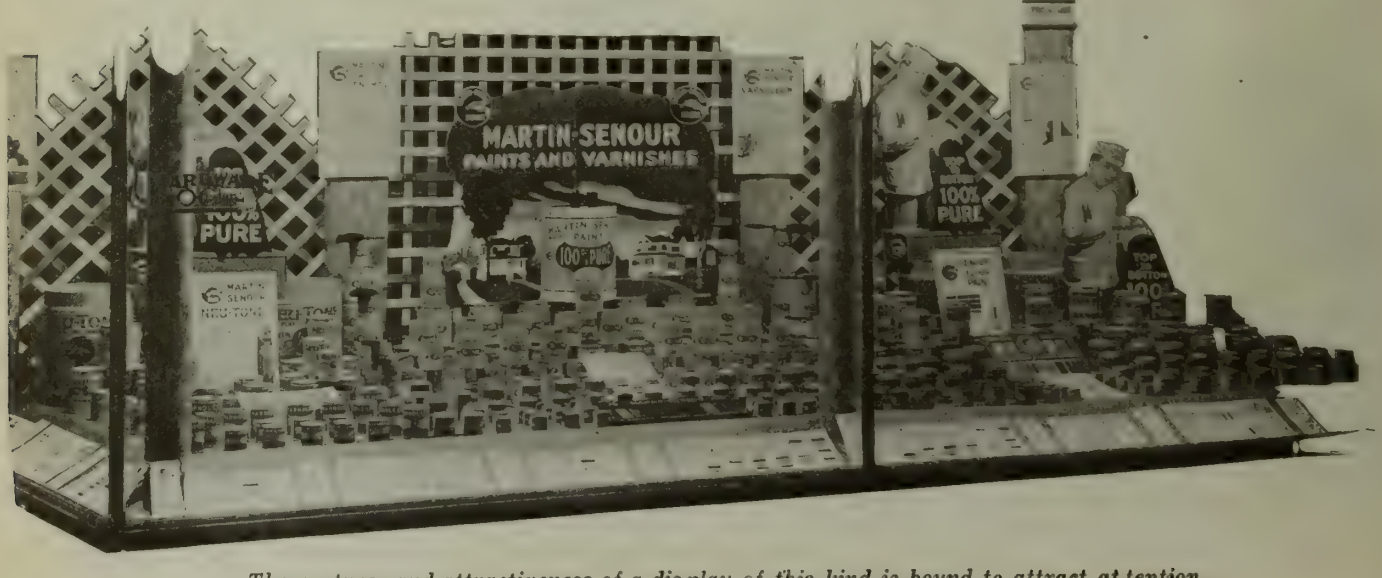
Mention has been made of the extent to which the use of paints and varnishes has been neglected in Canada, and attention drawn to the subsequent losses through lack of protection and preservation, as well as loss of business.

Their Real Significance

These losses are both individual and national. Their real significance is most clearly shown by a consideration of their effects under the following headings:

1st. Natural resources. Anyone giving the slightest heed to the propaganda of our Government on the necessity of conserving our natural resources, will realize that unnecessary and preventable deterioration and loss is not only unpatriotic, but will sooner or later contribute to the detriment of our national welfare. Neglect or lack of protection of any building material that can be preserved by means of paint necessitates replacement by material that could be used elsewhere, perhaps to better advantage. It also means drawing on our natural resources unnecessarily or at a too early period. Canada has reached the stage where this problem must be considered, and it is one of growing importance each year. If paint and varnish can prolong the usefulness of our building resources, it is clearly the duty of the trade to promote their use in every way possible. One cannot continue altogether in a selfish attitude that such a consideration is "none of our business"; the broader national view makes it some of our business." When the paint dealer can take this view, he will find something of the altruistic in his work and effort, and we are also convinced that he will also find more actual commercial profit. Big business to-day is tending to base its efforts on just such broad, comprehensive ideas. If a broad viewpoint is good for big business it ought also to be good for business of lesser volume.

2nd. The increased sale of paints and varnishes will likewise tend to overcome impaired commercial credit, brought about by the rundown condition and appearance of property. Any paint dealer who has had the opportunity of reading a commercial report, either from a bank, a loan company or a mercantile agency will appreciate the significance of this consideration. This benefit need not necessarily apply to individual property owners. It applies equally as well to farms, whole communities, and to business concerns. Painting and re-painting with sufficient frequency to maintain good appearance undoubtedly has its beneficial influence on the casual observer, as well as the banker who looks more closely into such conditions. It is scarcely necessary to dwell upon the influence of a well-painted store front and to what extent it draws business. While it is estimated that the loss by fire is less than actual loss by reason of lack of paint, it is yet to be seen where any estimate in dollars and cents of the value of paint and varnish on a business establishment



The neatness and attractiveness of a display of this kind is bound to attract attention.

is reckoned. Every dealer, at some time or other, has seen a business in a small community plod along with mediocre success; taking little account of appearances, until some live, wide-awake chap sets up shop nearby in the same line with a newly painted front and interior fitted up-to-date. Either the fellow that neglected such things spruces up or goes under. The cost of going under is serious when a little painting up might have kept his head above board if nothing else. Paints and varnishes in such instances are an asset.

Paint Up and Clean Up Movement

And there are the paint-up and clean-up movements that have pulled many a town into respectability. So that there are opportunities for paint and varnish sales in this connection which can be linked up with community benefit that would be well worthy of a paint dealer's extra effort. War time neglect makes such opportunities doubly important for the coming spring.

Promotion of Industrial Progress

3rd. The promotion of industrial progress. We have already pointed out that some industries are unnecessarily engaged in the replacement of building material that has deteriorated through neglect. Much of the fire conservation effort of our Government is directed towards the elimination of this sort of replacement. If it is important from the fire conservation standpoint it is that much more important from the paint protection standpoint, in that losses by this means are greater than loss by fire. To compete successfully with other nations Canada must eliminate every possible form of waste both in materials and effort. With Canada's unfavorable trade balances threatening to jeopardize the financial situation, efforts must be made to avoid unnecessary replacement, and export our raw materials as such or in manufactured form. This will also assist to absorb any surplus labor and will be energy well directed towards bringing much needed money into the country. This may seem a rather far-fetched paint argument, nevertheless it bears its own share towards one of the problems now facing some Government departments and the commissions under their charge.

The Opportunity to Create Work

4th. The loss of employment, or perhaps we might better call it more positively the opportunity to create work.

In this connection it might be well to quote from a previous issue of HARDWARE AND METAL the possibility of service that can be rendered in the greater use and sale of paints and varnishes:

"The promotion of the use of more paint and varnish would also assist to strengthen the position of the painting trade and place it on a more important level. It is not out of the way to estimate that each one of our 1,600,000 dwellings would require, on an average, $50.00 worth of labor for decoration and protection. If each was repainted every four years, it would provide an annual labor bill of $20,000,000.00, which ranks very well in comparison with the total annual wage bills of other industries during 1915. Amongst the highest of these we find that the timber, lumber and re-manufactured timber industries paid $28,900,000.00; iron and steel paid $27,000,000.00; textiles paid $27,000,000.00, and the combined food industries $22,000,000.00. There are no available figures showing what has been paid for painting labor, but it is quite safe to assume that it has not been anywhere near this figure.

"In providing an opportunity for a greater amount of labor by extending the use of paints and varnishes, the trade has, therefore, almost unlimited room to take a prominent part in the rehabilitation of the industrial workers into a worthy peace time pursuit."

Retailers Have Function to Perform

To avoid an absolute and irrevocable loss of materials, labor and time, the basic elements of our real created values, in deterioration of property through lack of paint, proper painting or through insufficient painting, places an obligation on the trade which cannot be very well shirked. The paint dealers have at once a duty and an opportunity to advance their sales from this standpoint which can be both national, communal and individual in their bearing.

The larger factors in the paint and varnish trade, both in Canada and the United States, have come to realize their responsibility in this regard. They recognize that both methods in advertising and selling must be adapted to reach national needs, as well as the needs of the trade as a whole. More aggressive educational methods in advertising to emphasize the basic economic necessity of paints and varnishes have been needed for some time and are in the course of realization. This is being brought about through the decision of the Canadian Paint, Oil and Varnish Association to conduct an impersonal educational campaign throughout Canada during the coming spring. Like many other industries they have come to realize that greater co-operation of all interested factors has become necessary in order to increase the use of their products.

In addition to the opportunity that has been created out of our economic conditions for the larger sale of paints and varnishes, the paint trade has decided to bring the Canadian public face to face with the condition of their property, the losses they are sustaining and to show how paints and varnishes may be of real money saving service from both the national and individual viewpoints.

The spirit of this campaign is co-operative, which means that the individual paint and varnish dealer is being looked to, to lend every aid within his power within his circle of influence. Any failure to do so on his part means that much loss of its effect on his particular trade.

The Value of United Effort

There are vast possibilities in this united effort, even though the paint dealer through his indifference fails to further it to his own ends. If he links up with this big movement, in the spirit of helpfulness, there is absolutely no doubt but what he can cash in on his own and the united effort that will be back of him.

The paint dealer that cannot see a brilliant future for his trade during the coming spring is either trying to get a squint at the situation through smoked glass or is looking through the wrong end of the telescope.

The conditions of Canadian property clearly point to the necessity of more paint—in thousands of cases it is crying for paint. Property owners relieved from the stress and strain of war conditions are turning their attention to the preservation and decoration of the property. Our conservation efforts can readily receive the co-operative service of paints and varnishes in protection and preservation. One of the main purposes of the advertising campaign outlined above is to point out the economic service of paint protection and preservation. If the public are taught to buy paint as a protection, immediately it will lead them to seek all the protection they can get, which will raise the level of standards for their purchases. This will, undoubtedly, have a beneficial effect on the consuming public and place paints and varnishes on a firmer and more lasting footing as a necessity in their minds, rather than a luxury. Our economic conditions demand the promotion of every industry within the country; this with the opportunity that can be created for labor is of no mean importance.

Is there a paint dealer that fails to see business ahead in face of this situation? The country is bristling with chances. There are opportunities foreseen and unforeseen which the optimist will take hold of and make money out of.

Instead of blue ruin, trepedation, trembling, fear of high prices, let us all pull together for bigger business. It is our hope in addition to our endeavor to point out the possibilities for the coming year, we have also provided progressive selling arguments and incentives to the sale of more paints and varnishes.

If these arguments have gone home try this little selling receipe on your trade: Make your customers feel that their property needs the application of your paints and varnishes more than they need the money which you ask for them.

Sees Splendid Paint-Selling Year

"No Change in Prices," Says F. J. Penberthy—"Only Decline Will Come When White Lead is Selling Below $12 and Linseed Oil is Below $1.40"—No Indication of These Prices Yet

MR. F. J. PENBERTHY, Vice-President and Managing Director of Lowe Brothers, Limited, Toronto, is looking for a splendid paint-selling year and for no change in prices.

"In December," states Mr. Penberthy, "we, like all other manufacturers, had a material falling off in our sales, due to the fact that manufacturers were doing very little and dealers were reluctant to place orders on account of the expected weakness of the markets. A few—not many—expected a tumbling of prices. Some weakness was exhibited, but it was shown only in such materials as had inflated, rather than concrete values.

In January, young Canada again placed her feet firmly on the ground, looked conditions squarely in the face and saw that it was no time to talk low prices or wait for them. Consumers were buying goods and the merchants must necessarily carry stocks to supply the demands. Orders were placed freely and on account of the remarkable weather dealers have sold paint all winter. This gave them confidence and they placed substantial orders for spring shipment and the month of January with ourselves and, I understand, a number of other paint manufacturers, was up to normal. During that month confidence was fully restored, orders were placed freely and our increase in the month of February over February of last year has been great enough to overcome the very large decrease in December sales.

Cannot be Reduced

"There can be no price reduction in the price of paint at the present time," said Mr. Penberthy to HARDWARE AND METAL, "it would be purely and simply business suicide. There would be no one to benefit by such a decline except the merchant who had waited four years for a drop in prices, has not bought anything in that time nor sold anything in that time. There can be a decline only when the time comes that white lead is selling below $12.00 per 100 lbs. and linseed oil is below $1.40, or a decline could take place when white lead is $14.00 and linseed oil $1.10.

"There is not the slightest indication that these prices will prevail and as far as present prices are concerned the manufacturer has never based his cost on the high price of lead or on high priced oil. If he had the merchant would probably have been paying over $5.00 for mixed paint and then the paint manufacturer would have had something to fall back to, but as they never went up to high prices, they cannot drop back until raw materials are below the level on which their costs were based."

Gives the Figures

At the Annual Convention of the Retail Hardware Association of Ontario in 1918, Mr. Penberthy gave an address on paint and paint prices, which are shown in the table accompanying this article. According to Mr. Penberthy's figures as taken from the table, the paint manufacturer should get $4.43 per gallon for his product with white lead at $14.00 per 100 lbs. and linseed oil at $1.50 per gallon, and $4.54 if the market price of lead is $14.00 and linseed oil $1.60. These figures as shown in the table have never been contradicted by merchant or paint manufacturer since they were presented by Mr. Penberthy and cannot be now, he states.

The following should be the selling price of a white paint composed of 60% of lead and 40% of zinc, allowing 5% profit to the manufacturer:

Market Price of Lead	*Market Price of Oil*	*Selling Price*
$14.00	$1.60	$4.54
14.00	1.50	4.43
14.00	1.40	4.32
13.00	1.40	4.21
12.00	1.40	4.10
14.00	1.40	3.90
10.00	1.30	4.23
14.00	1.20	4.13
14.00	1.00	3.90
14.00	0.80	3.63

The whole question of paint prices centres around the cost of raw materials which go into the paint and the cost of producing and marketing them. The figures shown in the table are just as applicable to-day as they were when presented by Mr. Penberthy a year ago and are the basis on which prices will be estimated two years from now or five years from now.

To Some Extent

Mr. Penberthy further states that the merchant usually considers that the price of mixed paint is influenced by lead and oil, which is true to some extent providing all the other materials entering into the manufacture of paint remain constant, but a decline of 50c per 100 lbs. in white lead is easily overcome by an advance of 4c for a gallon can, 2c for a box and ½c for a label and labelling.

One or two things do not make the price of paint, but a combination of many things. Paint is no mystery as it was at one time considered. We are dealing with lead, zinc, linseed oil, turpentine, tin plate and other spot cash articles that are just as staple as flour, gold or copper. Dealing with such staple articles as these we cannot treat them as a patent medicine or a thing of mystery and if in the eyes of the public it is so considered it is the paint manufacturers' fault for not teaching and the merchant or consumer's fault for not wanting to learn.

The Big Factor

"The paint business that any dealer will do during the coming spring or summer or throughout the whole season is governed," Mr. Penberthy says, "by the state of mind of the dealer. If he has faith and goes after business aggressively he will reap the harvest; if he lets his stock dwindle down to nothing, waiting for a decline in prices he will not have the goods his customers call for and many sales will be lost.

If the dealer is convinced that the prices asked by the manufacturer, as the table shows, are justified and adopts a courageous attitude, it will become contagious and the customer in turn will have faith. It must be borne in mind that all sales are made in faith.

A twenty-eight page catalogue issued by W. H. Banfield & Sons, Limited, Toronto, lists the various electrical lighting fixtures made by the firm. The catalogue is attractively printed in colors. Copies will be sent to readers of HARDWARE AND METAL upon request.

How to Increase Sales of Insecticides

Since Manufacture Has Greatly Increased Some One is Selling More of This Line—Hardware Dealer the Logical Handler—Convenient Packages Make This a Good Line

THE manufacture of insecticides in Canada has increased by a very appreciable percentage in recent years. Some factories engaged in the manufacture of these products have reported increases in their output of from over one hundred to five hundred per cent.

In view of the foregoing facts and because of the nature of these commodities, a representative of HARDWARE AND METAL called recently upon Royal Cluxton, manager of the Canada Paint Company, Montreal, to ascertain whether the hardware dealer was selling a reasonable proportion of the output of the manufacture. Mr. Cluxton's reply was to the effect that the very large proportion of insecticides went through retail dealers, but all of these dealers are not hardware men. The question then arises—Can the hardware dealer increase his sales of these commodities and will it yield him a profit commensurate with his investment and handling expense?

Canada a Big Field

Those fortunate enough to attend the Retail Hardware convention at Hamilton in February were given some of the outstanding facts of interest concerning the development of insecticide manufacture. The special representative of HARDWARE AND METAL writing this article had the privilege of witnessing the various operations through which these commodities pass in the course of manufacture, and it would appear that there has been a very considerable development in manufacturing methods as well as in actual output. For the factory visited was large and modern, with much machinery of approved latest type and a large and complete laboratory for the testing of materials and the conducting of tests and experiments. If, therefore, the product is turned out in larger quantities from year to year, someone is selling it, and the hardware man will doubtless consider what his chances are for getting more business and making a profit on it. Canada is a big field and a growing one, and there are some facts worth considering.

Advantages Are Many

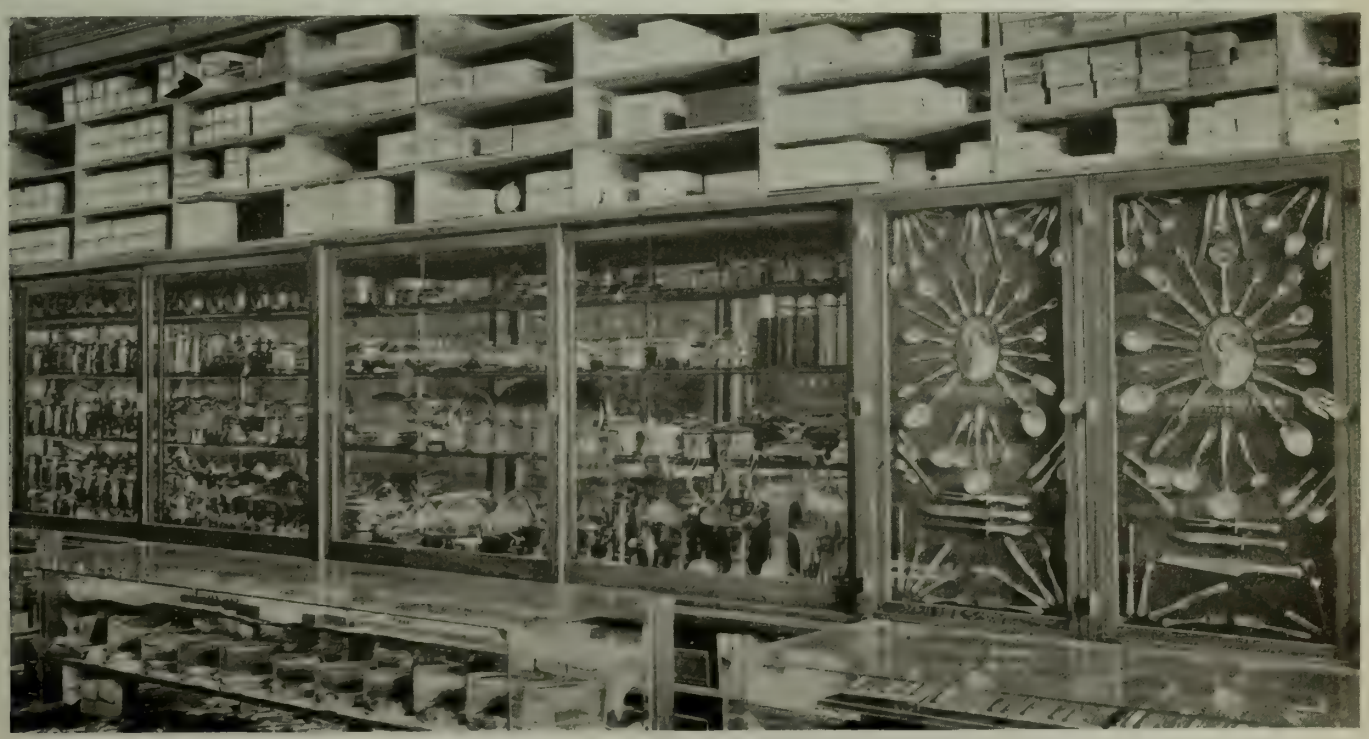
HARDWARE AND METAL spoke with one retail dealer in the City of Montreal last year who had sold immense quantities of insecticides. He was located near one of the large markets to which the farmers brought their vegetables, fruits, etc. His sales were heavy and thousands of pounds (a large portion of it Paris green) were bought by the farmers. Doubtless, his location was a help to him, but "it paid to advertise," in any case, the fact that he had these goods, and he sold them.

One of the advantages which the dealer has to-day is that of purchasing insecticides suitable to the needs of his own district in neat and convenient packages. These are very attractively labelled, so that when the shipment arrives it is ready to be displayed on the dealer's shelf or in his window. Half pounds, pounds, fives and larger quantities may be had. It is said that the popular sizes are the smaller ones and these should yield a good margin of profit. In addition to Paris green, there are several other commodities suited to spraying trees, bushes, etc.

Mailing Lists—Maker's Helps

A very excellent advantage that will appeal to the dealer who is in a position to develop this feature of his business, if there be fruit trees or other foliage in his neighborhood which will require treatment, is that of securing the co-operation of the manufacturer. This will be readily given.

The first thing necessary would be to decide on the number of farmers in one's district that should be using insecticides. Probably many of them are now using them each season, but they may be purchasing from other sources than the hardware dealer—it may be from the local druggist. In any case, a survey of the field would enable the dealer interested to send forward a list of good prospective customers to a reliable insecticide maker with the request that he send them literature bearing on the importance of spraying, and giving the pros-



A corner of the cutlery and plated goods section of the Wells Hardware Co., Hamilton, Ont. The value of good display isquite obvious in the picture.

pect the dealer's name. This would ensure a personal letter reaching your prospect by direct mail and the impression would be lasting and effective. It ought to bring real results. The large makers will be glad to help in this way.

Advertise—Make Displays

The writer recalls how very extensively the selling of insecticides was conducted by the drug stores in many centres for a great many years. This is doubtless the case still. With a tightly-sealed package, there ought to be little or no objection to handling these lines by the hardware dealer, for there is no danger. And the beginning of a campaign at the right time might result in the sale of several thousand pounds in one season.

The local paper could be used to start a campaign. Such attractively-worded notices have been run by many dealers and the same plan could be followed by others. In addition to this the matter of display should receive the attention of some one clerk or the proprietor himself. Selling helps in the way of pamphlets and other printed and lithographed matter will be sent by the maker. These can be used within the store to advantage, but particularly in the windows with an otherwise attractive display, and accompanied by price cards and a few pointed remarks about the advantages of spraying.

Altogether it ought to be a good season. For the sake of helping in the conservation of our orchards and with a view to increasing yields in the common purpose of furthering thrift, the dealer can use his advantages to good effect. For greater care with our orchards means greater production and a consequent benefit to the community at large. And in the final analysis there is that important factor—your own profit.

RETAILERS WILL WANT TO BE SHOWN

Continued from page 155

ing your purchases closely—buying hand-to-mouth?

Shown in the small panel is a letter received from one retailer on the new scheme, and the letter received from HARDWARE AND METAL's Montreal editor is reproduced below. Before committing yourself to an outlay of $260 a thorough investigation should be made—tag yourself "from Missouri" and ask to be shown. The circulars sent out so far are not convincing. That $260 wanted should be good value in the hands of the retailer for a little while yet.

The letter from the Montreal editor of HARDWARE AND METAL reads as follows:

"I had a talk with Mr. Hawksworth, and he was just mailing out more of these circulars. He figures that this is going to be a good thing for two hundred men if they will take it up. As outlined, it is proposed to have retail hardware men pay Hardware Buyers, Limited, $5 per week on a yearly contract, and for this to get the advantage of buying hardware at manufacturers' prices, the above concern to buy the hardware in a large way from the manufacturer and sell to the retail dealer at this price. Just how they can do this I am not convinced. Mr. Hawksworth is sure that it can be done. He proposes (if enough retail hardware men come through with the $5 per week) to give such members the privilege of manufacturers' prices to the extent of $5,000 per year; if they buy more they will have to pay a proportionately higher fee for the service rendered.

"Mr. Hawksworth stated that he was in touch with many of the best firms in the States and England as well as elsewhere. He would propose to buy from these firms at lowest jobbers' costs and to give the benefit to the members of the organization. Those putting up the proposed capital of $150,000 are rated as capitalists, and he intimated he could secure these. He has not collected any money yet, and does not want, he says, any money sent in by the retailers until he knows whether there will be enough response to justify his going on with the scheme.

"Like many other big schemes, Mr. Hawksworth thinks this will be an ideal venture. He says they will carry a considerable amount of stock, and that they will be able to get orders forward within a week to two weeks after orders are received. The overhead charges are set forth in the sheet attached, and he figures that this proposed $52,000 (made up of 200 members at $260 per year fees each) will carry the thing along all right. He said that he figured the average hardware retailer could save around $1,000 per year on purchases of $5,000 through this plan, figuring the jobber's advance over cost at 20 per cent.

"Goods would be sold to members on practically a cash basis. Mr. Hawksworth said that they would expect goods to be paid for after they were received and the invoices checked.

"They would propose to rent a suitable warehouse and to engage a number of reliable hardware men. (I might point out that this man Hawksworth is a mill supply retailer and not a hardware man). He said that he had good men in mind to undertake the necessary work of attending to details, etc., and that these men would be paid good salaries under the item: "Rent, heat, wages, etc." There would be no need to figure any percentage on invested capital other than that for the "Proposed capital of $150,000."

"No member will have to buy exclusively from this concern unless he wishes. But if he signs the contract to pay his $5 weekly for this privilege he will have to pay it for a year, I was given to understand."

Canadian File & Tool Works, Limited, head office Montreal, capital $200,000, plans to carry on the business of steel and iron masters, iron founders, tin plate makers and to manufacture files.

McColl Brothers, Limited, head office Toronto, capital $1,000,000, plans to manufacture and deal in oils, varnishes and soap.

Eastern Canada Motor Truck Company, head office Ottawa, capital $500,000, plans to manufacture motor cars, tractors, motor trucks, trailers, and motor vehicles of all classes.

The Crammond Machinery Company, Limited, head office, Montreal, capital $50,000, plans to carry on the business of iron founders, makers of automobile parts, brass founders, and to manufacture implements, tools, hardware and motor parts.

Uses Location Advantage to Lure Business From Big City Nearby

THE River Ottawa divides Hull, Que., from Ottawa, Ont., but the fine Interprovincial Bridge spans nature's barrier and provides a connecting link between the twin cities.

Hull enjoys lower rents, moderate taxation and lower expenses in many ways than its bigger neighbor and this fact is taken advantage of by W. E. Scott, hardware, 48 Montcalm st., Hull, Quebec. He came to the conclusion that the people of Ottawa would be eager to buy hardware in Hull if he could show them that in doing so they could save money. Plans were made to attract the business and Ottawa papers selected as the medium to produce results.

The savings offered were used as the strong point in the advertising, the advertisements claiming that the saving amounted to 25 per cent. The reproduction shows the usual lines adopted, showing also that the space used was not very expensive.

Results have been surprising and the trade is rapidly growing. It taxes the present premises to their capacity, it is stated, and every sign points to the fact that they will be outgrown at an early date.

A great deal of business is done by telephone, many of the customers never having been inside the store, nor do they know its proprietor.

Dealing in Automotive Equipment

Great Opportunity For Dealers During 1919 — Good Displays Important in Selling Automobile Equipment—Need For Association

Written for Hardware and Metal by C. Dixon, manager of sales, bicycles and automobile accessories, Hyslop Bros., Ltd., Toronto.

THE season of 1919 offers greater opportunities for the sale of automotive equipment, embracing accessories, tires and supplies for automobiles, trucks and tractors than 1918, or ever before, because there are 70,000 more car owners, and all the old motor cars, after another driving season, require extra repair parts and supplies. As a dealer you are the only satisfactory outlet and source of supply for the car owner.

Of late several writers and speakers have handed out much advice in a general, indefinite way to dealers telling how and what should be done to improve their merchandising methods, the handling and exhibiting of stock, in order to conserve and save more nickels out of every dollar's worth of sales, that I fear some repetition, but will try to suggest briefly and pointedly specific methods that can be adopted to advantage.

Probably the biggest problem is sales, and sales depend on proper buying. This means you must anticipate and plan to have a sufficient assortment of stock to take care of your customers' needs and give prompt service. If your present stock is low and you have not bought your spring stock, get on your toes at once, as otherwise you will be out of the running.

Prices on automotive equipment are likely to remain at present levels for the entire season. The firm with which I am connected have carefully searched the raw material markets and factories in Canada and United States, but there is nothing whatever on the horizon to indicate a reduction in prices for at least the next six or eight months, and even then no sweeping changes are likely. The trend of events in the next three or four months may give some indication of price possibilities for 1920 buying, but for the 1919 season we, as jobbers and distributors, can find nothing to indicate any serious reduction in the price of goods we handle.

Every dealer should plan his buying in proportion to the number of each article he sold during the past season. This can be accomplished by keeping a sales record of each article, or you can get it from your invoices. By keeping a simple stock record of the quantities of accessories sold during the season you can form a correct basis for buying for the following season. You will know exactly the proper quantities to buy and the proper time to stock certain seasonable lines which have not a regular sale. When buying your stock, proper consideration should be given to the demand for such an article in your locality and the quantity limited to the extent of your ability to make turnovers. It is advisable to carry an assortment or complete line of accessories, but carefully avoid an overstock of any one item which costs money in the way of interest and discounts, soiled stock and other increased expenses. Overbuying and slow sales are the greatest enemies to the turnover. Overstocks tie up profits, and for the coming season the dealer can more safely plan to operate with a smaller quantity of each article of stock and buy oftener than during war-time seasons.

Buy With Care

In selecting the lines of accessories to put in stock, you should be guided by the wants of customers plus the total car owners in your territory. Ascertain how many cars of each make. When you know how many Fords and how many Chevrolets and other makes are in your territory you can better decide on proper quantities to buy.

Due allowance should be made for the number of customers controlled by your competitors, then you can fairly correctly determine sales possibilities and the quantities and kinds of accessories to buy should be in accordance with customers' and prospective customers' cars. One special point, and that is, do not allow yourself to be stampeded by some salesman into buying heavily in order to get a price on some new-fangled, untried device. Better line up with some reliable firm who have had experience in sorting out these new offerings and who handle most of the standard lines.

You can do a great deal at the present time to maintain a feeling of confidence on the part of customers and car owners. If the car owners find that you are not buying goods, on the expectation of a decline in price, they on their part will refuse to buy for the same reason.

Many car owners have already overhauled their motor cars, or will very soon start the buying stream, and their needs must be supplied from someone. You can, to a large extent, create your sales market before the buyer arrives at your store.

More time and thought should be given to increase sales by every possible legitimate method. One way is to keep your customers and prospective customers well supplied with reasons why they should buy your goods. Many car owners do not know the uses of certain articles, or are not aware of the existence of certain articles. This sales effort can take the form of personal solicitation, local newspaper advertisements, catalogues, price sheets, circulars, and the other many advertising and selling plans. Put into the heads of your customers plenty of the reasons why they should buy and you stand to get an order sooner or later.

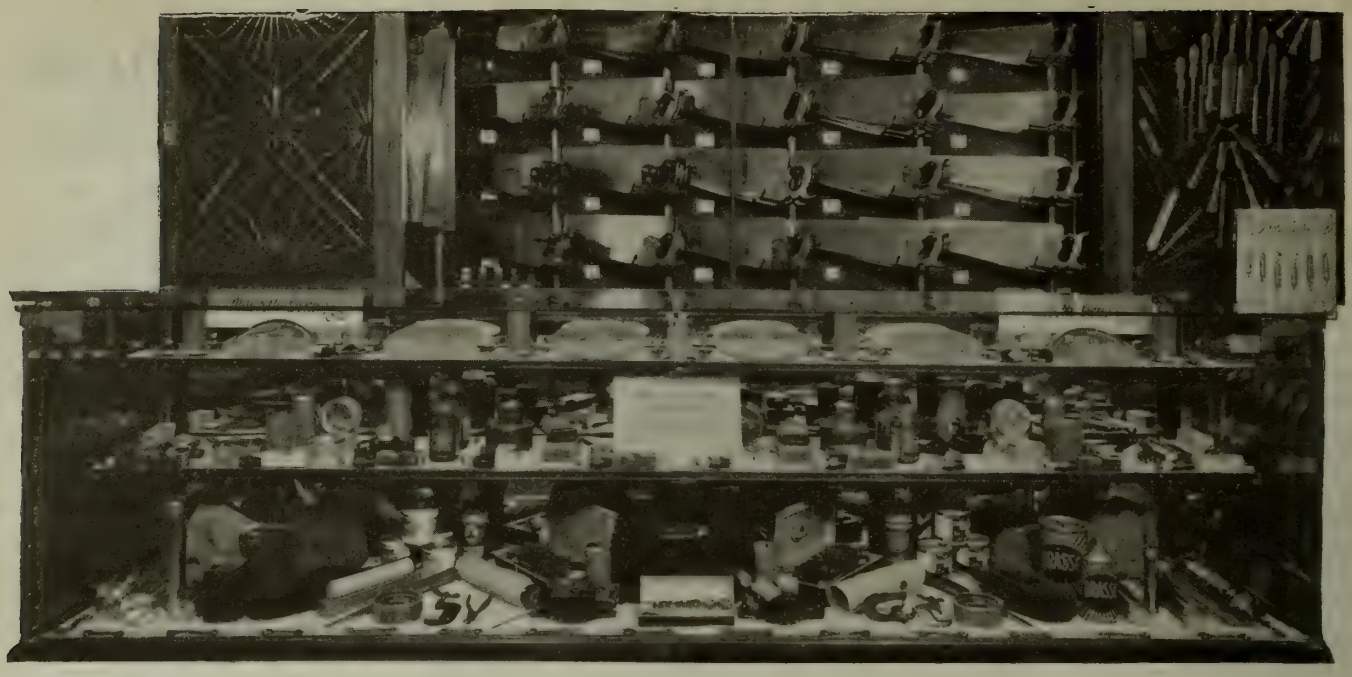
From the writer's experience with the retail business I am satisfied that the best time to sell accessories and extra supplies is the moment after the new car has been sold. The new car owner is delighted, or should be, and is in a very favorable mood to receive your suggestions that he provide a set of tire chains, tire irons, grease gun, hydrometer, set of extra bulbs, tools, bumper, spark plugs, jack, clock, seat covers, a can of oil and grease, wheel puller, spare tire, tire cover, fuse plug, mirror, cleaning materials and brushes, and many other articles that will suggest themselves.

Cash Basis

In case you are not doing so, the time is now ripe to put your business on a cash basis. Your gross profit on accessories will average from 20 to 35 per cent. on sales, or 25 to 50 per cent. on cost, which will not provide for bad debts. On a cash basis the banker will lend more money on the strength of your financial statement and because such position will enable you to pay for regular purchases and take advantage of any special opportunities. You will also avoid many unpleasant interviews with your customers in collecting unpaid bills. In order to purchase goods from the right markets and at the right prices, you require cash sales, as open unpaid accounts will not buy new, fresh stock.

It is also imperative that you sell at list prices—no cut prices, discounts or other deductions—such as fitting or installing accessories, no charge. You should know how long it takes and how much it costs to fit or install accessories even though you may not be equipped to do the work yourself. In almost every case the goods are worth the price that has been fixed on them and should not be sold at any other. Once you make a special or cut price on an article it is very hard to re-instate correct prices, and not only is the profit on that special sale lost, but the profit on after sales as well. If prices are cut on certain articles prices must be raised on other articles to cover the loss. Then the buyer of the higher-priced goods is not getting a square deal. Get your price, don't let your customer beat you out of a nickel here and there on the purchase of his motor car supplies. In the long run the dealer profits most who serves this trade the best. All customers should pay the same price and be treated alike. Up-to-date dealers practise the one-price policy and tag each article plainly, showing the price.

That leads me to consider the actions of competitors. If you believe it necessary to sell your goods at cut prices because of competitors' actions, then I recommend the need of trade co-opera-



Silent salesman containing display of motor accessories in Wells Hardware Co., Hamilton, Ont.

tion with your competitors. One of the outstanding lessons of the Great War was the great advantages in organization. For several years past all combines or organizations on the part of manufacturers, wholesalers and retailers were looked up in most cases with suspicion. That was due largely to the fact that a few individuals have brought the name of "associations" into disrepute through the fixing of prices and throttling trade in various ways. To-day most manufacturers, wholesalers and retailers, realize that when they get together the most important or desirable thing is not to fix prices but to eliminate wasteful methods, to compare systems, exchange plans, arrange for road and highway improvements, discuss and spread better trade methods, and incidentally raise by education and conference the status of any "lame duck" or inexperienced dealer, if there is one in your locality. A discussion along the lines of the cost of doing business will in most cases cure the price-cutting habit. Know your cost of doing business, and if your competitor is selling a standard article at a cut price go to him in an open-handed way and show him where he is losing money, and make him a friend. There is no need for competitors to be enemies, and fair competition means co-operation. Through co-operation much antagonism and suspicion can be wiped out by associations giving publicity to the objects of their organizations and the good which they are able to accomplish. I understand that collective price fixing is not only unlawful, but is considered unnecessary by associations. Go at it the other point of view and educate your competitor by showing him how to find the gross profit on the sales of accessories and how to find his cost of doing business. By helping him arrive at the cost of doing business and facing the gross percentage of profit with naked eyes, the incentive to cut prices is wiped out, as the net profit will certainly not permit him to stay in business and sell automobile accessories. An association, either local or provincial, can be of marvellous advantage in introducing many other reforms; when you join, be active, suggest and start something. At one time or other nearly all get caught with an overstock of a line of goods—probably the local market will not absorb the goods, but through the medium of your association very often some other member can use the over-stock and will pay at least the cost price for it. The association should work in this and similar ways.

The necessity of properly displaying accessories is important. Show cases or sloping shelves are necessary. Take advantage of your windows. Window space is the most valuable and nearly always the cheapest advertising that you have.

In conclusion, do not overlook the every-day-of-the-year stability of the accessory business. The average gross profit, the immense possibilities for present and future sales, are worth your time and effort. The sales possibilities of your territory or locality can be visualized by multiplying the number of car owners by a minimum of $60—the average yearly purchases of accessories per car owner, and this figure would not include tires nor gasoline.

Observe, study and practice the methods of some of your successful neighbors who are retail merchants in other lines and you can be reasonably certain of making money and building a good business in the line of automotive equipment.

Item in "Hardware and Metal" Brings Letter From South Africa

A STRIKING illustration of how closely even small items in HARDWARE AND METAL are read, and of how widely distributed throughout the world are its readers, was disclosed this week when George A. Marshall, proprietor of the Perfection Sanitary Brush Co., Toronto, received a letter from Johannesburg, South Africa. This was written by George Robertson, manager and buyer for the firm of Stuttaford & Co., who have a nine-storey department store. Mr. Marshall met Mr. Robertson while in England in 1914 shortly before the outbreak of the war. He had not heard from him since until this week. In his letter, Mr. Robertson says that in reading one of the November numbers of HARDWARE AND METAL he noticed among the personal items in the Montreal news column that Mr. Marshall was in that city on business. He at once remembered him as the man he had met in England five years before, and wrote to ask how he was getting along, and also stated that he was keenly interested in Canadian products, and that if Mr. Marshall would care to send him a price list he might do some business. Mr. Robertson some years ago was in Canada and was employed in the store of the Vokes Hardware Co., Toronto. This was long before Mr. Marshall met him. He states in his letter that he tried to join the army in England but on account of his health was unable to do so and went to South Africa.

Stove Manufacturers Optimistic

See Big Selling Year Ahead For Dealers Who Go After Business Aggressively—No Reduction in Prices Likely, They Say, While Present High Wages Are in Effect

STOVE manufacturers of Hamilton are optimistic regarding the prospects for business in 1919. There will be more business to be had in Canada than ever, they say, and it is a question of going after it. The retailer who goes after the stove trade aggressively will make good, they say.

"I am looking for a shifting to some extent of trade this year," said Mr. Robinson, of the D. Moore Company, Limited. "It seems to me that there is likely to be a falling off in the trade in the cities and an expansion of buying in the rural districts. The farmers are the people who have the money to-day. They are the people who are making the money, and they will be a big buying force."

No Price Reduction

Mr. Robinson said that he did not see where there was any possibility of stove manufacturers reducing their prices.

"Even allowing for a small reduction in the cost of raw materials," he said, "there is no chance of prices coming down as production costs will be more than offset by increased wages. The raw material in a stove is comparatively a very small item. Labor is the big cost and runs as high as seventy-five per cent. in many cases.

Lots of Business

"We are optimistic regarding the business outlook. There is going to be a lot of good business. What a dealer does depends largely upon his attitude of mind. The dealer must have faith in himself and in his community. That means faith in his country, too. If he gets pessimistic, he blocks trade, and this becomes the forerunner of bad times created by the dealer himself. Production will be about the same as usual. There is a tendency just now for the retailers to let the manufacturers carry the stock. This is a condition the dealer wants to weigh carefully in sizing up business, or by autumn, when he needs the stoves, he may find he is losing business. The dealer should always bear in mind that the mail order house never lets its stock get low. The dealer who has the stock is the one who gets the business. It is a poor plan to have people coming in and wanting to see goods and talk about buying them, and then not having any goods to either show them or sell them.

The Price Question

There has been no unwarranted advances of any kind in stove prices, stated Mr. Robinson. As a matter of fact, the stove manufacturers have not advanced prices anything like they have been advanced in many other lines. The prices that are prevailing to-day are not high. As far as manufacturing conditions are concerned, it is just as hard to obtain skilled help in Hamilton as ever before. There has been no reduction in wages and the molders are making good pay. General operating expenses are in no way decreased, and manufacturers will not, as far as I can see, have any opportunity of reducing prices."

Mr. Robinson pointed out also that there has been five years of holding back in stove buying. On account of the war needs and the calls for conservation, people had fixed up their old stoves and got along with them as best they could. Any number of these people are now prospects of the best kind for new business, and a great many of them will be purchasers.

Another Viewpoint

J. S. Fraser, of the Hamilton Stove and Heater Company, thinks the retailers in the great majority of cases are not going after the stove sales in the way best calculated to bring results. Perhaps twenty per cent. of the retailers handling stoves, he says, might be called good stove salesmen. The other eighty per cent. do not make the most of the talking points of the goods they are handling. Mr. Fraser says this is largely because they do not know the selling points of the stoves, do not take any trouble to find out about them, or to

Current Events in Photograph



PRINCESS PAT BIDS HEROES FAREWELL

The photo shows Princess Pat pinning a laurel wreath to the colors of the Princess Patricia's Canadian Light Infantry, emblematic of victory and of work well done. Of the original Princess Pats' battalion there are only seven survivors left.

give any real selling service to their customers.

Give Instruction

"I am going to bring up the matter of instructing retailers in stove salesmanship," he stated to HARDWARE AND METAL. "I think it would pay the stove manufacturers to pool the expense of having a real stove salesman go all over the Dominion and show some of the retailers how they can increase their sales by going after the business in the right way. A whole lot of retailers do not keep their stock in good shape to start with. They do not try to find out what the prospective buyer wants or what is best suited to his needs. They simply have a stove to sell and say: "Well, this is a pretty nice looking stove and will give you good results." That is about as far as their sales talk goes. I know of a case out West where a man had twenty-two stoves stocked, and said he could not sell them. A stove salesman said he would come up for a day or two and see what he could do to help him.

Put On Demonstration

"The first thing he did was to get the dealer to advertise that he was going to hold a demonstration of the stoves. This was done, and the salesman stayed right through and not only sold the twenty-two stoves, but took orders for six others. This shows what can be done by intelligently directed efforts."

Mr. Fraser also pointed out that business may reasonably be expected in new stoves, because so many people have been repairing their old ones since the war.

"The live stove dealer," he said, "will have no difficulty in persuading these people to buy new ones. In many cases he will be doing them a real service by replacing their old stoves with new ones which will consume less fuel and give better results."

Another Big Field

"The huge building program," he said, "also opens up unlimited opportunities for the dealer. In all parts of Canada there is a shortage of homes, especially of workingmen's homes. There will be thousands of homes built from now on and in a very large percentage of these stoves will be required. There is a big chance here for dealers."

Discussing export prospects, Mr. Fraser said he was expecting a lot of good export business, especially from South Africa. His firm has an exhibit at the Lyons fair also, and is going after export business in France, England, and other countries. While paying its share of the fund subscribed by the stove manufacturers to send a representative to Europe to go after export business, the Hamilton Stove and Heater Co. also has its own men looking after its interests.

Favors Standardizing

While considerable has been done toward standardizing stoves, Mr. Fraser believes that there is still more to do and that it can be done with beneficial results to the whole stove industry.

As far as prices are concerned, he said that he does not look for any reduction for some time. The slightly lowered cost of materials would not make any appreciable difference from the manufacturers' standpoint, as the big item in connection with stove production is wages. The molders and other workers are receiving high pay and are demanding a still higher schedule. Another factor that will have an influence on the prices of stoves in the future will be the prices decided upon for iron and steel at the meeting of the big steel men to be held in the United States shortly.

The Tariff Question

"I believe there will be a tariff reduction," said W. H. Monk, secretary-treasurer of the Burrow, Stewart and Milne Company, to HARDWARE AND METAL. "If that comes it will mean a period of hard times. The United States built up its industries by a high protective tariff, and now because of their growth and their wonderful country they want to expand their markets. Western Canada has been a dumping ground for a lot of American stoves, the manufacturers selling at the lowest prices in order to keep up their production. They have a short haul to Winnipeg, whereas the Ontario manufacturers have a long haul. If the tariff is reduced there is only one way to make up the revenue that will be required and that will be to impose a heavy land tax. That will hit the Westerners a good deal harder than the present tariff schedule hits them."

Sees Good Business

Mr. Monk says there is every prospect for a splendid stove business this year. In the last two or three weeks business has improved steadily, and there is every indication that it will continue to pick up.

As far as prices are concerned he sees no prospects of any change unless they are increased. The steadily increasing cost of production, especially the higher wages demanded by the men, may necessitate an advance in stove prices.

As conditions are now, he said, the manufacturers are carrying the stock. In the meantime, however, they are going ahead with their usual production and are preparing for a good business.

EASTERN CANADA STOVE MANUFACTURER OPTIMISTIC

H. G. Jackson, manager of Record Foundry Company, Ltd., Moncton, N.B., was a recent visitor at Toronto office of HARDWARE AND METAL. Mr. Jackson is quite optimistic regarding the future outlook for the stove industry in Canada. He is of the opinion that prices will be maintained, as manufacturers have stocks on hand which were bought at high levels and although slight declines may occur in the prices of some raw materials, Mr. Jackson states that labor is one of the biggest items and represents at least 60 per cent. of the cost of a stove. Mr. Jackson is of the opinion that there is a possibility of further advances in the cost of labor and he states that in his opinion stove manufacturers would be justified in making an advance in price at the present time. The business of the company in the Maritime Provinces has been exceptionally good and last year it showed an increase of 62 per cent. Mr. Jackson emphasized the fact that the Maritime Provinces are not subject to fluctuation to the same extent as the other provinces and therefore business has continued good, with a good outlook for the future. Buyers are in some cases still holding off. Mr. Jackson is of the opinion that by holding off too long a buyer is liable to lose more through not having the goods in stock than he can possibly save through any slight decrease in price, and especially as there is no possibility in Mr. Jackson's opinion of a decline in the immediate future in the price of stoves. Mr. Jackson emphasized the importance at this time of manufacturers and their employees getting together and stated that there is a move in this direction in Moncton and that employers and employees have met together to discuss mutual problems.

NORTH BATTLEFORD, SASK., ADOPTS EARLY CLOSING

North Battleford, Sask., retailers have ratified the early closing plan. They also favored a weekly half holiday for a period of four months commencing with May. Wednesday afternoon will be the half holiday. Early closing will include each day of the week but Saturday, all stores closing at 7 p.m. daily except Saturday, and drug stores at 8 p.m. Officers of the North Battleford Retail Association for the ensuing year were elected as follows: President, H. R. Bowers; secretary, F. P. Nelson; treasurer, F. Frawley; first vice-president, A. J. McCormick; second vice-president, R. J. McClinton; executive, R. S. Cruickshanks, A. F. Macdonald, F. Sallows, O. Johnston and W. G. Watson.

JOHN DIAMOND CALLED BY DEATH

John Diamond, founder and directing head of John Diamond & Sons, manufacturers of ink, bluing, stove polish, etc., of North Third Street, Philadelphia, passed away at his home in that city on Feb. 7. Mr. Diamond was born in Glasgow, 67 years ago. He came to Philadelphia when a youth, and has been engaged in the manufacture of blackings and similar lines almost all his life. His loss will be deeply felt by the trade. The business will be continued by his two sons and surviving partners, Edmund A. Diamond and Frank P. Diamond.

Big Demand for Auto Accessories

Impossibility of Securing Early Delivery of New Cars Opens Big Opportunities For the Dealer in Auto Supplies—Open Winter Has Been Turned to Advantage by Many Hardware Men to Boost Sales

AUTOMOBILE manufacturers are facing a peculiar situation. With orders pouring into the factories from all parts of the country they are unable to get the materials to meet anything like the demand. Any one who gets a new car early this season will be lucky, they say.

"Last year this time we were in a position to give our dealers fifty cars each if they needed them," said the Toronto manager of a large auto concern to HARDWARE AND METAL. "This season we will not be able to give them four. There is any amount of business in sight but apparently not the slightest possibility of being able to make even reasonably early deliveries. To start with we cannot get the materials and we were held up in getting started. When the Government took over our big factory and everything was put on a war basis, the Government sent an officer to take an inventory of everything. When the war ended and we wanted to go back to normal business we were held up just seven weeks before the Government could send a man to take the necessary inventory. A big plant cannot be switched from a war basis to a peace basis over night. So there was a delay there again. Then we were unable to get anything like the quantity of materials we needed. All this means delay. We will make the cars eventually but there is no telling when we will make deliveries."



This ad. of the Cowan Co. offers valuable suggestions for hardware dealers in arranging their own copy. Note the attractive use that is made of illustrations also the well balanced arrangement and the fact that prices of everything are given.

A Big Opportunity

This is more or less true of conditions in all the big plants. However while it means great delays for the auto dealers it opens up some splendid chances for the hardwaremen who are handling auto accessories. Thousands of people who had planned to buy new cars will simply have to make their old ones do for an indefinite period. This means new accessories of all kinds and there is every indication that accessory sales this season will be very large. The volume of sales has been increased also by the open winter which enabled many car owners to keep their machines in operation throughout the months when they are usually locked up.

Given any kind of a chance the car owner will drive whenever possible. He has had the chance this season and has taken advantage of it. This has meant a lot of fixing up of cars also and the sale of a lot of accessories that make for comfortable driving in cold weather.

Report Big Sales

Hardware men who are handling auto accessories report excellent sales. They have taken full advantage of the open winter to dispose of robes, foot warmers, heaters, and similar lines and as a result of the recent fine weather have turned their attention to boosting auto finishes and paints with excellent results, they state.

Going after the business is the surest way to get it and the man who gets busy earliest is naturally the one who is going to get returns first. There is no more effective way of increasing sales in the accessory department than to bring the lines you have to offer before the public by attractive advertising.

How They Do It

The illustrations of advertising copy used by hardware firms to boost sales in their auto accessory department are reproduced with this article and offer valuable suggestions which any dealer may turn to excellent account in arranging his own copy.

It will be noticed that both firms use the most prominent type in their announcements to let the public know that "auto accessories" and "automobile supplies" are to be had at the stores mentioned. There is not any guess work about this plan of advertising. The whole idea is that the first impression gained will remain and that every time the car owner wants any auto supplies of any kind he will just naturally associate "auto supplies" and the firm.

Get Excellent Results

"We always get excellent results from our advertising matter," said T. Jones, manager of the Cowan Hardware Co., London, Ont., to HARDWARE AND METAL. "Our auto accessory business has been showing a steady increase each season and this is directly traceable to the advertising we do and the fact that we carry the stock to give car owners service. We back our newspaper advertising by good window displays."

The results obtained by the Ashdown Company were fully outlined in an article in a recent issue of HARDWARE AND METAL. This year the firm is looking forward to a bigger business than ever.



Advertising copy of this kind has produced most satisfactory results. Note the impression of service and where to get it that is conveyed throughout the whole copy, right to the very last line.

Use Good Illustrations

In connection with the advertisements

(Continued on page 177)

Poultry Supplies Offer Opportunities

Returned Soldiers Going Into the Raising of Poultry as Light Work During the Process of Re-establishing Themselves Into Canada's Civil Life

THE past few years, when greater production was the "war cry," has seen great strides in the raising of poultry; not alone from the standpoint of quantity, but method in handling to get the most out of the business. Even amateur or backyard poultry men (and women) have studied the more scientific methods of handling fowl, studied the best producing breeds and the best way to keep them healthy and producing both meat and eggs.

One of the chief essentials in poultry raising is to keep fowl properly housed and protected against animals; this perhaps applies especially in country districts. Too often the farmer allows his fowl free range, with the result that many a bird is lost and many dozens of eggs are unaccounted for. The saving of time which may be the result of caring for or rather neglecting his poultry stock in this way does not overcome the actual loss resulting from allowing his birds to wander at will over the farm.

The hardware dealer can do much to educate the farmer and amateur poultry man in the proper care of fowl—proper coops, yards, supplies, etc.

In the first place you are perhaps the first man the would-be poultry fancier gets in touch with, for among the first things he does is to buy poultry netting either for the constructing of his pens or enclosing his runway, or both.

Know What is Needed

By knowing the needs of the properly-equipped poultry yard and pen and keeping such lines as are necessary in stock you can give your customer the right start. Besides selling him his requirements you should get the opinion of some good poultry men in your districts regarding the care of chicks, etc., so that you can give the beginner real sound advice. It will work out to your benefit as well as give a patriotic service to your community.

Two designs of poultry houses, fixtures, fittings, etc., are here illustrated which may be of interest to a customer and which may help him in his effort to get good results.

Many a returned soldier is finding that poultry raising is giving him pleasant, light, and profitable employment during the period of recuperation after his return from overseas. Some are doing this as a business while others are adopting this means of fitting back into civilian life gradually. These are the men you should try to assist all you can. You should first know what they will need, then carry a stock, and lastly, sell it by encouraging this producing business.

How to Show Netting

Rolls of poultry netting are, to say the least, awkward things to display. They take considerable room on your floor, especially if you carry all widths and styles.

A most unique but simple method for showing poultry netting was seen in a hardware store in Toronto. It was a real silent salesman which helped the customer to select the style and width he required quite easily.

A piece of six-foot netting was wound around a post in the centre of the store. Under the netting was a piece of green goods which formed a background to make the wire stand out stronger. Over the green background, before the netting was applied, was a series of white lines formed with tape, showing various widths of netting, ranging from 12 inches up to 6 feet, and each width was labelled with the size and price of the netting shown.

Accompanying this were a number of panels about a foot square showing all the styles carried in stock. Each panel was bound with tin which made handling easy and prevented scratching of the hands. Each panel bore the sizes in stock and the price per foot.

The advantage of showing the samples like this was that the customer could easily pick the proper width of netting and the style required. The idea can be worked out in another way. Instead of a post being used, a six-foot panel could be made and covered, giving the same effect as the post.

Spring is Chick Time

With spring comes the baby chick. This is probably the most difficult period for the chicken fancier, for so many difficulties arise in raising the little downy birds. Good, sound advice is needed now to assure proper feeding and proper attention.

You may find it advisable to stock incubators, brooders, hovers, etc. Now is the time they should sell. Keep a stock of drinking fountains, feed dishes, dry mash hoppers, etc. on hand. Show them in your windows. Keep them on display inside the store. Let the poultry fancier know you can supply him. This is a big and growing industry—treat it in a big way—encourage it and you will be one to benefit.

Denbigh and Dickinson have leased premises at Victoria, B.C., and plan to manufacture the Ellsworth Triple Oil and Gas Burner, for which they have obtained the Canadian rights.



Confined flocks are advocated by men who study the poultry business. This means sales of poultry fencing and many other supplies.



Discourage farmer customers from allowing their flocks the free range of the farm. The loss does not compensate them for the saving in labor and feed.

Building Figures Do Not Lie

Twelve Hundred Per Cent. More Building Permits Taken Out in Toronto the First Two Months of This Year Than Last—25 to 33% More Business Done in Building Materials by Local Hardware Stores—Outlook For Big Business

ONLY a month or so ago HARDWARE AND METAL was bombarded with reports from various sources to the effect that the building trade of 1919 was only a myth and that though a great many building permits were being taken out there was no sign of activity as far as the actual building was concerned—the outlook was indeed anything but rosy if the reports which came in were a criterion of the actual conditions.

Some, in fact nearly all, claimed that builders would not build while prices of materials were so high, and especially when there was a downward tendency. To-day the tables have turned and pessimists are turning out to be most optimistic and are talking the biggest building year since the outbreak of the war.

Sixteen Permits in "Eighteen"

The statistics at the City Hall tell a most wonderful story—a story that is almost unbelievable. During the first two months of 1918 there were only sixteen permits taken out in the City Architect's office for building of dwellings in the city of Toronto—three for solid brick and thirteen for cheaper houses, the total cost of these houses being estimated at $37,200. Notice the percentage of better class houses compared with the poorer type. This would indicate that the building was not done by the so-called moneyed class as the houses were of the laboring man's type. Compare the above figures with the following:

Hundred and Ninety-Two in "Nineteen"

From the same source comes the information that the statistics for the first two months of 1919 show that there were permits taken out with an estimated total cost of $901,560; of this amount $391,750 was for solid brick dwellings, $35,500 for brick and roughcast, and $5,100 for frame, representing a total of one hundred and ninety-two houses compared with sixteen in 1918, an increase of 1,100 per cent. in number of houses, or 1,068 per cent. in dollars and cents. And there is every indication that the bulk of these permits will be used within the time limit of six months. Few builders would go to the expense of having plans prepared and permits taken out unless they anticipate taking action, especially when there is a great shortage of houses.

Evidence that the building permits are being used is in the fact that hardwaremen specializing in builders' supplies claim an increase of business in this department of from 25 to 33 per cent. over last year for the same period —January and February.

Excavators Loaded With Work

Geo. Mathewson, 734 Queen St. East, Toronto, whose store is situated in the Riverdale district, and who caters to the building supply trade of the east end of the city, says that his builders' supply trade so far this year shows an increase over 1918 of 33 per cent., and that there is every indication that this spring and summer will make a record-breaking year for building materials of all kinds. His business has increased enough to warrant him building an addition to his store to provide a show-room for building supplies alone.

Mr. Mathewson says that while there are a great number of residences going up in his district there are on one street alone, Danforth Avenue, over eighty stores being built and planned on for the coming summer. He says that one excavating contractor who uses a steam shovel is already booked up for the year and is refusing to take any more orders.

Returned Soldiers Building

Mr. Mathewson states that he knows of several cases in his district where returned soldiers are building homes and that families who during the war "doubled up" to cut down expenses, were now going into their own homes. This means a demand for more houses, and has contributed to the great shortage of accommodation in the city of Toronto as well as in other centres. In conclusion Mr. Mathewson stated that "Any man who cannot see big business ahead this summer is blind."

HARDWARE AND METAL, in searching for evidence that the building permit figures of the City Hall did not belie the real conditions, called on several leading hardwaremen in the down-town district as well as the surburban, and the same story was told everywhere—big increase in building supply business.

The Bulls and the Bears

Oliver Vokes, of the Vokes Hardware Co., Toronto, when asked how he found conditions in the building trade, stated that they reminded him of the stock market. There were the bulls and the bears. The bears were the builders who were waiting for a drop in price of building material before they would commence to build, while the bulls represented the broad-minded fellows who could see that the main element which entered into the building of a home—labor—could not drop materially, and that to wait for supplies to drop was short-sightedness when houses were in such demand and with rents at the high mark. Mr. Vokes stated that their building supply department showed an increase of approximately 25 per cent. during the first two months of the year and that he could see a real building revival which, though big, could hardly be termed a "boom." One reason, Mr. Vokes stated, for the building revival this year is the fact that one of the main materials, brick, must come down in price as its manufacture does not represent the employment of very skilled labor and its raw material is not scarce. There are at least a dozen brick firms which were closed during the war who are beginning operations again this spring.

Mr. Vokes states that 1919 business is infinitely better in building lines than the same months have shown for the past four years.

This opinion was gleaned also from an interview with the manager of another large hardware retail store in the down-town district. He also stated that their business showed a 25 per cent. increase in building materials over any year since 1914, and that the prospects for a big year were very bright.

Conditions outlined here, as applying to Toronto, are by no means confined to this city. From all centres, large and small, come reports of renewed activity in building, and it is up to the hardware man to get in on the ground floor and lend his encouragement to this present movement. The year is going to be a big one—get right in back of the movement towards better things now and put it across in a big way. It is up to everyone individually to help now—do your bit and make 1919 a hummer.

BIG DEMAND FOR AUTO ACCESSORIES

Continued from page 175

of both firms hardware dealers should note the extent to which illustrations are used. This is in line with the general advertising policy of both the Cowan Company and the Ashdown Hardware Co., Ltd. In all their advertising copy free use of illustrations is made and the results have been most satisfactory.

Discussing the prospects in the auto business for the coming season this week with HARDWARE AND METAL, Manager Fox of the Toronto branch of the Ford Motor Co. of Canada stated that he had recently returned from New York.

"I know just how we are fixed in regard to making deliveries early," he said, "and just to find out how the other companies are getting along I went into the branches of a number of companies in New York. They did not know who I was and without exception when I mentioned the matter of wanting cars delivered early they declared they could not do it as they cannot get the machines from the factories. That is the general situation. Thousands of people who have cars and want new ones will just have to get along with the old ones until the factories can get back on a normal producing basis again."

Don't Overlook Selling End in Buying

If You Starve Your Stock You Starve Your Business — Keeping Stock Complete Enables Sales to Be Made—Getting Back to Basis of Confidence— Develop Opportunities For Business

PERHAPS the average retailer to-day, and not only the retailer, but as a matter of fact many wholesalers, consider the price question in relation to the goods that they are handling, as of vital importance in their operations during the present year. There is no getting away from the fact that the man who buys well, securing the best merchandise at the lowest possible prices is the one who stands to gain when he turns from the buying end and devotes his energies to selling.

Consider Buying and Selling End

There is just one point to bear in mind, however, and the same was brought home forcibly to one of the representatives of HARDWARE AND METAL on a recent editorial trip to a very good sized town east of Toronto. On the occasion of this visit, one retailer had received a very large shipment of enamelware, tinware and kindred lines. The question was asked of the retailer, "Aren't you afraid to buy goods at the present time?" The attitude this man took is one which all buyers might well look at and see whether they are considering the selling end of their business as they should. Whether it is a retail establishment run by the boss and one clerk, or whether it is a large wholesale establishment with a president and big selling and other forces, there are the two ends of the business to be considered always, namely, the buying and the selling. A buyer may feel that by waiting a month or two months, he will be able to buy a certain line of goods at a saving of 5 or 10 per cent. over the prices prevailing to-day. Looking at it, however, from the selling standpoint, is there not a possibility that the loss of sales during the intervening month or two months will more than offset the saving in buying which will be effected some time hence?

Starve Stock, Starve Business

The retailer above referred to stated to HARDWARE AND METAL in no uncertain terms: "If I starve my stock, I starve my business." There in the one sentence is the buyer's end of the game and also the salesmen's end of the game as well; these two must be worked out together. As far as can be learned, the average manufacturer, wholesaler, or even retailer does not seem to be urging buying in overly large quantities. However, to each individual factor in the merchandising game, it is essential to the welfare of them all that stocks be maintained on a good basis, and that each one is in a position to take care of orders which may be handed to them.

Building Activity Promises Well

From inquiries which have been made in many of the cities and towns throughout Canada, HARDWARE AND METAL has learned that a great deal of building is under contemplation. There seems to be no getting away from this fact. Inquiries to-day are very numerous and it looks very much as though in another month's time, activity in the building trades will be very noticeable.

This brings one around again to the point where the question of the price of goods is involved. It seems true from investigations which have been made, that there are a great number of large works being held up because the factors interested feel that prices on their present basis are too high. These interests look for steel and iron to lead the way towards lower prices, and it looks very much as though the meetings which are being held between Government officials and United States steel interests now will result in a further lowering of the prices on basic materials with a similar movement soon to be reflected in the manufactured articles, of which steel or iron form a part. It seems quite reasonable to believe in and all indications point to the awarding of actual contracts, once an announcement is made of a reduction in the price of these basic materials.

Getting Back to Basis of Confidence

It does not seem as though the average individual expects a return absolutely to the prices which prevailed prior to the war. However, there is a feeling that prices have been unduly inflated during the war period, and once public opinion is turned around to the point where they have confidence in the prices being asked, even though they may be fairly high, they are going to be ready to spend money. There is the hope in the present situation, as HARDWARE AND METAL sees it, and it will be the aim of this paper to maintain in its service first hand information as to what may be expected to develop in regard to prices.

Steel and Iron Lead in Price Revisions

Reviewing the situation in regard to prices as it exists or has existed since the first of January of this year, it will be seen that many lines have undergone revisions downwards. It may also be said that the majority of the lines, that is the really important and big items, can be covered under the general classification of steel or iron goods.

Iron and steel bars including common bar iron, refined iron, mild steel, sleigh shoe steel, tire steel and kindred lines have dropped in price. Other lines include genuine wrought iron pipe and wrought steel pipe, annealed wire and bale ties. Wire nails, and cut nails along with black steel sheets, galvanized steel sheets and steel plates have also been revised downwards.

Sheets Show Substantial Drop

Perhaps the greatest change made so far has been in black steel sheets and galvanized steel sheets. On August,1918, black steel sheets, 10 gauge, were selling at a Government fixed price of $10.00 per 100 pounds. On January 1, 1919, a decline of $2.50 had been made, making the price $7.50. Since that date a further decline of $2.00 has been recorded, bringing the price to-day down to $5.50. The fluctuations in galvanized steel sheets are not unlike the ones above. Galvanized steel sheets, 28 gauge, on August 1, 1918, were quoted at $9.20 per 100 pounds. By November 9, two days before the signing of the armistice, a price of $11.70 had been reached. January 1 of the present year saw a reduction of $2.70 to a $9.00 base for this gauge. Since that date a further decline has been recorded and the price to-day is $7.95.

In the case of the black steel sheets, the total decline was $4.50 since August, 1918, or as a matter of fact since the signing of the armistice. It is not reasonable to assume that another $4.50 will be lopped off to-day's prices. However, it does seem likely that a further slight reduction may be made, and when same has been taken into account, the buyer will feel more like going into the market for his supplies and the salesman will solicit business on a very keen basis, feeling that he can with reasonable confidence get his customer to purchase goods without having the feet cut out from under him very shortly afterwards by further substantial declines.

Develop Opportunities for Business

There seems to be abundant opportunities for business awaiting the aggressive hardware merchants. In lending support to any housing schemes which may be started in your own community, in giving the benefit of your experience in the selection of the hardware required and by urging that builders get started at as early a date as possible, the merchants will be sure to reap the benefit. Practically every department of the retail hardware merchant's store will show some reflection from any extensive building operations which are undertaken. Not only builders' hardware, carpenters' tools and paint will be sold but there will be a new tenant go into the new house, who will want the latest household equipment embracing washing machines, electrical household needs, enamelware and tinware and various other lines of goods. The hardwareman's opportunities for selling goods for a house do not end when he sells the paint or varnish for the finishing touches. This is a point which might be borne in mind with profit the retailer.

Outlook For Turpentine Somewhat Uncertain

Restrictions to be Lifted and Lateness of Crop Strengthening Factors—Litle Change in Prices in Four Months—Market Hard to Determine

WHEN the armistice was signed over four months ago the opinion was very strongly held that prices of turpentine would immediately soar. As a matter of fact they did soar locally about 18 cents per gallon following a similar movement at primary points in the South. The reason which was assigned for this, and which it was thought would carry prices to higher levels, was the fact that Great Britain and other European countries were looked upon as big factors from the buying standpoint. That they may, in time, be big factors in the market is quite true, but as yet there has been no export to amount to anything and just when shipping will be available in sufficient tonnage to make any appreciable difference in the market situation is still an uncertainty.

Restrictions to Be Lifted

The latest reports from London, England, show that Government restrictions on the importation of turpentine will be entirely lifted at the end of the month. Restrictions on rosins will be lifted about the end of April. These factors have resulted in a slightly firmer undertone to the market on both these products, but there has been no move on the part of the factors holding stocks to boost prices to any great extent.

Firming Tendencies Exist

Under normal conditions there are undoubtedly enough elements in the situation to-day to provide for a stronger market. These are the lifting of the restrictions on imports as mentioned above, along with the fact that in the South the 1919 turpentine crop should now be well under way of harvesting, but, owing to excessive rains, is being kept back and curtailing production. Under normal weather conditions the work of the producing interests would be well under way by this time and it might be said that even various estimates as what the crop would be would be hazarded. Just how accurate these guesses usually are at this time of year is not a factor except in as far as it can be mentioned that there are no tendencies shown by interests to-day to try to figure out what production for the present season will be.

Little Change in Prices

However, if one compares prices which were ruling on November 9, which was two days before the signing of the armistice, and on March 15 of the present year, it will be seen that there is very little change. The prices on this latter date were one cent per gallon higher than those prevailing on November 9, 1918. For 3 or 4 weeks following the signing of the armistice, there was quite a considerable amount of excitement in the market, November 16 showing a price locally at $1.10 per gallon, November 23 showing a price of $1.20, November 30, a price of $1.15, December 7 a price of $1.15, December 14, a price of $1.07, and from then until January 18 there was no change. On the latter date a higher price was shown again, $1.10 being asked, and this price ruled until the week of February 15, when a decline to $1.05 was recorded. Since that prices have declined a couple of cents more, and just what the future may hold is a little bit uncertain.

Market Hard to Determine

The market in the South, which really governs the situation locally, has advanced in the last week, and whether this movement will continue is dependent on the amount which may move overseas, and the progress which will be made with the production of the new crop. There seems every reason to believe that if there are big shipments moved to Great Britain, the market will, at least, maintain its present basis, and perhaps go slightly higher. Along with this situation, of course, must be considered the new crop and the adverse weather conditions are tending to strengthen the situation from that angle. However, it is usually the case that at this time of year prices sag a little bit. It does not look as though there will be any very heavy advance made, and prices may even decline slightly. Present indications do not point to a very extreme movement either way in the price of turpentine for the next month.

Linseed Oil Situation Shows Strength

Argentine Crop a Big Factor in Outlook — Seed Available Hard to Figure—The Trend of Prices—Market Sensitive to Demand

"COULD we only know for about three hours in advance what the market on flaxseed was going to do, it would only take about three months for us to become independently rich." This was the statement made to HARDWARE AND METAL by one of the leading crushers in Canada when asked for his opinion on what the future of linseed oil might be. That seems to be the opinion generally held by the largest factors in the trade, and those most closely associated with it. There seems to be nothing so uncertain as flaxseed at the present time. During the war period it was quite reasonable to assume that whereas prices might decline slightly one day, the loss would be recovered and perhaps a further advance made the next day. However, that is not the situation to-day.

Argentine Situation Big Factor

There are many elements entering into the market, which must be considered in the light of how the trend of prices will go. Perhaps one of the biggest factors which must be considered is the Argentine crop. This flaxseed is very often a dominating influence in the prices of the grain in the United States markets, but this year owing to lack of shipping space and the fact that the boats which are in that service are not available, owing to strikes of workers, Argentine seed has not yet been a factor to bring about any revision in prices to lower levels. Indications are that there have been some small shipments come through, but as noted above these must be represented by sufficient volume to prove of particular influence in a country which uses millions of bushels.

PRICES RULING ON LINSEED OIL FOR PAST FOUR MONTHS

Issue Dated			Raw Price per gallon, single barrel lots	Boiled Price per gallon, single barrel lots
Nov.	9,	1918	$1.77	$1.80
"	16		1.82	1.85
"	23,		1.86	1.89
"	30,		1.77	1.80
Dec.	7		1.68	1.71
"	14		1.58	1.61
"	21		1.64	1.67
"	28		1.64	1.67
Jan.	4,	1919	1.62	1.65
"	11		1.59	1.62
"	18		1.55	1.58
"	25		1.48	1.51
Feb.	1		1.41	1.44
"	8		1.44	1.47
"	15		1.50	1.53
"	22		1.50	1.53
Mar.	1		1.53	1.56
"	8		1.59	1.62
"	15		1.63	1.66
"	22		....	....

Volume Seed Hard to Figure

In Canada there are varying estimates as to the amount of the crop which was harvested last Fall. However, as far as can be learned, there was nothing very abnormal about it, but this cannot be actually determined upon until towards the end of the crop season, when the seed which is held in farmers' hands comes from under cover and is marketed. It is a pretty hard proposition to tell just what amount of seed may be held in the hands of the farmer. It is this uncertain factor which tends to surround all the movements of the grain market with rather a speculative atmosphere. However the market in Canada is maintaining a very fair amount of strength.

There are many elements contributing to this, the Argentine situation, as outlined above, being undoubtedly a factor in its relation to the United States markets, the situation here showing a reflection of conditions which may exist in

(Continued on page 183)

Present Questions to Government

Executive of Dominion Board of R.M.A. in Convention at Ottawa Discuss Many Important Questions and Urge Legislation

Reported by Resident Representative.

THE Dominion executive of the Retail Merchants' Association has been in session at Ottawa this week. The following were in attendance: Horace Chevrier, W. G. Devlin, C. W. Rannard, J. A. Banfield, Winnipeg; J. G. Watson, A. Daniel, J. S. A. Filion, L. M. Cornellier, Montreal; W. C. Miller, D. W. Clark, Toronto; A. A. McIntyre, John H. Vaughan, St. John, N.B.; W. J. Hopgood, J. C. Doyle, Halifax; B. W. Ziemann, Preston; C. H. Burtt, Fredericton, N.B.; J. J. Polson, Regina; E. J. Turcotte, East Broughton; Henry Watters, E. M. Trowern, Ottawa.

The delegates were welcomed by E. R. Fisher, S. McClenaghan and Henry Watters, of the Ottawa branch of the association, the speeches of welcome being replied to by B. W. Ziemann and J. G. Watson. The whole day, until 8.30 at night, was spent in discussion of the matters to be laid before the members of the Dominion Cabinet and members of the House of Commons and Senate.

The meeting with the members of the House and Senate took place at the Chateau Laurier on Tuesday, and was well attended by those representatives particularly interested in retail trade. Mr. Horace Chevrier of Winnipeg occupied the chair and presented the whole programme for the consideration of those present in a most admirable manner.

He dealt at length with the Bankruptcy Act. He said the retailers did not think there was any need for such an Act. It is being asked for by the Credit Men's Association. The retailers did not think an Act could be made that would not cost more to the commercial and financial interests in Canada than it would save, in the way of expenses as well as stability in trade. Owing to the way it was originally drafted, it was more like an addition to the criminal code than an Act to help trade and credit. Even today, after many amendments, it bids fair to be fruitful of litigation and waste of estates.

It is necessary for a small proportion of traders, but the only object of a Bankruptcy Act is to free of all bonds the man who has given to his creditors all he has in the world. Unless there are important changes in the draft of the Act from last session, that principle is lost sight of. If those powers which are asking for the Act are strong enough to hypnotize Parliament and to obtain the consecration of the principle of the Bankruptcy Act in spite of the fact that it is absolutely unnecessary from our point of view, then certain safeguards would have to be imposed.

He said there had been a Bankruptcy Act in Canada years ago which worked hardships to the public, and the whole credit structure of Canada was placed in a bad position. There is no evidence that the credit men and bankers were any more angelic than they used to be, and if this proposed Act is not carefully looked after we may see the same thing repeated.

"Do you think," interposed Senator McSweeny, "that we need one at all? We should much prefer that there be no Act passed."

In the matter of the proposed legislation requiring merchants to keep books, the Association agreed that this was necessary, but care shoud be taken to see that it was not made excessive. The proportion of men in business who go in with the deliberate intention of swindling was very small and should not govern in the matter.

On the False Advertising Act, it was pointed out to the meeting that up to the present the law could not catch the man who systematically allowed his advertising to be conducted to the detriment of the trade and the public. The association was asking amendments to the False Advertising Act to deal with this. The Act was quite severe on the merchant who personally advertised falsely, but did not get at the man who allowed his agent to do so.

The officers for the ensuing year were as follows:

President, J. A. Banfield, Winnipeg.

First vice-president, J. G. Watson, Montreal.

Second vice-president, J. L. S. Hutchinson, Saskatoon.

Third vice-president, F. W. Daniel, St. John, N.B.; fourth vice-president, T. A. Gaetz, Red Deer, Sask.; fifth vice-president, W. J. Hopgood, Halifax, N.S.; sixth vice-president, G. A. Howker, Vancouver; treasurer, Henry Watters, Ottawa; secretary, E. M. Trowern, Ottawa.

Carrying of Parcels and Catalogues by Mail

It was pointed out that only a small portion of this was borne by the parties benefiting, the remainder of the cost had to be borne by the letter service. This allowed the mail-order houses to take away a great deal of trade from those parts of the country where it should be carried on. The country was being drained of its small towns and villages and those centres of society which were so necessary and which retail trade tended to encourage were suffering. The trade which they should get was being taken from them by the mail-order houses. He regretted to say that many who should have a wider outlook were among the greatest encouragers of this business. The clergyman, for example, who should have a wider outlook. The mail-order catalogue was next to the Bible in many homes, where they sat down on Sunday and studied the big catalogues and made out their orders. The whole thing was largely due to the fact that the Government was carrying parcels at less than cost.

Senator Blain asked if it was not a fact that the country merchants themselves were great sinners in this respect, and often bought abroad what they could get at home. He was told that if there were those who did so, they were not members of the Retail Merchants' Association. "Anyway," said Mr. Chevrier, "we ask that you make this impossible on the part of the merchant or any other individual."

Fire Insurance Act

It was pointed out that it was not the retail merchant who was asking for this legislation. An attempt was being made to put through forms of applications containing innumerable questions and to make this signed application a part of the policy. In many cases the questions were impossible to answer. Exception was also taken to the fact that the Act would allow of too many structural changes in buildings being required. The agent of one company would require one thing and another agent would require something else, so that, if, as very often happened, a man had ten or a dozen policies, his building might practically have to be reconstructed. It looked to the association like a well-organized system of black-listing. They objected to the application becoming part of the policy, but if it is so, then the rates should be reduced. If the companies are to take absolutely no risk, they should share part of the premium with us; or, we say, once a policy is issued on this proposed application form it should be absolutely non-contestable after a certain time.

Weights and Measures

The Retail Merchants' Association asked that the fees for inspection under this Act be abolished. If this were done the merchant would invite inspection. It was for the public benefit and should be a public service.

Price Maintenance Legislation

The association was in favor of price maintenance in order that the manufacturer should be able to maintain the quality of his goods. It was pointed out that a catalogue picture could make anything look good, but that did not assure quality, as they knew.

Weight of Contents of Cereal Packages

With this matter was also considered

the weight of the wrapping on hams. While it has usually been possible for the merchant to protect himself in this matter, there is a limit to the distance he can go. They are many who do not realize how much this adds to the cost of the hams. It should be delivered to the merchant at the net price, regardless of the weight of the wrapper. In regard to weight of package contents, this is asked for by the consumer, the complaint being frequent that packages are not equally filled.

Adulteration Act

The association thinks the standard should be set in regard to honey and maple sugar. As to margarine, there was a question in the minds of some as to whether it should be sold at all or not; it was one of the matters on which opinion was divided, but in any event it should be graded. At present it is all sold the same, though there is a great difference in the materials composing the product masquerading under the name. This may be profitable for the manufacturers, but it is hurtful to the country. The consumer should have a chance to know just what the grade is of the material he is buying.

Inland Trade Commission

"Much of the trouble we are giving you gentlemen this morning would be obviated if we had an Inland Trade Commission," observed Mr. Chevrier. "As regards inland trade, we must say that the Department of Trade and Commerce is still only at the beginning. We find it always in the position of being about to be made as useful as possible—but not yet. A commission would stimulate inland trade; it would simplify matters, benefit the public and make the life of those in business better than it has been."

Government Employees and Garnishee Act

With the possible exception of the Bankruptcy Act the matter of garnishee of the wages of Government employees was laid more stress on than any other subject that came up. It was pointed out that with the C. N. R. becoming part of the Government machinery and the law preventing garnishee in civil suits, we had the condition where thousands who were once good pay were now trying to deadhead under the protection granted them. Any man who gets his cheque from the Canadian National Railways—and they are scattered all over Canada—cannot be garnisheed. The laws in the different Provinces vary so much with regard to debtors that it is a fact that in certain Provinces you can not get at a man's goods nor have him up under judgment summons, so with the absence of garnishee you have no recourse at all. We have to recognize that there is a large class which has become known as civil service deadbeats. Probably 95 per cent. or more of them were originally honest, but they are being put in the position of not being easily trustable, so that there is no disposition on the part of dealers any longer to extend credit to civil servants. The only reason for garnishee not being allowed is the inconvenience it might be to the Government, but, as has been the experience where it has been allowed in the case of Provincial Governments, the very fact that the privilege of exemption does not extend to the civil servants has made it very seldom necessary to invoke the Act.

War Stamps on Patent Medicines

This has worked a hardship to the retailer as the Department has had spotters all over the Dominion looking for a chance to catch men, and actually laying traps for them by making pretence of great hurry on the part of the buyer and of his being unable to wait for the stamp or even to have his purchase wrapped up. It has been haste, not dishonesty, which has caused whatever trouble there has been. It has cost the Government over 62 per cent. to collect the revenue. It should be abolished.

War Profit Tax on Luxuries

This also should be abolished. It is hard to say just what luxuries are nowadays, and when you put jewellery in that category any man is prepared to say a watch is a necessity, and the same is true of cuff-links and other articles. Automobiles also were necessities in many cases.

There was such unanimous assent to the suggestion that the purchaser of goods on Sunday should be made equally guilty with the seller that the matter was not considered as requiring further urging.

Daylight Saving

The chairman said he was aware that there was some difference of opinion in regard to this. As he went on to discuss it he was interrupted by some of the legislators present who said the scheme was practically dead so far as Parliament was concerned, and it was unlikely that anything more would be heard of it.

Cost of Living Statistics

It was pointed out that this was now in the Department of Labor and had not been well handled. It was thought it should go to the Department of Trade and Commerce, so there might be a chance of getting dependable figures.

Customs Confiscating Automobiles

Numerous cases of this kind had arisen and worked great hardship. There was a practice of smuggling or distributing liquor in cars, and the cars, when caught, were seized at the border. It was pointed out that in a great many cases the cars were not the property of the nominal owner, being paid for in instalments. Unless it was proved that the real owner had guilty knowledge he should be protected.

Co-operative Societies

All such societies should be carefully examined as they were guilty of deceptive methods. Active steps should be taken by the Retail Merchants' Association to see that the public was more fully informed regarding them. Their method of showing profits, when they did show them, were not fair or legitimate. In this connection the matter of the co-operative efforts of civil servants was brought up, and the fact that they were doing their work to some extent with Government conveniences and in Government time. "You can stop this," the legislators present were told. "They are breaking bulk on their purchases and dividing stuff up in Government time and on Government premises."

The chairman made it plain that the association was not in favor of asking for a tariff commission. They thought the tariff should be changed at once and not left to the slow operations of a commission, but if a commission should be established they wanted to be represented thereon.

A more or less general discussion on the different points brought out then ensued. Senator Blain wished to know something definite regarding the position of the retailers on the matter of the accuracy or inaccuracy of the trade statistics. Secretary Trowern pointed out many inaccuracies. At the time of the postmen's strike last summer statistics were presented stating that there had been an increase of 64 per cent. in the cost of living, which the association claimed was far too high. They asked to be permitted to put expert men in the Labor Department who would conduct an investigation free of cost, but the permission was not granted. Babsons' reports, which are considered a standard, show the postmen's figures to be far too high. Another speaker pointed out that in Moose Jaw figures had been taken for eight items and compared with the reports of the Department of Labor, and the figures of the latter had been shown far too high.

Senator Blain said it was very important from the standpoint of Canada as a country seeking immigration and business, that the figures should be accurate.

Different members and senators spoke and expressed pleasure with the idea of bringing them to the meeting. Many of the arguments presented had impressed them favorably. Garnishee was a hardship and should be abolished. Speaking on co-operation, one of the visitors said he was in favor of the old tried way of selling goods from the manufacturer to the retailer and from him to the consumer—a way which had stood the test and could not be beaten.

In a further discussion on the matter of an Inland Trade Commission, it was pointed out that the object of the association in urging this was to try to control Canadian business for the Canadian manufacturer. We should find out if we are losing trade, and to whom. Why can we not get trade now going to the United States turned into Canadian channels? The matter of men's furnishings was instanced, and it was asked what was the matter with the Canadian manufacturer when he could not control this business. If it was a matter of inferior goods, less attractive packages, or whatever it was, it should be found out. We want the balance of trade to remain in Canada. All the retailers asked was that the Dominion Government should help them to find out those things.

The afternoon meeting of the Dominion Executive of the association was held in camera when there was a discussion on the sixty several resolutions which the executive will discuss with the Cabinet on Wednesday.

THE CLERKS DEPARTMENT

"Thinking Ahead" is Success Secret of Millionaire Tire Manufacturer

Harvey S. Firestone, Who Started His Career as Clerk in a Coal Office, Now Has Factory Employing 1,500 People —Ability to See Opportunity and Take It Has Won Rich Reward

THE story of H. S. Firestone is a remarkable one, even in the annals of big business. Not the least interesting thing about it is that it is a story of straight business. Many great fortunes have come through the control of natural wealth, such as oil, iron, copper, lumber, and so on. But here is a farmer boy who has won phenomenal success by starting at the bottom in business, without help or special knowledge, and planning and working for the future.

Here is his story as told in the American Magazine:

When people think of business as a mere matter of merchandise, of buying and making and selling goods, they overlook what is perhaps the most important, and certainly the most interesting, factor in the game. It takes **men** to produce merchandise. It takes **men** to sell it. To get the right kind of men is, therefore, the chief concern of every executive.

I have employed thousands of men and have picked scores for promotion. Of course, sometimes I have guessed wrong. There is no infallible formula for choosing them. But unless an employer can guess right in a majority of cases he can scarcely hope to run his business successfully.

Asked Questions

When I used to hire all my employees myself, I asked applicants a good many questions which some people might think irrelevant. I went back to a boy's grandparents. Who and what were they? Where was he born? What did his father do? How about school? Did he go through high school? If he didn't, why not? And all the time I was getting a line on his character. From his answers and the way he gave them I was learning whether he thought clearly and quickly, what was his training, what were his powers of reasoning and analysis. When I got through, I had a pretty good idea whether he was energetic, persistent, straightforward, and ambitious. If he had those qualities, he had at least the right stuff in him. Minor faults might be corrected. But the fundamentals were there.

Watches Eyes and Hands

And while I talked with him I watched his eyes and his hands. I always do that when I am trying to determine anybody's character. We all like a man to look us straight in the eye. Yet there is a difference in the way men do even this. Some of them do it because **they** are watching **you**. And that is all right, too, unless there is a sort of suspicion behind it. A man must, of course, "watch the other fellow," sometimes. But if suspicion and distrust are a part of his character it is pretty safe to conclude one of two things: either he has been fooled so often that he has come to expect it—in which case there is something wrong with him; or else he himself is looking for a chance to get the better of you. I like to see a man who is evidently studying a **proposition.** But when a man is watching **me,** either because he expects me to try "to put one over on him," or because he is looking for a chance to get some advantage for himself, I have a good many reserves about him.

An Exceptional Type

There is one type of man that does not often look you in the eye and yet, in his case, it does not repel me. He is the thoughtful type. And he thinks better when he can detach himself from outside influence. He is very likely to be looking out of the window, or down at his hands, while you are talking. He is listening—and thinking. But when he does bring his eyes back to your face there is a quiet directness about his glance.

The way a man uses his hands is very significant. Suppose you are talking to an applicant for a position and, after you have explained what will be expected of him, he gives a flabby little wave of his hand and says, "I guess I can do it." Maybe I am wrong, but my feeling is that he is nothing but a guesser and not a very good one at that. If he involuntarily shuts his hand hard, as if he were gripping some material thing, and says, "I believe I can do it. I certainly will try!" I am inclined to think he will "take off his coat" and make a good job of it.

The Nervous Man

The man who is always tapping his fingers on something shows that he is of a nervous temperament. That, in itself, is nothing against him. Nervous energy is all right if it is expended in constructive action, in doing real things. But you have to be sure that the nervous man isn't the kind that simply stirs himself and everybody around him into a turmoil. He sets the water to boiling, but he doesn't do anything with the steam. It merely makes a cloud around him and his associates, makes them hot and uncomfortable, and finally evaporates without having developed any horse power. Such a man needs to concentrate his nervous energy on getting things done. Then he is likely to be what is known in business as "a driver" and may be a valuable asset in an organization. But you want to be sure of this before you take him.

Has to be Careful

An employer tries to be careful about hiring a man, in the first place. But I believe it is the experience of all managers and heads of departments that **promotion** may have even more important consequences, both for the man himself and for the business. Strange as it may sound, it is sometimes an actual injustice to a man to advance him. If he is promoted too rapidly, or is put into a position for which he is not fitted, he may fail to make good; and that failure may be a setback from which he will never recover.

The power of promotion is one of the gravest responsibilities an employer has to meet. If he makes a mistake, he not only does harm to the business but he also hurts the man he has advanced. Out of mere justice to his men, therefore, an employer should be careful in picking the ones he promotes.

May Be Two Causes

When a man does fail to make good after promotion, I believe it is due to one of two causes: He may have been a success in a minor position, but is out of his depth in a higher one. He has been able to see clearly when he has had only one line of action to consider, but when he has to get "the big picture," he can't do it. He fumbles around, making decisions simply because he must do something or be hopelessly stalled.

Won't Stand Still

A business won't stand still and wait while you dally around, wondering what to do. The different departments are like several horses pulling the same wagon. If one of them stops, the wagon is on his heels and the whole thing piles up in confusion. All of the departments are interdependent. You must keep raw materials coming in steadily to feed production. Labor and machinery must be provided to handle raw materials. Sales must take care of the production, and distribution must keep the current moving between these two. One department cannot slow up without affecting all the others. A man may fail, therefore, because he can't keep the pace or isn't big enough for the job.

But when this happens, when a man has been advanced and fails to make good, his career in that organization is generally ended. Not because the heads of it want to let him out, but because he doesn't want to drop back to his old place. You can't blame him. That is a pretty hard thing for a man to do. It hurts his pride and, whether rightly or wrongly, he thinks it hurts his standing with his associates.

Makes Good Still

I have had cases, however, where a man put his pride in his pocket, went back to the work which was congenial to him, and for which he was fitted, and in time made a greater success than was open to him in the line he had to give up. Because a man fails in one position is no disgrace. A baseball player may be a fine batter but a rotten pitcher. If he is tried out as a pitcher and fails, there is no reason for him to think his usefulness is ended. He may be worth even more as a batter—the thing he **is** fitted for.

One advantage in working with a big organization is that there are so many

lines of activity in it that a man is pretty certain to find the one where he can make good. He can transfer within the organization; and if his ambition is greater than his pride, he will overcome an apparent setback in one direction and forge ahead in another. But, because no man really enjoys a setback, and because it often discourages men and humiliates them, an employer is bound to be careful about promotion lest it may prove an injury rather than a benefit to an employee.

Can't Stand Success

The other cause of this occasional failure to make good is that some men cannot stand success and the things which come with success, especially the added power over other men. It goes to their heads. They see themselves under a magnifying glass. They not only run their own job but jump over the fence and try to run some other man's job. The trouble with that type of man is not that he isn't equal to his work. He is big enough for the job. But he **thinks** he is **too** big for it.

Learn to be Orderly

Take the one question of orderliness. My boy's room at college used to look as if a cyclone had gone through it. I tried to make him feel that an orderly room indicated an orderly mind. But I can't claim to have been very successful. Uncle Sam, however, has taught him, and a few million other young men, that lesson, and others even more important. Instead of their period of military service being a misfortune to them I think it is going to send back into the realm of business a mass of trained, self-reliant, energetic, healthy young men who will be invaluable in meeting the great problems coming after the war. One thing alone—the broadening of their ideas through this experience in other countries—will make them especially helpful in handling the export business, which is going to be of greater importance in this country than ever before.

Have No Objective

No one can dismiss the subject of men as we see them in business without speaking of a certain class which is always saying: "What about me?" I refer to the men who tell you how long and how faithfully they have worked without getting anywhere in particular. They can't see where they have failed in themselves, and so they put the blame on circumstances, or on their employers. They say: "Everything was against me."

Well, hard work and faithful work isn't everything. Did you ever see a horse in threshing season on the farm? **He** works hard and faithfully; but he doesn't get anywhere! He goes round and round in his little circle. He puts in so many hours a day and keeps right on plugging. He is fed and watered, and goes back to his stall at night, and that's all there is to it.

Thousands Like This

There are thousands of men who work just that way. As a rule, I believe that the trouble with them is that they haven't any goal. They have not picked out an object to attain. The horse cannot help himself. He has no power of choice or of initiative. But the fine thing about a human being is that he **can** choose his goal, and set out to attain it, if he has the will and the necessary courage. If you find that you are going around in a little routine circle, your head down, just plugging, the only thing for you to do is to look around you, pick out a definite goal which you want to reach, and begin traveling toward it. It may not be some remote and difficult peak. It may be simply the top of the nearest hill. There are not many "air-lines" in business. It is a matter of climbing, not soaring. The essential thing is to pick out an objective and try to reach it. When you have gained that one, you can pick out the next higher one, and begin climbing toward that. But a man must have some goal to work for, or he is not likely to do much traveling.

The Real Comparison

We are always talking about "success," and we are likely to regard money as the gauge by which to measure it. In one way, money really is a good gauge, but I don't think it is always applied in the right way. I think the comparison should be made within the **same** class of work and not between **different** classes. I mean that we should compare a salesman with other salesmen, a clerk with other clerks, a banker with other bankers, and so on. We should not compare a clerk with a banker, a salesman with a manufacturer, an engineer with a merchant.

Ability is really merchandise. And the rarer the particular kind of ability, the higher the price it brings. Executives are scarcer than manual laborers. Inevitably, therefore, they command a higher price. If manual skill were scarcer than executive ability, the market price would be reversed.

But when you measure one man's success by comparing it with the success of a man in another kind of work, it is like comparing the relative price of, say, apples and cabbages. If you want to estimate the value of an apple, you must compare it with other fruits. Cabbages should be compared with other vegetables. And so on.

Compare Yourself

If you want to determine the quality of your own success, compare yourself with the men who are doing the same kind of work you have set yourself to accomplish. What you are doing now may be only one stage of your progress. But if you are doing better work at this stage than others are, you are succeeding. If you are doing the work you are happy in and fitted for, the kind of work you want to stay in, and are doing it better than anybody else, I think you are a success. You may be plowing a field, or making a tire, or keeping a set of books. Whatever it is, if you are doing it to the top notch of skill and efficiency, and if it is the thing you are best fitted for, you are achieving success. And, using money as the gauge, you will almost certainly register higher than the men who are doing the same work less competently.

A Truer Measure

I think a truer measure of success, however, is accomplished. Certainly it is a deeper source of satisfaction than money is. The man or the woman who doesn't accomplish anything doesn't get much out of life. I believe most men will make good if they find the work they are happy in doing.

The mere routine job-holders may seem to disprove my theory, but I don't think so. The fact is **they** are happy in just drifting. They go on year after year, in some minor position, always thinking they are **going** to pull up to something better, but never doing it. They are quite comfortable, the job is easy for them, and they just drift along. They don't get hold of the oars and brace themselves and pull up the stream with every ounce of energy. The drifters slip along until they float into some quiet by-water, or they go over the falls—and that is the end of them. Ambition is something more than **looking** at the point you want to reach. Ambition is taking off your coat and pulling and dragging your boat up the stream.

LINSEED OIL SITUATION

Continued from page 179

the United States. At the present time there are United States interests buying flaxseed in Canada, and as long as this prevails the price here will remain fairly high and the amount of seed available for Canadian crushers restricted to that extent. This does not mean that there is any immediate prospect of any shortage of seed, but it does look as though the crushers in the States face a possible shortage, and if this is the case, the question of supply and demand will govern the prices here as they do over there, and even higher levels may be looked for.

The Trend of Prices

The trend of prices on linseed oil is shown in the panel herewith from the time of the signing of the armistice until the present week. It will be seen in looking this over that there is a spread between the price on Nov. 9, 1918 and the price on Feb. 1, 1919 of 36 cents per gallon. However, the most of this has been recovered in the last three or four weeks and it looks very much as though prices may possibly stay up around present level or reach a little higher basis during the next two or three months.

Market Sensitive to Demand

Crushers advise that the market today is working on such a responsive basis that they couldn't go into the market to buy 10,000 bushels of flax without probably sending the price up 5, 6 or maybe 8 cents a bushel. It can easily be seen then that when a market is as sensitive to conditions as this would indicate there may be factors develop which will bring about declines. These are not visible at the moment, and with the big consuming months coming, perhaps the month of May leading in this respect, it does not look as though prices will go very much lower before that time. Even were the strike situation in the Argentine overcome and ships available in fair numbers to carry seed from there to the United States, it must take some time to load these ships and get the seed on the market. In the meantime the crushers have an increasing demand to provide for and they must go into the market to cover for their needs. This they are doing and unless conditions change almost over night, which in these days may well happen, it looks as though prices will be fairly well maintained for some little time.

PRINCE ALBERT, SASK., R.M.A. ELECTS OFFICERS

A branch of the Saskatchewan Retail Merchants' Association has been formed at Prince Albert. Officers have been elected as follows: President, Ray Manville; first vice-president, W. W. Mann; second vice-president, F. M. Henderson; treasurer, W. D. Mitchell; secretary, T. J. Morgan; executive, Ralph Miller, C. P. Erwin, Gordon Zoellner, J. A. Klein, D. H. Wood, W. Baker, P. L. Darnell, Frank Harvey, R. C. McLean, James Sinclair. Visitors at the organization meeting included J. J. Polson, of Regina, vice-president of the provincial association; F. E. Raymond, Saskatoon, provincial secretary, and W. L. McQuarrie, provincial organizer.

R. Hogg has purchased the S. France butcher business at the corner of River Street and Second Avenue, Prince Albert. Mr. Hogg was for two years with Mr. France in business before taking over the management.

EVENTS IN THE TRADE

Business Changes

Unionville, Ont.—John W. Graham, hardware, is succeeded by J. W. Perkin.

Linn and McConnell have purchased the hardware and garage of W. W. Matthews, Arden, Man.

Fire Losses

Fire, which started when a gas pipe became disconnected, caused a loss of $1,000 in the premises of the Electrical Fittings Co., Limited, Toronto.

Obituary

Herbert L. Merritt, aged 47, president of the firm of Merritt & Co., bent goods manufacturers, Chatham, Ont., died very suddenly.

The death occurred at Pine Forest Inn, Somerville, South Carolina, on Monday, of William A. Kemp, vice-president of the Sheet Metal Products Co., Toronto. Heart trouble which followed an attack of typhoid fever when he was in Italy in 1911 left Mr. Kemp weak. Three weeks ago he went South. He was 53 years old and was born in Quebec Province. Mr. Kemp was president also of the McDonald Mfg. Co. of Toronto.

Following a brief illness with pneumonia, Robert W. Sullivan, former advertising manager of Lowe Brothers, died at his home in Chicago. Mr. Sullivan was thirty-seven years old. At the time of his death Mr. Sullivan was vice-president of the Advertising Association of Chicago and advertising manager for Wilson & Co., Chicago packers. He was a former advertising manager of the Du Pont Powder Co. also.

Personals

A. W. Lawrie, Toronto, representing Simmons Hardware Co., has started on a trip to the Coast.

James Fraser, who has been manager of the Dutton Wall Co. at Melfort, Sask., has been appointed manager of the Melfort branch of the Imperial Oil Company.

President L. P. Moore, of Benjamin Moore & Co., has returned to New York after a tour in which he visited the company's plants in Toronto, Chicago and Cleveland.

C. C. Falconer, hardware merchant, Winnipeg, was a visitor at HARDWARE AND METAL'S Toronto office this week. Mr. Falconer is spending some time calling on Ontario manufacturers before returning.

Trade Notes

The Imperial Oil Company contemplates the erection of a new plant at Melfort, Sask., shortly.

The partnership existing between Lessard and Frere, hardware, Upton, Quebec, has been dissolved.

The Paramount Phonograph and Record Co. of Canada, Ltd., has been registered at Montreal.

Farm Machinery Mfrs., Ltd., Saskatoon, has made application to change its name to Jackson Machines, Ltd.

W. A. McLaren, hardware merchant at Hensall, Ont., has purchased a new store and will move his stock shortly.

A winding-up order has been granted and Paquet and Bonnier named as provisional liquidators of the Roxton Falls Mfg. Co., Ltd., Roxton Falls, Quebec.

The Union Glove Works, Ltd., of Montreal, has been granted a charter.

The Weyburn Sash, Door and Glass Co., Weyburn, Sask., has been succeeded by Edward A. Shoewell.

The Canadian Collapsible Rim Company plans to locate a plant at Windsor, Ont., for the manufacture of collapsible rims and auto accessories. The head office of the firm is in Chicago. John A. Campbell, of Windsor, Ont.; James B. Gunn, of Winnipeg, and Wm. H. Duncan, of Toledo, are among the incorporators.

Montreal News

Harry E. Haynes, with the Savage Arms Co., Ilion, N.Y., was in Montreal this week.

E. P. Harris, of the D. P. Harris Hardware Mfg. Co., New York, was in Montreal this week.

Frank Odell, with the Atlantic Tubing Co., Utica, N.Y., called on the Montreal trade this week.

R. P. Dickson and Roy Sumner, of the Sumner Co., Moncton, N.B., were in Montreal recently.

C. D. McDowell, representing H. D. Smith & Co., Plantsville, Conn., was in Montreal this week.

R. C. Lewis, sales manager of the T. S. Simms Brush Co., St. John, N.B., was in Montreal recently.

F. J. Wittl, general manager of the Gem Leather Goods Co., Milwaukee, was in Montreal this week.

Mr. Hurtubise of the North American Hardware Co., Montreal, has returned from a trip to the States.

Raymond A. Catlin, of the Corbin Lock Co., New Britain, Conn., called on the Montreal trade this week.

John Richardson, of Richardson and Bureau, manufacturers' representatives, Montreal, is in Quebec this week.

W. H. Newton, sales manager of the Canada Paint Co., Montreal, has returned to his desk after a short illness.

Harry M. Patterson, representing the Stratford Brass Co., Stratford, Ont., visited the Montreal trade this week.

S. M. Ward, trade sales manager for the Canada Paint Co., Ltd., Montreal, is in the Maritime Provinces this week.

W. W. Ingersoll, vice-president and secretary of the Dougall Varnish Co., Montreal, is in Newark, N.J., for ten days.

Notes From Regina

Mr. Plewes, of Plewes, Ltd., Winnipeg, was in the city this week.

E. C. Craig, of Craig & Co., Winnipeg, is in this territory on business.

John Madison, hardware merchant at Dilke, Sask., was in the city this week.

Mr. McGee, of the Moore Push Pin Co., Philadelphia, was in the city this week.

L. Richardson, representing the Sheet Metal Products Co., Toronto, was in the city this week.

P. A. C. McIntyre, of McIntyre Co., auto accessories, Winnipeg, visited the city recently.

Geo. H. Halpin, travelling salesman for the Canada Glue Co., Winnipeg, called on the trade this week.

Mr. McDonald, Winnipeg representative of Scarfe & Co., paints and varnishes, was in the city this week.

Mr. Samuels, representing the Louis McLain Co., Ltd. of Winnipeg, called on the local hardware firms this week.

Incorporations

Doherty Metal Plating Company, Limited, capital $10,000, head office Sarnia, Ont., plans to carry on the business of metal platers.

The Thompson Welding Co., head office Toronto, capital $40.000, plans to carry on the business of welding and cutting all kinds of metals.

Ontario Sewer Pipe and Clay Products, Limited, capital $300,000, head office Toronto, plans to manufacture and deal in sewer pipes, brick, tile and contractors' supplies.

J. E. Hanger, Limited, head office Toronto, capital $50,000, plans to manufacture and deal in cements, oils, paints, pigments, varnishes and in electrical, chemical and photographic materials.

Discount For Cash Pleases Customers, Says Alberta Hardware Firm

A "Cash with order" plan, which was inaugurated by the Watt Hardware Co., Ltd., of Innisfail, Alberta, on February 1, when it took over the business of the Day Hardware Co., is working out most satisfactory, the proprietors state.

"Our idea in starting this plan," said Mr. Oscar Watt to HARDWARE AND METAL, "was not to go on a straight cash basis, but to give the customer who pays cash an advantage over the man who runs a monthly account. We give a straight 5 per cent. discount on all goods bought and paid for over the counter. If the bill is charged and goes through the books the customer pays the regular price. We haven't tried this plan out long enough yet to know positively how it will work out, but we find that our customers, without exception, to whom we have explained our plan, are very well satisfied withour offer and seem pleased to be given a discount for cash over the monthly account system. We believe that by educating our customers along this line we can raise our percentage of cash business considerably and that it will work out to the advantage of both customer and dealer. We might say that for the month of February our business went 65 per cent. cash over the counter, while to date in March it has run slightly over 75 per cent. cash. Of course it is too early yet to attribute this difference to our new plan. We will be better able to say after giving the system six months' or a year's trial."

FIFTY YEARS IN BUSINESS

The 50th anniversary of the founding of the firm of James W. Paton, Toronto, paints and oils, was celebrated on Tuesday evening by a dinner at the King Edward Hotel. Since 1900 the firm has been under the management of James F. and Charles E. Paton, sons of James W. Paton.

"OLD TIMERS" DINNER

G. E. Ruby, general manager of the Frost and Wood Company, Smiths Falls, Ont., marked the completion of his thirtieth year of service with the firm by a dinner, at which he was host to the "old timers." More than 80 employees, some of whom have been with the firm 50 years, attended. Frank Whitcomb, assistant general manager, who has been with the firm 29 years, was chairman over a program of speeches and musical numbers which followed the dinner.

WAS IN BUSINESS 45 YEARS

George A. Richardson, who has been in the hardware business at Guelph, Ont., for 45 years, has disposed of his store to L. B. Cronk, of Dresden, Ont., and A. D. Buchanan, of Midland, Ont. The new owners took possession on Tuesday.

E. O. DALGLISH WITH DAVIDSON'S

E. O. Dalglish has been appointed assistant to Edward Goodwill, manager of the Thos. Davidson Mfg. Co., Ltd., Montreal. His appointment will date from April 1. Mr. Dalglish succeeds A. L. Patrick who has been associated with the company. Mr. Patrick goes to Halifax to take up a line of manufacturing in which he was formerly interested.

TAKEN ILL ON WAY TO LYONS

While on his way to the International Exposition at Lyons, France, Charles H. Gratton, special representative of Brandram-Henderson Ltd., who was to personally supervise the exhibit made by this company, was stricken with influenza in London. This did not prove serious, but delayed Mr. Gratton ten days. He was sufficiently recovered to proceed to France a few days prior to the opening of the big fair and was able to arrange the exhibit under his care in due time.



HON. W. J. HANNA

President of the Imperial Oil Company of Toronto, died very suddenly at Augusta, Georgia, on Thursday following a stroke. He went South two weeks ago to take a rest.

Radiator Repair Dept. Helps Other Business

A radiator repair department which has been installed at Regina, Sask., by the hardware firm of Armstrong, Smyth and Dowswell, Ltd., promises big results. It is not only bringing in a lot of business for the new department, but a noticeable increase of sales of auto accessories in the main store has resulted. The firm is reaching out for business all over the district and the Regina correspondent of HARDWARE AND METAL says that the following advertisement which appeared last week in thirty-two papers of the city and district has paid for itself many times over and that business is still coming in steadily:

A New Service for
MOTORS AND TRACTORS
we rebuild and repair
RADIATORS

Our facilities for this class of work are probably the best in the West, and our workmen are all skilled mechanics, and we guarantee every job at reasonable prices.

Phone 2615
Armstrong, Smyth and Dowswell Ltd.,
1832 Scarth Street, Regina
We also carry in stock a full line of accessories

LEAVING HAMILTON FIRM

W. H. Monk, secretary-treasurer for the past three years of the firm of the Burrow, Stewart & Milne Co., Ltd., stove and furnace manufacturers, Hamilton, Ont., will leave about the middle of April to take the position of assistant manager of the Royal Bank at Hamilton. Mr. Monk before going with the Burrow, Stewart & Milne Co., Ltd., was manager of the Royal Bank at Port Arthur. G. R. Stewart, vice-president of the company, will take over the duties of secretary-treasurer.

NATIONAL PAINT JOBBERS IN FAVOR OF STANDARDIZATION

The National Association of Paint Jobbers has sent the following letter addressed "To Manufacturers":

"At the fifth annual convention of this association held in Chicago the following resolutions were adopted, and your cooperation is now asked:

"Whereas, the War Trade Board has seen fit to remove the restrictions concerning sizes and colors of paints and varnishes, and we believe it is to the interests of the entire paint and varnish trade as well as the ultimate consumers to have certain of these rulings continued; therefore, be it

"Resolved, That the National Association of Paint Jobbers place itself on record as favoring the continued elimination of half-gallon and pint cans of prepared house paints, flat wall paints and barn paints, and also of half-gallon cans of clear varnish, and that we strongly approve the continuance of the present reduced color cards and in all lines.

"Whereas, There seems to be a feeling of uncertainty about the market trend of prices on mixed paint and other paint sundries, and as the interests of the whole trade can best be served by a stabilized market, therefore be it

"Resolved, That the National Association of Paint Jobbers urge the paint manufacturers to make some definite statement to the trade generally indicating how long the present market prices will be continued; be it further

"Resolved, That this association go on record as being strongly opposed to any reduction in terms."

"Truth in Advertising" Movement is Aimed to Protect All

BECAUSE the truth-in-advertising movement of the Associated Advertising Clubs of the World is subscribed to and backed by advertisers and advertising mediums alike, it is often possible for a local advertising club vigilance committee to obtain results even in cases where it might be hard to prove a violation of a truth-in-advertising law.

A case in point is that of a Detroit advertiser whose statements as to values, which might have been difficult to prove untrue in court, were nevertheless exceedingly doubtful, and certainly were not of a character to inspire public confidence in advertising.

H. C. Dart, secretary of the local vigilance committee, took the matter up with the newspaper in which the announcement of the merchant had appeared, suggesting that the paper should be as careful in protecting its readers as it would be in protecting itself against the possible poor credit of an advertiser—that the fact that an advertiser has the money with which to pay for space is a comparatively small consideration.

The manager of the newspaper agreed to examine future advertisements submitted by the store, for Mr. Dart had not been convinced by the promises of the advertiser himself.

Two days later, the store sent another large advertisement to this newspaper. According to previous instructions, this "copy" was submitted to the general manager of the paper. He declined to publish it, suggesting numerous changes. These changes were later made and the advertisement was published.

Since then, this advertiser had learnt that it takes more than money to buy advertising space in that community—that he must show that his advertisements are fair to the reader.

This incident, declares a bulletin from the National Vigilance Committee of the Associated Advertising Clubs of the World, is but one of many which might be cited to show the great influence which is wielded by a strong local vigilance bureau. Active work of this character is now going on in one hundred cities, says the Associatiin bulletin.

LETTERS TO THE EDITOR

These columns are open to contributions upon any topic of interest to the trade, it being understood that the views expressed are those of the contributors, and do not necessarily imply editorial indorsement. Names of contributors will be withheld, if desired, but name of writer must accompany correspondence as an evidence of good faith.

Editor, HARDWARE AND METAL,
Toronto, Ont.

Dear Sir,—In your editorial comments in a recent issue there is an article entitled "Results of Publicity."

The article in question shows the retailer how he can fight the mail order houses and shows him the advantages he has over the mail order house. It is a remarkable fact that articles of this nature are appearing in various trade magazines from time to time, and although the retailers know that the root of the evil is not to be reached through these channels, yet they never seem to speak out and show just where the mail order house has got them by the neck.

Here is the truth of the matter, Mr. Editor. The manufacturers have two prices, one for the retailer and one for the mail order house. I could show you articles in a copy of a mail order catalogue from Saskatoon, where the said mail order house is selling the same sweat pads that I handle and selling them for less money than I pay for them. Where is the Solomon who can show me how to fight that kind of thing? Then again they have a horse clipper which I am certain is made by the same firm, although a slight change is made in the appearance. They even state that the clipper head will fit the machine I handle.

Now, while it is the manufacturer's privilege to sell to whom he likes he should remember that if the retailer goes under or stops buying his goods then he has lost a good friend. If his price to the mail order house enables them to sell the clipper for only fifty cents more than I pay for it I am certainly not going to handle it.

The only bright spot on the horizon that I see is that the retailer is waking up and the time is coming when Mr. Manufacturer will have to get off the fence; in other words, if he sells to the mail order house cheaper than he does to the retailer (which he certainly is doing) then he will have to depend on the mail order house for his living, because the time is coming when the retailer will boycott him.

What I fail to understand is that no person takes this matter up; they must know what is going on. I can pick out articles in the hardware catalogue that the mail order houses are selling cheaper than I can buy, yet some will tell us we have the advantage over the mail order houses. Not a bit of it. Look what happened to Formaldehyde this spring; the mail order houses selling it cheaper than the hardware men can buy it (maybe there is not a nigger in that wood pile).

I am in a small town and carrying a small stock, but if the manufacturer would sell to my wholesalers at the price he does to the mail order houses I could beat him at his own game.

HARDWARE AND METAL states that some merchants object to the taxing of mail order houses. Why should they not be taxed, and good and heavy at that? Do they (the mail order houses) ever give a dollar to this town for the Red Cross, for our little school, our church or anything else that the community needs for its benefit? If they do I have never heard of it. Whereas the merchant has his hand in his pocket all the time; he gives his dollar to every worthy cause and does it with a smile. He also is often called upon to help a lame dog over a stile and many cannot get in the money so tied up in this manner and eventually write it off the books.

ALBERTA RETAILER.

TRADE INQUIRIES

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

622. **Brass and iron valves, also lubricators.**—A London firm wishes to secure the sole agency for Great Britain and the continent of Europe of Canadian manufacturers of brass and iron valves, and also all classes of lubricators.

624. **Domestic woodenware and general hardware.**—A firm of builders and merchants in the South of England would be glad to hear from Canadian manufacturers of domestic woodenware and general hardware, in the form of locks, bolts, fittings, etc., also stoves, in all of which they are interested.

627. **Australians to call on Canadian manufacturers.**—Two representatives of an important Australian company will shortly arrive in Canada with a view to interviewing Canadian manufacturers who may be able to supply articles required in Australia. The following lines are of particular interest to this firm: Galvanized black and steam tube, bar iron, steel boiler plates, rivets, bolts and nuts, galvanized corrugated iron, black steel sheets, aluminum ware, enamelware and engineers' requisites in general. They are engineers and contractors in a very large way of business, with warehouses under most capable management at Melbourne, Sydney, Brisbane, Adelaide and Perth. They do a very extensive trade generally, besides being successful contractors to various Commonwealth and State purchasing departments.

637. **Hardware.**—A firm of commission agents in Milan, Italy, which prior to the war represented important German houses, inquires for Canadian hardware.

639. **Commission agent.**—Engineer at Turin, Italy, would handle on commission metals in general, minerals, tools, machinery, motors, scientific instruments.

649. Agents at Bologna would import for own account or handle on commission cycles, automobiles, accessories, sport articles, machine tools, lubricant oils, etc.

651. Party at Genoa, Italy, would represent exporters of coals, chemicals, metals, fire clay and bricks, etc.

652. Merchant at Florence, Italy, requires umbrella and sunshade frames, hardware, jewelry, etc.

654. Foundry at Pavia, Italy, would buy foundry machines and plants for the use of permanent moulds, galvanizing apparatus and plants (Sherard process).

657. **Chemicals and fertilizers.**—Bologna, Italy, agent would represent British manufacturers of chemicals and fertilizers.

658. **Rubber heels.**—Party at Turin, Italy, wishes to represent rubber heel manufacturers.

661. **Agency.**—Palermo, Italy, sumac steam mills firm wishes to represent for Sicily exporters of coal, soaps, leather and hides (dressed), ironmongery, etc.

662. A firm of importers in Stockholm, Sweden, would like to get quotations and samples from Canadian exporters of nickel, asbestos, mica.

663. **Agricultural machinery.**—A firm at Nova-Nikolaevsk, Siberia, with several years' experience in the agricultural machinery and engineering trades of that country, is desirous of securing the representation of Canadian firms in a position to supply machinery and other lines suitable for the Siberian market.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

THE hardware markets this week are the exception to the rule, owing to the great number of price reductions which have gone into effect. Lower prices are now in effect on fence staples, fence hooks, bit stock, wood and blacksmiths' drills, brassed iron rod, hay wire, bale ties, sad iron handles, stove polish, lamp wick, cotton rope, awning and sash cord, seine twine, cheap teaspoons, manila, sisal and hemp rope, copper products, corn brooms. Advances have been made in prices of lumbering tools and rifles. In the iron and steel markets there is still talk of price reductions, and this is having a tendency to cause a cessation in buying. It is generally felt that about April 1, something definite will be done regarding a new schedule of prices. Even though reductions may be made in prices of iron and steel, these reductions may not be reflected to any great extent immediately in hardware manufactured products. In a great many hardware lines of manufactured goods, the cost of labor and finishing is the big item to be taken into consideration. Retailers' stocks are low, and buying is being done on a conservative basis. The constant wrangling at Ottawa over the tariff problem is having a bad effect on trade generally, and is causing unsettlement in hardware circles. The outlook for spring is exceptionally bright, so far as the retail hardware trade is concerned.

MONTREAL MARKETS

MONTREAL, March 20.—There are numerous changes of importance this week, and among the advances made lumbering tools and manila clothes lines are the two items registering such a change. On the other hand, there is quite a decided lowering of prices on some lines. Rope has been reduced again 3c per pound for manila grades. Cotton rope and cordage of various kinds is lower, sash cord, awning cord, clothes lines and cotton twines figuring in this downward revision. Wick, too, is reduced.

Stove polishes are on a lower price basis and cheap teaspoons of the "900" variety, as well as desserts and tables and also forks, are lower. Copper is down one cent to a base price of 19c. Old materials are weak and likely to be further lowered in price.

The state of trade has been somewhat interfered with by the unfavorable condition of the roads.

Stove Polish Down; Lamp Wick, Too

Montreal.

WICK, STOVE POLISHES.—Declines are made for lamp wick following the reductions in cotton lines of goods. No. 0 x 32 yards is priced at 75c per roll; No. A, 95c; B, $1.35; D, $2.15. In the 12-yard size No. 0 is priced at 28c; A, 35c; B, 52c. and D, 82c. Oil stove wicks are reduced, the flat sizes selling at these prices: 3 in. per gross, $5.60; 3½ in., $6.60; 4 in., $8; 4½ in., $9, and 5 in., $10.20. Stove polishes have been reduced in price in varying degree. Rising Sun brand declining from $6 to $5.40, and for the larger size from $12 to $10.80.

Lumbering Tools Up; Teaspoons Lower

Montreal.

SPOONS, LUMBERING TOOLS.—Lower prices are quoted on tea, table, and dessert spoons of the "900" variety. Teas are quoted at $3.60 per gross, desserts at $7, and tables at $7.15, while medium forks are $7.65. A complete change in the list price and discount on Pink's lumbering tools is in effect, and this is tantamount, it is understood, to an increase of price approximating 8 to 10 per cent. New discounts are, on the tools, 35 per cent. and on handles 35 and 10 per cent. These discounts are based on the revised list.

Hay Wire and Bale Ties Down

Montreal.

HAY WIRE, BALE TIES.—Lower prices are quoted on hay wire and cut bale ties. The following prices are in effect for cut hay wire on the various gauges:

Cut Hay Wire	Per 100 lbs.
No. 9	$6 15
No. 10	6 20
No. 11	6 25
No. 12	6 40
No. 13	6 50
No. 13½	6 50
No. 14	6 65
No. 15	6 90
No. 16	7 10

Single loop bale ties are quoted as follows: No. 12, $6.25; No. 13, $6.35; No. 13½, $6.40; No. 14, $6.50; No. 15, $6.70, and No. 16, $6.95.

Wares Are Active; Stoves Dull

Montreal.

WARES AND STOVES.—A much better movement of various wares is now manifest and the trade has been ordering quite freely. Tubs and pails, enamelled and stamped ware are the bigger sellers just now and it is expected that prices will hold for the most part, costs to the manufacturer still being high, and particularly for labor. Stoves are quite slow at present in point of sales, and there is no prospect of an immediate improvement, though this should come in a few weeks.

Some Nails Going; Basis is Held

Montreal.

NAILS AND WIRE.—Sales of nails are frequent though of narrow compass, individually considered. The basis is steadily held at $5 per keg for standard wire, while that for cut nails is unchanged at $5.35. Smooth steel wire is unchanged at $5.75. The output of fencing is better, wire poultry netting and made-up fencing selling more freely every week.

Manila and Cotton Ropes Lower

Montreal.

ROPE, CORDAGE.—An unexpected reduction came during the week, reducing the price on manila rope 3c per pound. This makes the base quotation for pure manila 34c per pound, and that for British manila 30c. There is no change whatever in the price of sisal grade or in lath yarn. Business has been fairly good. There has been a lowering of prices on cotton rope and kindred products. The basis for 3-16 cotton rope is now 66c, and for ¼ inch and larger, 65c. Sash cord is down to 71c for No. 6, 70c for No. 7, and for 8 to 12, 69c. Cotton clothes lines are reduced. Thirty-foot length is quoted at $2.65 per dozen; 40 feet, $3.20; 48 feet, $3.85; 60 feet, $4.80; 72 feet, $5.75. Awning cord, drab, No. 3, is quoted at $2.85; No. 4, $4.30; No. 4½, $5.70. For the white cord in corresponding numbers the prices are $2.35, $3.80, and $5.25. Cotton wrapping twine, 3-ply, is priced at 65½c, and 4-ply at 69c per pound. Manila, 6 x 50 clothes lines are quoted up from $3.75 to $4.75 per dozen.

Good Sales Oil And Gasoline

Montreal.

COAL OIL, GASOLINE.—In a seasonable sense there has been a good movement of gasoline and also for coal oil. The latter is held at the recent advance and there seems to be a fairly firm undertone. Sales are made at from 20 to 23 cents according to grade. Gasoline of motor grade is quoted at 34 cents. The demand for fuel oil is only fair.

Iron Bars and Steel Holding

Montreal.

IRON AND STEEL.—Little interest has developed in iron or steel bars and there is not much movement. Most of the trade is anticipating announcement of a reduced price for steel, and if this comes there may be a revision of the price basis on these lines. Orders from the country are just fair.

Common bar iron, per 100 lbs.	$4 30
Refined iron, per 100 lbs.	5 30
Mild steel	4 30
Iron finish machinery steel	4 35
Norway iron	12 00
Single reeled machinery steel	6 00
Spring steel	6 00
Sleigh shoe steel	4 30
Tire steel	4 50
Toe calk steel, per 100 lbs.	5 20
Band steel	4 30
Harrow tooth steel	4 35
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Black Diamond cast steel, lb.	0 22

Sheets Have Held But Are Slow

Montreal.

SHEETS AND PLATES.—There is a steadier basis for both black and galvanized sheets, but the amount of business coming to hand is anything but excessive. The same spirit of buying in anticipation of present needs only still obtains, and it may be a few weeks before there is a general resumption of activity in the bigger way.

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$6 00	$6 75
12 gauge	6 10	6 90
14 gauge	5 85	6 75
16 gauge	5 95	6 80
18-20 gauge	6 10	7 00
22-24 gauge	6 15	7 10
26 gauge	7 20	7 15
28 gauge	6 35	7 25
GALVANIZED SHEETS—		
10¾ oz.		$9 50
28 gauge		9 00
26 gauge		8 75
22 and 24 gauge		8 60
20 gauge		8 60
18 gauge		8 60
16 gauge		8 25

NOTE—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Little Sale For Lead Products

Montreal.

LEAD PRODUCTS.—With the basis for pig lead fairly steady there is no change on manufactured lines. It is probable that there will be less change at present if lead holds. No great amount of activity is reported for any of the lines, solder and other supplies being bought in a small way for present requirements.

Lead pipe, lb.		$0 12
Lead pipe (cut lengths)		0 13
Lead waste pipe, lb.	0 13	
Lead traps and bends	Net list.	
Lead wool, lb.		0 14
Lead sheets, 3 to 3½ lbs., sq. ft., lb.		0 12
Lead sheets, 4 to 8 lbs., s. ft.		0 11
Cut sheets, ¾c lb. extra, and cut sheets to size 1c. lb. extra.		
Solder, guaranteed, lb.		0 40
Solder, strictly, lb.		0 37½
Solder, commercial, lb.		0 35¼
Solder, wiping, lb.	0 31	0 35
Solder wire (8 gauge)—		
40-60		0 44
45-55		0 47¾
50-50		0 51½
Zinc sheets, casks		0 17
Do., broken lots		0 18

Old Material Is Unsettled

Montreal.

OLD MATERIAL.—There is really little new to say on old material as the sellers are not seeming anxious to sell and buyers are just as pleased not to buy. The undertone is a weak one and prices are likely to be still further reduced. The manufacturers are anything but anxious to make bids, and if they do it is pretty sure to be on their own price terms.

Dealers' Buying Prices—		
Pipe scrap, ton		8 00
Stove plate, ton		15 00
No. 2 busheling		5 00
Old rubbers, boots and shoes	0 06	0 06½
Overshoes, lumbermen's rubber boots		0 03½
Bicycle tires		0 03
Automobile tires	0 04	
Yellow brass		0 08
Red brass		0 10
Light brass		0 07
Scrap zinc		0 04¾
Heavy copper		0 13
Wrought iron, No. 1, per gr. ton		11 00
No. 1 machinery cast		18 00
Heavy melting steel		10 00

Copper Down 1c; Markets Dull

Montreal.

INGOT METALS.—There is one change this week, that of a reduction in the price of copper. Otherwise, and in general there is a decided quietness to business, orders being limited.

COPPER.—If there be any difference in the interest obtaining on ingot metals copper might be considered one of the quietest. The price basis is down here 1c to 19c per pound.

TIN.—Less change of price is reported from London this week, and locally there is no change, with 60c the basis per pound.

LEAD.—There seems to be a more settled feeling on lead at present and no changes have been made here or outside. Price remains at 7½c to 8c.

ANTIMONY.—There is ample stock of this for all needs, but little is selling. The price remains at 8c per pound.

SPELTER.—Operators seem to be making efforts to stimulate business outside but with apparently little success. Local market is quiet at 9c per pound.

ALUMINUM.—A steady and unchanged market is reported, sales being made at 40c per pound.

PIG IRON.—The trade is anticipating some announcement regarding the future price basis. In the meantime local basis is held at $45.

TORONTO MARKETS

TORONTO, March 20.—Lower prices are again named on manila rope this week, and at the basis reached seems quite firm. Whisks are lower, the decline amounting to about 30 per cent. Sheets are very well maintained, and jobbers report inquiries very numerous. Sash cord and cotton rope is down.

There seems to be a better undertone to trade to-day and buying is becoming a little more general. Prospects are very good from present indications.

Sash Cord, Cotton Rope Being Revised

Toronto.

SASH CORD, COTTON ROPE.—Prices are under revision now as applied to sash cord and cotton rope. The decline will amount to about 5 per cent., and the following prices are mentioned as likely to prevail: Sash cord No. 6, 71c per pound; No. 7, 70c; Nos. 8 to 12, 69c; Cotton rope, 3-16 inch, 69c per pound; ¼ inch and larger 68c.

It is understood that kindred lines of cotton goods such as clothes lines, awning cord, seine twine and candlewick are on the down grade too. New prices should be available by next week.

Whisks Show Sharp Revision

Toronto.

WHISKS.—Prices have sagged this week on whisks and the decline is a pretty substantial one, amounting as it does to about a 30 per cent. decline. Present quotations are back to list prevailing January 15, 1918, which was revised upward in September last.

Drills to Come in For Decline

Toronto.

DRILLS.—Indications are that declines are about ready to be announced on twist drills of all kinds. Just how great this will be is a little uncertain but probably 10 to 12 per cent. will represent the amount of the drop.

Manila Rope Prices Decline

Toronto.

CORDAGE.—Manila rope prices have again been revised downward and at present the market is firmly held at new prices announced. Effective March 14, pure manila rope was changed to a base price of 34c per pound, a reduction of 3½c and British manila was changed to a 30c basis, a reduction of 3c. There has been no change in sisal rope or lath yarn, the basis on both these lines holding at 27½c per pound.

Nails Holding; Wire Steady

Toronto.

NAILS, WIRE.—The price on nails shows no change during the week, quotations holding at levels ruling since recent decline, viz. for wire $4.95 per 100 pounds base and cut $5.35 per 100 pounds base.

Wire is unchanged from last week's figures and basis seems quite steady. Smooth steel wire is quoted at $5.75 per 100 pounds base.

Oils Holding, Demand Fair

Toronto.

OILS, GASOLINE.—New prices on machine oils are still being held back but change seems imminent. The decline will probably amount to about 2c per gallon. Coal oil is held without change this week, prices ranging from 19½c to 22½c per gallon according to grade. Gasoline is active with prices showing no variation at 33c per gallon.

Stoves Unchanged; Summer Lines Move

Toronto.

STOVES, WARES.—There seems to be a fair movement of summer lines of stoves, embracing coal oil, gasoline, electric and gas and whereas dealers are not specifying for usual quantities, the manufacturers look for repeat business to overcome present curtailed volume of sales. Stoves and ranges are held at steady and unchanged figures. The movement of all lines of wares is very good and trade is considered quite satisfactory.

Iron and Steel Bars Holding

Toronto.

IRON AND STEEL.—The market maintains a steady basis and a fair amount of business seems to be coming along. The tone to the market is better.

Common bar iron	$4 75	$5 00
Common bar steel	5 00	5 25
Refined iron	5 15	5 40
Angle base	5 25	5 50
Horseshoe iron	5 00	5 25
Tire steel	5 15	5 40
Mild steel	5 00	5 25
Norway iron	11 00	13 00
Toe caulk steel	5 90	6 15
Sleigh shoe steel	5 00	5 25
Band steel, No. 10	5 25	5 50
Do., No. 12	5 50	5 75
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 22	0 30

Corrugated Sheets Show Up Better

Toronto.

CORRUGATED SHEETS.—There is really not a heavy amount of business being placed but there are numerous inquiries and for substantial blocks of goods which may be expected to develop into orders when things open up a little later. It is usually a month or so later than present date before big business is placed for corrugated sheets. Prices are unchanged.

Corrugated Sheets—	Per 100 sq. ft. Gal'zed	Painted
No. 28 gauge	$8 25	$7 00
No. 26 gauge	9 00	8 00
No. 24 gauge	13 50	10 00
No. 22 gauge	16 00	12 50
No. 20 gauge	19 00	16 00
No. 18 gauge	24 00	19 50

Discount, 7½ per cent.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

Sheets Hold Steady For Work

Toronto.

SHEETS, PLATES.—There is a steady tone to the market and more or less of a waiting attitude in respect to what may develop in the next week or so. Prices have shown no revision during the week and prices given below are those now in effect.

BLACK SHEETS—	Per 100 lbs	
10 gauge	$5 50	$6 00
12 gauge	5 55	6 05
14 gauge	5 60	6 10
16 gauge	5 70	6 20
18-20 gauge	....	6 30
22-24 gauge	....	6 35
26 gauge	....	6 40
28 gauge	....	6 50
3-16 inch plate	....	5 75
¼-inch boiler plate	....	5 50

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—		
10¾ oz.	$8 25	$8 50
U.S. 28	7 95	8 20
U.S. 26	7 65	7 90
22 and 24	7 50	7 75
18 and 20	7 35	7 60
16	7 20	7 45

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Wrought Pipe, Boiler Tubes Steady

Toronto.

WROUGHT PIPE, BOILER TUBES.—Wrought pipe maintains a fairly steady basis and the outlook seems to be unchanged from that outlined last week. Prices show no change at figures in current market quotations.

Jobbers report some arrivals of 2 inch boiler tubes on which stocks were pretty well depleted and consequently are in a much better position to take on business coming to hand, which is fair. Prices follow:

BOILER TUBES—	Per 100 feet Seamless	Lapweld
1 inch	$28 00	$.....
1¼ inch	32 00	.....
1½ inch	35 00	28 00
1¾ inch	35 00	28 00
2 inch	40 00	28 00
2¼ inch	43 00	30 00
2½ inch	45 00	35 00
3 inch	52 00	40 00
3¼ inch	.....	47 00
3½ inch	62 00	48 00
4 inch	70 00	60 00

Lead Products Maintain Firmness

Toronto.

LEAD AND ZINC PRODUCTS.—There have been no elements of weakness creep into the market this week. The prices are all well held on a firm basis and some activity is reported. Solder shows no change from figures prevailing last week and with tin and lead stiffer, solder may be expected to at least hold its own if it doesn't go higher.

Lead pipe, lb.	....	$0 12
Lead waste pipe, lb.	....	0 13
Lead traps and bends	....	Net list
Lead wool, lb.	..	0 14
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb.	0 11	0 12½
Cut sheets ½ to ¾c lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	$0 35	$0 37
Solder, strictly, lb.	0 33	0 37
Solder, commercial, lb.	0 30	0 36
Solder, wiping, lb.	0 29½	0 32½
Solder, wire, lb.	0 40	0 45½
Zinc sheets, per lb.	....	0 20

Old Materials Maintain Dullness

Toronto.

OLD MATERIALS.—Dullness is the predominating influence in the market, no sales being made and no buying being done. Range of quotations for the week is unchanged.

Dealers' Buying Prices—		
Tea lead	....	0 03
Heavy lead pipe	....	0 04
Pipe scrap	....	8 00
Stove plate, per ton	....	10 00
No. 2 busheling	....	8 00
Yellow brass	....	0 06
Red brass	....	0 08½
Light brass	....	0 05
Scrap zinc	....	0 05
Heavy copper	....	0 15
Wrought iron, No. 1, per gr. ton	....	15 00
No. 1 machinery cast	....	14 00
Heavy melting steel	....	9 00
Old rubbers, boots and shoes	0 06	0 06¼
Overshoes, lumbermen's rubber boots	....	0 04½
Bicycle tires	....	0 04½
Automobile tires	0 03½	0 04.

Better Undertone to Ingot Metals

Toronto.

INGOT METALS.—There seems to be a better undertone to the markets and a more general trade is being done. Cop-

per seems quite firm and tin is also showing strength. Spelter is weak and antimony is similarly affected.

COPPER.—The market has firmed up on copper and there seems to be a little business offering. Stocks are not considered heavy by any means though they are ample. Quotations range around 18c per pound.

TIN.—The tin situation is showing greater strength and supplies are rather small. There is a very fair demand which is showing improvement and outlook seems brighter. Price is firm at 60c per pound.

SPELTER.—Stocks of spelter are very narrow but this has not proved a strengthening influence on the market, prices sagging ¼c and now ranging from 8¼c to 8½c per pound.

LEAD.—A better demand is apparent for lead, there apparently being more confidence in market situation as it exists to-day. The price is well maintained at 7½c per pound.

ALUMINUM.—Interest is still lacking with price only nominal at around 50c per pound. There is little commercial activity as yet.

ANTIMONY.—Dullness is revealed in the market on this metal. The price has dropped ¼c and is now quoted at 8¼c to 8½c per pound.

LONDON MARKETS

LONDON, March 20.—A number of important price changes have taken place, including declines on several lines. Sash cord, cotton rope, braided cotton lines, awning cord, seine twine have declined in price. Reductions have also occurred in the price of manila, hemp and sisal rope, corn house brooms, bit stocks, wood and jobbers' drills, blacksmiths' drills, fence staples, hooks, brassed iron rod, corn brooms, sad iron handles. Business continues fair in this district, and the outlook for spring is exceptionally good. Collections continue good.

Cotton Goods Decline in Price

London, Ont.

COTTON GOODS.—A decline of about 5 per cent. has taken place on cotton goods, and prices are now as follows:—

Sash Cord—No. 6, 71c lb.; No. 7, 70c; No. 8 to 12, 69c.

Cotton Rope—3-16 in., 69c lb.; ¼ in. and larger, 68c.

Braided Cotton Clothes Lines—50 ft., $4.35 doz.

Twisted Cotton Clothes Lines—30 ft., $2.40 doz.; 48 ft., $3.60; 60 ft., $4.50.

White Braided Awning Cord—No. 3, $1.85 doz. hanks; No. 3½, $2.10; No. 4, $3.35; No. 4½, $4.65.

Seine Twine—No. 18 and larger, 1 lb., 85c lb.; No. 18, ¼ lb., 80c; No. 15 and smaller, 1 lb., 86c; No. 15, ¼ lb., 87c.

Candle Wick—73c per lb.

Rope Goes to Lower Levels

London, Ont.

ROPE. — Another change in rope prices brings quotations down to a lower level. Prices are now as follows:

Pure Manila, 34c lb. base; British, 30c; New Zealand Hemp, 30c; Sisal, 27½c.

Corn Brooms Show 10% Reduction

London, Ont.

CORN BROOMS.—New and lower prices are now in effect on corn brooms. Quotations are as follows: XX, $7.00 doz.; 4 String, $7.75 doz.; Parlor, $8.75 doz.; No. 7, hardwood handle, $10.00 doz.; No. 8, hardwood handle, $11.00 doz.; Factory or Mill, $10.00 doz.

Stevens' Rifles Show 5% Advance

London, Ont.

RIFLES.—Stevens' rifles have advanced about 5 per cent. to the following levels: No. 14½, Little Scout, $5.75 each; No. 26, Crackshot, $6.75 each; No. 12, Marksman, $8.50 each; No. 17, Favorite, $10.50 each; No. 27, Favorite, $11.00 each; No. 70, Repeater, $17.25 each.

Fence Staples, Hooks Down 25c Per Hundred

London, Ont.

STAPLES, HOOKS, ETC.—A drop of 25c per 100 lbs. has taken place on fence hooks, staples, etc. New prices are as follows: Bright staples: kegs, $5.50 per 100 lbs.; 25 and 50 lb. boxes, $6.00 per 100 lbs. Galvanized staples: kegs, $6.25 per 100 lbs.; 25 and 50 lb. boxes, $6.75 per 100 lbs.

100 lbs.; 25 and 50 lb. boxes, $6.75 per 100 lbs.

NAILS.—No change. Wire, $4.95 base; cut, $5.35 base.

Miscellaneous Lines Advance in Price

London, Ont.

MISCELLANEOUS LINES.— Screen door catches have advanced in price and Marvel hangers are now $1.65 doz.; automatic, $1.35 doz.

Curry combs have advanced slightly, No. 04 are now quoted at $2.50 doz.; No. 4 at $3 dozen.

Drills Decline New Prices Issued

London, Ont.

DRILLS.—Reduced prices have been issued on drills as follows: Bits, stock drills, 45 per cent.; wood-boring drills, 45 per cent.; jobbers' drills, 40 per cent.; S. & D. blacksmith drills, 40 per cent.

Oil and Turps Remain Unchanged

London, Ont.

OIL, TURPS.—Linseed oil remained firm, and turpentine is unchanged. Oil prices are as follows:

1 to 2 bbls., raw, $1.67 per gal.; boiled, $1.70.

3 to 5 bbls., raw, $1.66 per gal.; boiled, $1.69.

6 to 9 bbls., raw, $1.64 per gal.; boiled, $1.67.

Less bbls. add 10c gal.

TURPENTINE.—1 bbl. lots, $1.03 Imp. gal. 2 to 4 bbl. lots, $1.02 Imp. gal. 5 gal. lots, $1.13 Imp. gal.

GLASS.—Single diamond, 25 per cent.; double, 25 per cent.; cut lights, 10 per cent.

PUTTY.—Standard, 100 lb. drums, $6.75 per 100 lbs.; 25 lb. drums, $7.00. Pure, 100 lb. drums, $8.75; 25 lb., $9.00.

WINNIPEG MARKETS

WINNIPEG, March 20.—Price changes for the past week again show numerous items of interest to the dealers, markets in general showing a decline, and affect the following lines: Pure manila rope, African hemp and British manila rope, Paris green, solder, wrought iron staples, snow shovels, furnace scoops and black iron sheets, while linseed oil, toboggans, Universal vacuum bottles, and duck decoys register advances.

Business in general is reported fairly brisk in all spring lines, while stocks are reported to be well assorted.

Further Reduction On Black Sheets

Winnipeg.

SHEETS.—Following the reduction in the price of galvanized sheets new prices have been announced on black sheets which show a further reduction of 50c per 100 pounds over former quotations, making to-day's selling prices f.o.b. Winnipeg as follows: Black iron sheets, 28 ga., $8; 26 ga., $7.90; 24 ga., $7.85; 22 ga., $7.85; 20 ga., $7.80; 18 ga., $7.80; 16 ga., $7.25; 14 ga., $7.15; 12 ga., $7.10; 10 ga., $7.05 per 100 pounds.

Rope Prices Show a Decline

Winnipeg.

ROPE.—Prices have again registered

a decline during the week, falling off 3¾c per pound on pure manila and 3c per pound on British manila and African hemp. No cause is given as to the decline as indications for some time past have pointed to firm markets. Prices ruling to-day on the various grades are given as follows: Pure manila rope, 35¼c base; British manila rope, 31¼c; African hemp rope, 31¼c; sisal rope, 28½c; lath yarn, 28¼c.

Oil Moves Up; Turps Unchanged

Winnipeg.

TURPENTINE. — Prices show no change on the local market during the week although reports from the south would indicate that supplies will be adequate owing to the lack of export business, and Eastern markets in some cases show lower prices. To-day's Winnipeg markets are as follows: Barrels, per gal., $1.25; ½ barrels, $1.28; 5-gal. lots, $1.30; 1-gal. lots, $1.30, plus usual extras for containers. Linseed oil prices moved up 5c per gallon on the local market duing the week, to-day's prices being $1.85 per gal. for raw, and $1.88 for boiled in barrel quantities, while the demand is below normal.

Prices Are Out For Toboggans

Winnipeg.

TOBOGGANS.—New prices have just been established on birch toboggans for fall delivery, based on costs received from manufacturers which show an advance of approximately 10 per cent. over former quotations, which makes to-day's selling prices as follows: 4 ft., $2.70; 5 ft., $3; 6 ft., $3.60; 7 ft., $4.20; 8 ft., $4.80. Among other lines released for fall booking appears large calibre rifles, shot guns, baby cutters, sleighs, etc., prices of which may be had on application.

Paris Green Prices Show Reduction

Winnipeg.

PARIS GREEN.—Prices on Paris green which are established by the manufacturers have just been announced and show a substantial reduction over last year's prices, the reduction being approximately 17c per pound. Prices now in effect are given herewith: Barrels, about 600 lbs, 49½c per pound; kegs, about 250 lbs., 50c; 50 and 100 lb. drums, 50½c; 25 lb. drums, 51½c; 1 lb. pkgs., 100 in a case, 53½c, ½ lb. pkgs., 200 in a case, 55½c.

Copper Goods Prices Are Revised

Winnipeg.

COPPER GOODS.—Some revisions have been made in the prices on copper and coppered rivets over last week's prices, to-day's ruling prices being as follows: Copper rivets and burrs, assorted, No. 8, 68c: No. 10, 73c per pound; copper rivets only, No. 7, 60c; No. 8, 61c; No. 10, 66c; No. 12, 71c; copper burrs only, No. 7, 60c; No. 8, 61c; No. 10, 66c; No. 12, 71c; coppered iron rivets and burrs assorted, No. 8, 31c;. No. 10, 33c; coppered iron rivets only, No. 8, 34c; No. 10, 36c; coppered iron burrs only, No. 8, 34c; No. 10, 36c.

Solder Shows a Further Decline

Winnipeg.

SOLDER.—Prices on half and half solder again register a decline of 4c per pound during the week, due to drops in the tin market, but indications point to steadier, if not higher prices in the near future. To-day's ruling prices are given as follows: Half and half solder, full cases, 36c per pound; less than cases, 37c per pound. Prices on wrought iron staples have been revised to lower levels during the week, based on new prices from manufacturers.

Advances on Decoys and Vacuum Bottles

Winnipeg.

VACUUM BOTTLES, DECOYS.—Based on new costs from the manufacturers a further advance is recorded on Universal vacuum bottles which move up approximately 20 per cent., making to-day's selling prices as follows: No. 21, $2.40; No. 22, $3.85; No. 61, $2; No. 62, $3.40; No. 71, $2.65; No. 72, $4.10; No. 81, $3.60; No. 82, $5.50; No. 91, $3.85; No. 92, $5 each. Lunch kits, No. 310, $3.85 each. Extra refills, 1 pint, $1.65; 1 quart, $2.65 each. New prices have been issued this week on duck decoys, which show a moderate advance over former prices due to higher manufacturing costs. Bookings for fall are being solicited by the jobbers at the following figures: No. 1, $10.50; No. 2, $10; No. 3, $8.50; No. 4, $12 per dozen.

Furnace Scoops, Snow Shovels Lower

SCOOPS, SHOVELS.—Furnace scoops and snow shovels have been revised to lower levels during the week, new prices received from manufacturers showing a considerable reduction. To-day's revised prices are given herewith: Snow shovels, No. 16, $13.50; No. 18, $10.80; No. 20, $8.10 per dozen. Furnace scoops, No. 3, $9 per dozen.

PITTSBURG MARKETS

PITTSBURGH, Pa., March 20.—As noted in last report the steel industry in February operated at the surprisingly high rate of about 84 per cent. of capacity. Operations have of course been tapering off, but they may be estimated this week at fully 75 per cent. of capacity. Some of the plants are aiming to run full, so as to keep down overhead and operating conditions prove so favorable that tonnages are large. This is advantageous from the cost standpoint but it is somewhat embarassing, particularly to sales managers. The only mills that can do this, of course, are those that are in position to stock a portion of their output, but some mills that have storage facilities do not use them.

Steel Corporation Obligations

It is strongly intimated in well posted quarters that the Steel Corporation, whatever may be the case of the independents, is fairly well fortified to run at a moderate rate for several months to come, on its old orders. It is asserted that all the cancellations necessary by reason of the war ending have now been made and that the monthly report of "unfilled tonnage" will no longer reflect any such cancellations. If all is true the corporation is in distinctly stronger position than the independents. Its last report showed that at the end of February there was 6,010,787 tons of unfilled obligations on books. There had been a decrease in three months from the 8,124,663 tons reported at the end of November, or a trifle over 2,000,000 tons. One would have supposed, last November, that the ending of the war would cause the cancellation of about one-quarter of that tonnage, but such a tonnage would represent approximately the total decrease that has since occurred. If one accept such a view, therefore, he has to admit that the new bookings in the three months were about equal to the shipments, which may be estimated at 3,500,000 tons. That any such high rate of booking actually occurred, however, is very doubtful, considering how very dull the market was reported to be during much, if not all, of the period.

Meeting Postponed

The trade has expressed much regret at the postponement of the meeting that was to have been held March 13 between the Industrial Board and the general committee of the iron and steel industry. Hopes had been entertained that at this meeting a basis for price deflation would be reached so that the iron and steel trade, buyers and sellers, would have an opportunity to go ahead. The postponement was due to Judge Gary's illness, his presence being regarded as absolutely essential on account of his recognized fairness and his ability to detach himself from personal and immediate trade interests. The Industrial Board, however, has evinced no impatience at the delay, and indeed has made the statement that it expects to get through with its price deflation work in 60 to 90 days, this including lumber, brick and various building materials, besides iron and steel.

Markets Dull

The pig iron, unfinished steel and finished steel markets have been particularly dull in the past week and indeed in the past fortnight. It seems that while all buyers had previously been pursuing a hand to mouth policy in buying, they were able to display fresh powers of waiting when it became ap-

parent that prices would probably be reduced, and materially reduced, by April 1 if not sooner.

In the case of pig iron there is not enough inquiry to test the market, as a rule. In many quarters it is believed that all that is needed to bring down the price of a given grade of pig iron in any district is for a fairly good sized order to be offered to producers, whereupon one or another would cut the recognized price. Such inquiry, however, is lacking, save for occasional exceptions. As noted in last report, some valley furnaces had quoted $28 or less at furnace for No. 2 foundry iron, or $3 a ton under the previously recognized price, and making foundry iron quotable at $28, valley. Meanwhile, however, nothing has occurred in Bessemer or basic in the local market, and these grades are still quotable nominally at $32.20 and $30 respectively, at furnace. Reports from Chicago, however, are to the effect that a sale of a good sized tonnage of basic iron was made at $25, Chicago furnace, or $5 a ton under the previously recognized price. The story is that the buyer is a wire interest, with steel mill but no blast furnaces, so that it was able to offer an order of tonnage importance.

In finished steel products there is not enough business going to test prices, but it is commonly assumed that the mills, save in exceptional cases, would not cut prices in order to obtain business, as such a procedure might interfere with the price deflation program that is to be carried out in connection with the Industrial Board at Washington. Naturally it is greatly desired that when prices are reduced the new reduced prices shall hold well. There are of course some exceptions, it being reported, probably correctly, that plates have sold at $2.85, Pittsburgh, that being $3 a net ton under the recognized quotation.

Improving Sentiment

While steel producers are usually quite blue when they are not effecting large sales and the mills are not falling behind in deliveries, there is a greater note of hopefulness among producers, and as to buyers they are not pessimistic by any means. Some are now found who assert positively that they are prepared to place good sized orders if there are reasonable reductions in prices. It is now felt in many quarters that the bearish sentiment has run altogether too far, that the country has been disposed to cry out before it was really hurt, and that with a moderate amount of readjustment in prices business can be resumed on a good scale. One impressive fact is that the country has been taking so much steel since the armistice was signed, when apparently there was little consumptive demand. If so much steel is required when there is little activity there ought to be much more needed when business conditions are really good.

There is much less talk than formerly about the necessity for wage reductions and indeed it is far from probable that there will be any general wage reductions in the next few months. Indeed, the idea in some quarters is that by reason of four years' cessation of immigration already, with no prospect of its being resumed and rather with prospects that possibly a few hundred thousand workmen will leave the country to join the new republics being set up in the interest of their races in Europe, labor will be able to command very high rates right along. It is admitted with somewhat more frankness than formerly that manufacturers' war time profits will have to be greatly reduced.

As to labor, furthermore, there has been a great improvement in that labor is much more efficient. Better work is being secured for a day's pay, and various frills, premiums, etc., are being cut off here and there, so that while general wage rates have not been reduced, labor costs have shrunk very materially at many plants.

Ontario Farmers to Do Three Million Business

Expect That the Total Retail Business During the Year of the Farmers' Co-operative Company Will Reach This Figure
T. P. Loblaw, of the Loblaw Stores, Toronto, Appointed General Manager

THE Farmers' Co-operative Company, Limited, the merchandising end of the organization of the United Farmers' Association of Ontario, has come under the general management of T. P. Loblaw, the founder of the Loblaw Stores, Toronto, who will have the complete direction of the campaign to put this department on a thoroughly business-like basis. Mr. Loblaw, when seen by HARDWARE AND METAL at the association offices, King street, Toronto, stated that he was just taking up the work and had taken no definite steps as yet. He anticipated, however, that the thirty thousand members of the United Farmers would all be interested in the undertaking, and he estimated that the Farmers' Co-operative Company would, during the current year, do a business totalling three million dollars.

Will Be Fair Competitor

"The idea behind the organization," he stated, "was not to sell the farmers goods at figures below those of the general retail stores. As a matter of fact, the farmers' clubs that are the nucleus of the organization may buy through the company in any quantity that they may require, but, irrespective of quantity, the goods will be delivered at the regular retail price. In this way, the company, while directly competing with the local retail stores, claim to be doing so on an eminently fair basis. Where the farmer profits is in this, that he, as a member of the United Farmers' Organization, is one of the partners in this business, and as such shares in the yearly distribution of the profits made by the Farmers' Co-operative Company. These profits will be divided among the various farmers' clubs in proportion to their buying during the year, and these profits in turn will be distributed to the individual farmer."

A Mercantiling Company Also

The only incentive that the company is offering to the farmer members, according to Mr. Loblaw, is the fact that this is their own organization, that the profits, if profits there be, are theirs, and that the company stands ready to serve them at all times. The farmer can write in, to buy groceries, to sell any products of the farm, or to purchase binder twine, or even a binder. It is, Mr. Loblaw stated, the intention of the company to act as an intermediary for the farmer. To buy for him what he wants to buy, no matter what these needs may be, whether groceries, hardware or machinery, and to in turn handle the goods that the farmer has to sell.

To meet the needs in this latter department there has already been established a branch at the Toronto Union Stockyards, where an official of the company is always in charge. Live stock is shipped direct to this official, and regular account sales of the transaction are made to the shipper, the company deducting the usual selling commission. At the end of the year, such profits as accrue will be distributed as above stated.

There is also the matter of produce, that it is the intention of the company to handle when they can do so advantageously to the farmers. This may in a measure affect the business done by the general store, Mr. Loblaw admitted, but he did not believe that it was a business that the general merchant would greatly regret to lose. In any event, as in other activities, they intended to work on a strictly legitimate competitive basis.

In response to a question as to how the company expected to keep their proposition before the farmers, Mr. Loblaw stated that they had for some time past been sending out a bulletin containing such information. With the taking over of the "Weekly Sun" by the United Farmers, however, it was his intention to make the fullest use of this medium, in presenting the case of the Farmers' Co-operative Company. In this way he believed that it would be possible to present the case in a way that would make the proposition attractive.

Mr. Loblaw took over the management of the company on Monday last. He expects to leave next week for Winnipeg to investigate the workings of farmers' organizations in the West in order to get a sound foundation on which to operate.

Buying is Restrained Pending Outcome of Price Conference

Cleveland, Ohio, March 20.—The "Iron Trade Review" to-day says:

While an expectant market awaits the outcome of the price conference at Washington, iron and steel buying continues along exceedingly restrained lines. Buyers, with few exceptions, throughout the past week have carried out their policy of declining to make purchases at the prevailing quotations unless they were allowed satisfying concessions. On several sides these inducements have been forthcoming. The total turnover has remained exceedingly small. Most producers have preferred to await their chances on closing business until after the opportunity for a concerted and orderly readjustment of prices had been availed.

The sharpest illustration of any discounting on the part of producers of deep cuts in finished steel prices has been shown in the Chicago district. Certain makers there have restored a Chicago base price of 2.70c in steel bars. This represents a concession of the Pittsburgh freight or $5.40 per ton. On structural shapes the price has been $2 below the Pittsburgh freight differential, a net reduction of $7.40 per ton. In plates shading has been only $3 per ton. On forging billets, quotations $17 lower have been encountered. A better and more clearly defined outlook for new tonnage to follow a substantial lowering of prices is appearing. Railroad interests are showing a greater desire to release needs long held back and the formulating program on the part of the railroad administration for financing the requirements of these systems in an accompanying development of favorable character. It is believed that if satisfying prices will be put out, large orders for rails, cars and locomotives may be expected. In various districts new structural steel demands have been coming out more freely this week. Automobile plant extensions have figured conspicuously in these. Actual export business continues to expand, but ship space still remains a regulating factor. South America closed in the week for 15,000 tons of railroad material. Other new sales include 1,000 tons of tin plate to Brazil, and 2,500 boxes of tin plate and 800 tons of bars to Japan. China wants a considerable tonnage of railroad material and Belgium 3,000 tons of plates. Steel, which has been held up in New York warehouses awaiting transportation, now is being cleaned up more rapidly, especially for South America and for certain Far Eastern destinations. A contract has been closed for transporting 300,000 tons of ship material to Japan over the next 10 months.

REGINA R.M.A. FAVORS EARLY CLOSING

The Regina local branch of the Retail Merchants' Association at a meeting this week went on record as favoring the closing of all retail stores at six o'clock every evening, including Saturdays, the year around. There was a large representation of all trade sections and the vote in favor of early closing received unanimous support. The resolution provides for a Wednesday half holiday during the months of June, July and August, and exempts the evenings of the week preceding Christmas.

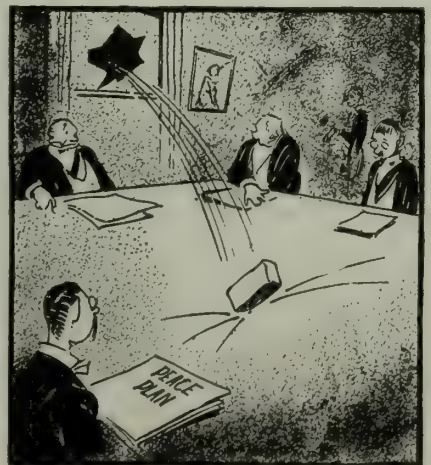
In favor of the resolution it was pointed out that public sentiment was fast crystallizing into an active sympathy for clerks and salespeople who have to stand on their feet through the rush of a fourteen-hour day once a week. Retailers, it was stated, had previously hesitated making any radical change in shopping habits, believing that a portion of the community valued the privilege of Saturday evening shopping. Recently, however, customers have become outspoken in the belief that storekeepers should feel at liberty to do what they think wise for the improvement of conditions in their own stores.

Petitions will be circulated at once among the retail stores of Regina, and the hope is expressed that these may be signed universally, in order that Regina may lead the way in establishing as a general by-law such a desirable condition for the workers in retail trade.

SASKATCHEWAN R. M. A. CONVENTION TO BE HELD IN MAY

Arrangements are being made for the annual convention of the Saskatchewan Retail Merchants' Association which is to be held in Regina May 13, 14 and 15. This convention is of national importance from the standpoint of the trade as it will see the first step taken in the movement to provide something in the nature of a merchandising course of lectures and training for the use of the merchants and their associates.

The convention will be one of the most important in recent years. The program has not yet been announced, but is now in the course of preparation. There will be speakers of international fame and the program throughout will be of such a character as to appeal in the strongest manner possible to all the merchants coming within the scope of the association's activities.



The delegate from Ireland sends in his card.

SCALE MANUFACTURERS ARE NOT REDUCING PRICES

At a meeting of the Canadian scale manufacturers held in Montreal to discuss trade conditions generally it was decided to make no reductions in prices. High cost of production, especially for skilled workers, was the big factor which had to be taken into consideration in arriving at this decision. Wages are the largest item entering into the manufacturing cost of scales. Business in general was reported as good and there are prospects for some export business.

AWARD MADE IN SCALE CASE

Judge Landis, in the United States District Court of Illinois, according to report, has awarded $420,883 in profits to the Computing Scale Company of Dayton, Ohio, against the Toledo Computing Scale Company of Toledo, Ohio, for infringement of patent. The case has been in court since 1910. It has been through the Court of Appeals and was sent back to Judge Landis for the award in the accounting of profits.

Master in Chancery, Charles B. Morrison, had the case before him for three years in arriving at the sum to be awarded to the Computing Scale Company of Dayton, Ohio. The plaintiff charged the defendants with infringing their patent on the drum-shaped scales, the scale, they claim, that is used by the majority of the retailers of the United States.

The Toledo Scale Co., Toledo, Ohio, in connection with the above, maintain their contention is correct and that an appeal has been taken to a higher court, where they believe they will gain release from the judgment of Judge Landis. They further state there is no liability attached to users of their scales.

APPOINTED MANAGER OF THE AMERICAN CAN COMPANY FOR CANADA

T. N. Anderson, formerly district manager of the Canadian business of the American Can Co., has been appointed general manager for Canada with headquarters in Hamilton, Ont. The company feel that their business in Canada now requires an executive head in direct personal contact with its affairs, and Mr. Anderson was selected to fill the position on account of his knowledge of conditions here and the work he has done as district manager.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, March 20.—Linseed oil is again the centre of attraction in paint markets, it having moved up 1½c to 2½c per gallon. There is no guarantee of the basis remaining at the present figure for any length of time, and some anticipate further increases, the flax market ruling very high and being of an advancing nature.

Turpentine is also on the move to higher levels. Some have raised their prices, and the base quotation at this writing is $1.05, with a higher price probable ere long.

Putty is steadily firm and paints and varnishes are likewise holding steady. There is a firm basis for white lead in oil. Taken all through, the volume of business is reported very satisfactory.

New Advances For Linseed Oil

Montreal

LINSEED OIL.—Flax markets are still on the upward trend and this has resulted in a higher basis for linseed oil. At this writing quotations are based at 1½ to 2½c higher than the prices of last week, and with the sparse delivery of Argentine seed there is no telling what prices will be from day to day. There is every indication at this writing of higher prices being attained, flax quotations changing frequently. There is a fair amount of business passing.

Raw, Imp. Gallon—		
1 to 4 bbls.	$1 60	$1 65
5 to 9 bbls.	1 59	1 65
10 to 25 bbls.	1 58	1 65
Boiled, Imp. Gallon—		
1 to 4 bbls.	1 62½	1 67½
5 to 9 bbls.	1 61½	1 67½
10 to 25 bbls.	1 60½	1 67½

Turpentine Firmer; Range Narrowed

Montreal

TURPENTINE.—The range has narrowed and base barrel price is $1.05. There is a strong market here and the tendencies are of a decidedly firming nature. It will not be surprising if new high prices are made before the end of the week, for there is a growing scarcity of supply with export conditions from the southern producing areas to England more favorable, and an insistent demand from the latter point for supplies. Present indications point steadily upward.

Turpentine—		Imp. gal.
1 to 4 barrels	$....	$1 05
Small lots	1 07	1 17

(Packages extra).

Putty is Firm With Oil High

Montreal

PUTTY.—While there has been no quotable change, putty is steadily firm under the influence of higher linseed oil. Whitings used in its manufacture are also none too plentiful, and the result is that no lower price basis is anticipated. Sales are moderately fair.

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases.	7 15	7 40	7 75

Pure linseed oil putty, $2 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

Firm Undertone on White Lead in Oil

Montreal

WHITE LEAD IN OIL.—The market is ruling with a considerable steadiness. Deliveries of lower-priced pig lead will not have any immediate effect upon prices now, the corroders point out, for it will be many weeks before these supplies are corroded. There also has been much activity, and orders have come in well. Linseed oil prices will have a firming effect, but it is not anticipated that prices will move above the present basis. This is: for five ton lots, $15.50; ton lots, $16; and small quantities, $16.35; all prices per 100 lbs., and for standard grade.

Signs of Spring In Paint Movement

Montreal

PAINTS, VARNISHES.— Indications point to an early activity in painting. Actual reports to HARDWARE AND METAL are to the effect that orders received total large, and show increases over the same period of a year ago. This should inspire confidence, and it would seem that the dealer who goes after paint orders will get them, and the sooner the better.

Prices remain firm, both on mixed paints and varnishes, and there is little likelihood of changes being made.

TORONTO

TORONTO, March 20.—Firm prices for linseed oil with a noticeable increase in the volume of business feature this week's market. Dealers' stocks are low, it is stated, and are being cleared out rapidly. Another factor in increasing business is that the paint manufacturers are now drawing on the crushers for considerable quantities of supplies. Seed values are keeping up, and as there is little coming in, with many buyers for what is offered, prices are expected to remain firm.

A four cent advance in the price of turpentine with indications that there may be further advances shortly has followed the lifting of the restrictions imposed by the British Government. Large shipments have already commenced to overseas ports. A noticeable improvement in the general volume of business is reported due to the activity with which the spring trade is opening.

Linseed Oil is Showing Firmness

Toronto.

LINSEED OIL.—While considerable variation in price is given by various dealers, all report a firm market without the slightest indication of any reduction being likely in the near future. There is a heavy demand for seed with little coming in to meet it. A good deal of seed from the Argentine is moving to British and European ports, and an increased volume of overseas business is expected. As far as Canadian export business in oil is concerned, it is reported there is a good demand. Seed values at all points remain firm. Dealers are unanimous in expressing optimism over the business outlook. Orders are coming in steadily they say. Some firms expect that a slight advance in price may be made before long. The range of quotations is as follows:

Linseed Oil—	Raw	Boiled
1 to 2 barrels, gal.	$1 72	$1 80
3 to 5 barrels, gal.	1 71	1 79
10 bbls. and over	1 69	1 77
	Boiled	Imp. gal.
1 to 2 barrels, gal.	$1 63½	$1 83
3 to 5 barrels, gal.	1 62½	1 82
10 barrels and over	1 60½	1 80

Prices shown are those ruling on Thursday of current week and subject to daily fluctuations of the market.

White Lead in Oil Remains Unchanged

Toronto.

WHITE LEAD IN OIL.—Firm prices for linseed oil have not yet resulted in

any changes being made in quotations for white lead in oil, and manufacturers state that there is no reason to expect any immediate changes. Just what may happen if European demands for linseed oil continue to show a steady increase they are not prepared to say. In the meantime quotations are as follows: Pure white lead in oil, $15.80 per hundred pounds in 5-ton lots; $16.30 per hundred pounds in ton lots, and $16.65 per hundred pounds in less than ton lots. The various brands are shown in the current market quotations.

Increased Activity In Mixed Paint Trade

Toronto.

MIXED PAINTS.—Prices in mixed paints show no change. The volume of business however is showing a most satisfactory improvement. It is expected that with favorable spring weather from now on this will be maintained, especially as a great deal of building is getting under way in all parts of the Dominion. As far as prices are concerned little alteration in the present figures is expected. Considerable business has been handled in the past week or two in wall finishes. As a seasonable line, activity in these lines is expected to continue from now on. Manufacturers state there is nothing to indicate that price changes are coming.

4-*cent Advance in Prices of Turpentine*

Toronto.

TURPENTINE.—An advance of four cents in turpentine features the market this week, due to the raising of the British embargo, heavy shipments overseas and news from the South regarding the effects an exceptionally wet season are having on the production of the new crop. No new shipments are coming to hand while the stocks at present held are moving steadily. There is every indication, it is stated, that the turpentine market will be very firm for the next sixty days and perhaps for even a longer period if weather conditions in the South continue unfavorable. The market advance commenced on Wednesday and some dealers believe there will be an upward tendency for some time. They report a steady volume of business. Quotations to-day show advances of 4c. making the price $1.06 per Imperial gallon in single barrel lots:

Turpentine—	Imp. gal.
1 barrel (barrel included)	$1 07
2 to 4 barrels (barrel included)	1 06
5 gallon lots	1 17

No Variations Shown in Glass or Putty Prices

Toronto.

GLASS, PUTTY.—Market quotations on window glass show no variations this week. Business has been fairly quiet but there are evidences of improvement. The discounts are shown in the current quotations.

No changes in prices of putty have been made. Quotations are as follows:

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 30	$5 55	$5 90
Do., 100 lb. irons	6 15	6 40	6 75
Do., 25 lb. irons	6 40	6 65	7 00
Do., 12½ lb. irons	6 65	6 90	7 25
Bladder, in barrels	7 05	7 30	7 65

Pure putty advance $2 per 100 lbs. over above prices.

EUROPEAN GLASS SITUATION

Considerable uncertainty exists in the minds of the Canadian trade, according to J. W. Hobbs, of the Consolidated Plate Glass Co., as to the present condition of the glass industry in Europe and the possibility of its very shortly resuming its export trade. So far as plate glass is concerned, these works are few in number and those which were not destroyed, were entirely dismantled. This industry being a machine industry, cannot be re-established quickly, and it may be taken as almost an assured fact that no European plate glass can be exported to Canada in 1919.

The window glass situation is somewhat different by reason of the fact that in Northern France and Belgium, where these factories were located, it is exclusively a labor industry and not a machine industry. The plants there are many in number and small in size. On the whole, they have not suffered as severely as was anticipated, but are more or less in a state of dilapidation by reason of four and a half years of inactivity. The difficulty in putting these plants into occupation exists in the absence of skilled labor, as many of these workmen have been killed and many others have left the scene of their former occupation. Railway sidings and other methods and means of transportation were removed by the Hun, and transportation facilities in this area were destroyed except such as were needed for military purposes. Soda ash requires to be brought from England and lumber from Norway, and other raw materials are difficult to get. In a survey of the situation made by the Banque Centrale of Antwerp, and based on the information received from several of the largest pre-war manufacturers of window glass, it is stated that transportation is far from being reestablished, and the restoration of the industries will rest with the Belgian Government and that of the Allies. Whatever productive capacity remains available in a very limited degree is manufacturing for the French Government, and it is scarcely possible that there will be any Belgian glass to export before the fall of 1919 at the earliest, and it is questionable if such glass will arrive in Canada for the fall trade, and until such time as Belgian glass can come into this market in substantial quantities, there is scarcely likely to be any alteration in the U. S. price to Canadian buyers.

ACTUAL BUSINESS DENOTES HEALTHY CONDITIONS

"There is activity all along the line, and this is taking the country in a general way. There is a good healthy increase, both in volume of business and in gallonage," said W. S. Fallis, managing director of the Sherwin-Williams Company of Canada, Limited, to HARDWARE AND METAL.

"We have every confidence in the future," continued Mr. Fallis. "There is nothing to warrant any but the greatest confidence in business conditions, and in every unit of our organization, this is justified, increases being made all through."

Mr. Fallis stated that there was no false optimism underlying his feeling regarding the outlook. Actual results have been of the most encouraging nature, and with the increased volume of business coming to hand it was possible to look into the season ahead with every hope that conditions would be satisfactory. Much would depend upon the individual having a faith in himself and in a growing condition in his own territory. It was quite the time for exercising a real, rational, hopeful outlook, and the results would take care of themselves.

In speaking of the tendencies for both mixed paint and varnishes, Mr. Fallis supported his expressions along this line, as already made. He said: "Instead of any weakness in price, nearly every day shows advances for some commodities in the raw state. There have been some minor changes in a few lines, but the increases have been many.

"Speaking of varnish, the market has been very high, and gums are especially so. Many of the ingredients are much higher than they were a year ago. On the other hand, there is a better basis for China wood oil, and this is because the great demands for war purposes are now past. With this relief there is a little better price basis than formerly. But in a general way we are trying to keep prices in this line down, even though it is costing more to make varnishes."

In speaking of labor outlay, Mr. Fallis stated that wage sheets were much higher than they had been last year, and that the totals were considerably in excess of the same period a year ago. "We do not feel that there is any justification in interfering with wages so long as living costs remain high, as they are to-day," said Mr. Fallis.

D. A. MACNAB SELLS INTEREST IN ORILLIA BUSINESS

D. A. Macnab, of Macnab Bros., Orillia, has disposed of his interests in the business to his brother, C. L. Macnab, and the business will continue under the name of Macnab & Sons. D. A. Macnab is a past president of the Ontario Retail Hardware Association.

Catalogue No. 21 issued by the Bonney Vise and Tool Works, Inc., of Allentown, Pa., contains sixty pages in which are listed the full lines of wrenches and vises made by the company. The catalogue is most attractively illustrated. Copies will be supplied to readers of HARDWARE AND METAL who are interested.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps 25% B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Canuck" Shells, Smokeless, $41 per M, net; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 12½% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.85; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.			
3/16.....	$ 6.00	18/16.....	$12.00
4/16.....	5.00	19/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
12/16.....	7.00	27/16.....	24.00
13/16.....	8.25	28/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/16.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 37½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augurs, add 10%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 10% to 12½% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.....	$13 25	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No 2, doz...	12 50	13 20
No. 3, doz...	13 50	14 20
No. 4, doz...	14 50	15 25

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BARS, CLOTHES

No. 4, dozen	$10 00
No. 5, dozen	12 00
No. 6, dozen	14 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30%.
Standard Quality, 30, 10%.
Side Lace Leather, lb..$1.70-$1.90
Cut Lace Leather, lb... 1.90- 2.20
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.....	$4 00
No. 2 x 50, lb.....	5 00
No. 3 x 60, lb.....	7 50
No. 4 x 100 lb.....	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, IRONING

No. 32, 5 x 12 in., doz...	$11 00
No. 35, dozen	25 00
No. 36, dozen	29 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 20%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 25%.
Machine Bolts, ⅜ in. dia. and smaller, larger lengths, 15%.
Machine Bolts, 7-16 in. dia. and larger, 5%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 30%.
Square Head Blank Bolts, 5%.
Bolt Ends, 5%.
Plow Bolts, 15%.
Elevator Bolts, 10%.
Fancy Head Bolts, 10%.
Shaft Bolts ($3 list), 10%.
Step Bolts, large head ($3 list), 10%.
Whiffletree Bolts, 10%.
Nuts, square, blank, add to list, $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%. Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. ...11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

Spring sheets, 24 gauge and heavier, base	$0 35
Rods, base ½ to 1 in., round	0 34
Tubing, seamless, base	0 42
Copper tubing, iron pipe size, base, ¾ in. up to 3 in.....	0 44

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy $14 75	
30-gal., Standard	12 25

BOARDS (Wash), Zinc

	Doz.
Pony	$2 60
Improved Globe	5 40
Neptune	5 40
Standard Globe	5 40
Original Globe	5 90
Jubilee	6 05
Newmarket King	6 05
Western King (enamel)	8 25
Beaver (brass)	7 60

F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 80 4.....	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list + 5%.
Triplex Spring Hinges, 20-10%.
Chicago Mortise Floor (5,000), 20, 7½ and 5%.
Chicago Relax Floor (6,000), 25-10-10-2½%.
Chicago Premier (4000), 12½%.
Chicago Ajax (3,000), 12½%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20%.
Chicago Screen Door (2000), 40-2½%.
Chicago Screen Door (3000), 16 2-3 %.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN

	Fire Welded Proof Coil Mont'l	Tor'to	Welded Mont'l	Tor'to
3-16 in...	$22.75	$17.00	$.....	$.....
¼ in. ..	16.75	14.50	21.75	23.70
5-16 in...	14.15	12.50	19.00	18.35
⅜ in. ..	13.00	11.50	15.90	14.00
7-16 in...	12.75	11.30	15.65	13.80
½ in. ..	12.50	11.15	15.50	13.65
⅝ in. ...	12.35	10.95	15.25	13.45
¾ in. ..	12.25	10.70	15.10	13.20
⅞ in. ..	12.05	10.60	15.00	13.10
1 in. ...	11.90	10.50	14.85	13.00

Electric Welded	B.B.	B.B.B.	
3-16 in.	$18.00	$19.00	$..... $.....
¼ in. .	14.95	16.00	16.20 .....
5-16 in.	12.55	13.50	13.80 .....
⅜ in. .	11.85	12.25	12.60 .....
7-16 in.	11.10	12.00	12.35 .....
½ in. .	10.95	11.80	12.20 .....
⅝ in. .	10.70	11.55	11.95 .....
¾ in. .	10.40	11.25	11.65 .....

Montreal and Toronto American Proof Coil Chain

	B.B.	B.B.B.
3-16 in.	$17.25	$.....
5-16 in.	14.25	17.25
⅜ in.	13.00	16.00
7-16 in.	12.75	15.45
½ in.	12.55	15.25
⅝ in.	12.25	.....

Electric Welded B.B.B.—Chain, ¼ in., $13.75; 5-16 in., $12; F.o.b. Toronto.

Cow ties, 20%; trace chains net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl. $2.80-$2.95 in car lots; $3.40-$3.50 bbl. in small lots.

Paris plaster, five-barrel lots $4.00; single barrel, $4.50. F.O.B. Toronto.

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0 $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto Hamilton, Fergus, London, St John, N.B.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

CHOPPERS, FOOD

Universal—Dozen—No. 0, $19.25; No. 1, $23.30; No. 2, $28.35; No. 3, $36.45.

Russwin—Dozen—No. 0, $19.20; No. 1, $23.40; No. 2, $28.20; No. 3, $36.60.

F. o. b. Montreal, Toronto.

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths..	$6.86
17—7-strand, 50 ft. lengths..	7 00
18—6-strand, 100 ft. lengths..	5 60
18—6-strand, 50 ft. lengths..	5 65
19—6-strand, 100 ft. lengths..	4 75
19—6-strand, 50 ft. lengths..	5 00

F.O.B. Montreal, Toronto, London.

COPPER .. ... Montreal Toronto

Casting ingot, see weekly report.

Rods, ½ to 2 in.	$28 00	
Plain sheets, base, 16 oz. and heavier	.....	.....
Copper sheet, tinned, 14x60 in., 14 oz...	34 00	36 00
Copper sheet, planished, base 16 oz. and heavier	50 00	

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs: No. 111, $1.55; No 121, $1.70; No. 122, $2.25; No. 127. $2.25; No. 100, $2.80 per dozen.

F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	71
No. 7, lb.	70
Nos. 8, 9, 10, 12	69

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal. Montreal Toronto

Ordinary,	52 sheets.	$ 8 50	$ 8 00
Do..	60 sheets.	8 60	8 10

	Apollo	Crown	Gorbals
18x24x52	....	....	
60	....	....	

COKE, TIN PLATES

	Peb-box
IC, 20x28 base	$20 00
IX, 20x28 base	23 00
IXX, 20x28 base.....	27 00
IXXX, 20x28 base.....	31 00

F.O.B. Toronto

Raven and Murex Grades—
IC, 20x28 base, 112 sheets..
IX, 20x28 base, 112 sheets..
IXX, 20x28 base, 56 sheets..
IXXX, 20x28 base, 56 sheets

(Nominal) f.o.b. Montreal.

TERNE PLATES

I. C. 20x28 112 sheets.....$20 50

F.O.B. Toronto.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50
Sleepmeter	1 65

F.O.B. Montreal, Toronto, London. Hamilton

CROWBARS, $10.50 per 100 lbs

DRILLS—

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank.

List each.			
1/8.....	$0.45	19/32.....	$1.20
5/32.....	.45	5/8.....	1.30
3/16.....	.50	21/32.....	1.40
7/32.....	.55	11/16.....	1.50
¼.....	.60	23/32.....	1.60
9/32.....	.65	¾.....	1.70
5/16.....	.70	25/32.....	1.80
11/32.....	.75	13/16.....	1.90
3/8.....	.80	27/32.....	2.00
13/32.....	.85	7/8.....	2.10
7/16.....	.90	29/32.....	2.20
15932.....	.95	15/16.....	2.30
½.....	1.00	31/32	2.40
17/32.....	1.05	1.....	2.50
9/16.....	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2.70	3/8	$8.50
1/8	3.00	7/16	10.50
5/32	3.50	1/2	13.00
3/16	4.00	9/16	15.50
7/32	4.50	5/8	18.00
1/4	5.00	11/16	21.00
9/32	6.00	3/4	24.00
5/16	7.00	7/8	30.00

Bit Stock Drills 45%
Blacksmiths', 1/2-in. shank.. 37½%
Straight Shank 37½%
Straight Shank, wire..... 37½%
Taper Shank 37½%

DOORS,
See Screen Doors.
F.O.B. Toronto.

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares.

FILES AND RASPS
Discounts below apply to list of Nov. 1, 1899. %
Great Western, Amer. 50
Kearney & Foot, Arcade..... 50
J. Barton Smith, Eagle..... 50
P.H. and Imperial 50
Disston Brand 40
Globe 50
Nicholson 25-27½%
Black Diamond 25-27½%
Delta Files 20
Firth Files 50
F.O.B. Toronto, Montreal, London and Hamilton.

FITTINGS
Cast iron fittings, 12½%; Malleable bushings, 28%; cast bushings, 28%; unions, 35%; plugs, 22% off list. Net prices Class B, black, 24c lb.; Class C, 16c lb.; galvanized, Class B, 33c lb.; Class C, 24c lb.
Toronto and Montreal.

GRILLS, ELECTRIC
Single heat, round $7 50
Three heat, round 8 25
F.o.b. Toronto.

GRINDSTONES Per 100 lbs.
Over 40 lbs. and 2 in. thick 3 00
Under 40 lbs. 3 25
Bi-Treadle, each 7 00
F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1".$11.25-$12.75	
Russet rope shank, 1¼ in...	13 85
Black rope shank, 1 in.....	13 75
Black rope shank, 1¼ in.12-50-13	85
Hand sewn, no shank, 1 in..	17 40
Hand sewn, no shank, 1¼ in.	18 75

Halters (Sisal)
7-16 in. gross, $24; 9-16 in., $36.
F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in.. $2.65 doz.

HAMMERS, SLEDGE
Can., 5 lbs. and over, cwt...$17 50
Masons, 5 lbs. and over, per cwt. 20 00
Masons, 5 lbs. and under.... 22 50
Napping, up to 2 lbs..... 25 00
F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)
All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neckyokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.
F.o.b. St. Thomas, London, Strathroy, Toronto, St. Marv's

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.....	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Perfect, No. 1½.....13 20-13	80
Storm King and safety hangers, doz	10 60
Steel track, 1¼ in. 9 00-12	00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC
Majestic, 1 Burner 7 50
Majestic, 2 Burner 11 25
F.o.b. Toronto.

HINGES, TEE AND STRAP
Heavy, Net Prices.

	Strap	Tee
	Doz. pairs.	
4-inch	$2 70	$2 30
5-inch	3 33	2 88
6-inch	3 60	3 24
8-inch	4 86	3 69
10-inch	8 64	6 57
12-inch	10 71	10 44
14-inch	12 24	10 62

Light, Net Prices, figured at discount 10%.

3-inch, doz. pairs..	$0 90	$0 90
4-inch	1 08	0 99
5-inch	1 26	1 17
6-inch	1 53	1 35
8-inch	2 25	1 60
10-inch	....	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6-in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.
Discount, 25%.
F.o.b. Toronto, London, Hamilton, and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOES. Grub $10 50 11 00

HOOKS, GRASS

	Canadian	English Fox
No. 2. per doz...$4	15	$5 00-$5 50
No. 3. per doz...	4 25	5 50- 6 40
No. 4. per doz...	4 35	6 00- 7 40
Little Giant	6 00	....- ....
Barden Patent ..	6 00	....- ....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No 1 and smaller Less 20c
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron ..	1-8	7 75	8 00
Heav yiron ...	6-8	7 75	....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Fetherweight "XL" steel ..	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight(front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS
Nos. 0, 1, 2, and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft..	$17 50
Corrugated, ⅝ in., 100 ft...	20 50
Corrugated, ¾ in.	$23 50
Corrugated, 1 in., 100 ft. ...	35 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS
Coppered wire, 3 in., $1.10 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL
See weekly report.

IRON, TINNED
Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots..	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished per set	$1 95
Mrs. Potts, No. 50, nickel-plated, set	2 10
Mrs. Potts, handles, japanned, doz.	1 65
Sad irons, common, plain, 3, 4, and 5 lbs.....	9 20
Sad irons, plain, 6 lbs. up....	7 00
Sad irons, common, plated..	5 50
Princess Electric, each. $4 00	4 10
Canadian Beauty Electric Irons—	
Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each....	4 25

F.o.b. Montreal, Toronto, London, Hamilton

LADDERS, Etc.

Step Ladders	Per ft
Perfect, 6 to 16 ft. only.....	$0 32
Hercules, 4 to 10 ft.	0 34
Hercules, 12 to 14 ft.	0 39
Faultless, 4 to 10 ft. only...	0 30
Ontario, 4 to 10 ft. only....	0 27
Shelf Lock, 4 to 8 ft. only....	0 22

Single and Fruit Picking

10 ft. to 16 ft.	20c ft
18 ft. to 20 ft.....	23c ft.
Chair ladders, each.....	2 00

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders

	Per ft.
20 to 32 ft.	$0 24
36 to 40 ft.	0 27
44 ft.	0 30
Over 44 ft.	0 40

F.O.B. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain ...'....	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (round reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short $0	95-$1 10
Cold blast	1 00- 1 10

3 doz. cases, 95c doz.z; 6 dozz. cases, 90c doz.

Cold blast, genuine ruby $4.75	

F.o.b. Toronto, London, Hamilton, and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2....$1	90-$2 00
Steel Thumb, No. 3....	2 50- 2 70
Steel Thumb, No. 4.....	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING) List Each

Canadian $10	00
Dowswell	10 00
Noiseless	15 50
Hamilton	12 00
Ottawa	10 50
Peerless	10 50
Snowball	15 00
Momentum	16 50
New Century, style A.....	16 50
New Century, style B.....	18 00
Playtime, engine drive.....	22 00
Ideal Power	28 00
Seafoam, electric ... .107	00
Seafoam, engine drive	49 00
New Idea, electric	134 00
Sunshine	9 50
Popular, No. 1	10 50
Popular No. 2	10 00
Economic	12 50
[illegible]	17 00
New Excell-All	18 00
Blue Bell, without stand....	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	50 50
Do., do., electric	108 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Perfection, engine drive....	55 50
Perfection, engine drive...	15 50
Gem	16 50
Winner, plain	13 50
Connor Improved	10 00
Jubilee	9 50
Canada First	19 00

Discount, 30% and 10%. Freight equalized with Montreal. Ottawa Toronto, Hamilton, Kingston, London and St. Marv's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2¼ x 5½ in..$1.00-$1	75
Carpenters', No. 3	5 80

F.o.b. Montreal, Toronto, Hamilton

MATTOCKS

Cutter, doz. $12 50	$13 25
Pick, doz. 12 50	13 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$29 40
No. 8, dozen	33 60
Universal—	
No. 4, doz. $38 10	39 60
No. 8, doz. 46 40	48 60

MOPS

O-Cedar, doz, net $12	00
Sprustex, No. 2, doz...$8 00	8 40
S.W. Mops, complete, doz. 5 25	5 40
Mop Sticks, doz., No. 8....	2 00
Cast Head Mop, doz.	2 00
Crescent, doz., No. 10.. 2 50	3 35
Crank wringing, doz.	8 25

F.o.b. Montreal, Toronto, Hamilton, London

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London Hamilton.

NAILS
List adopted July 10, 1912.
Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.95 base.
Freight equalized on above points.
F.o.b. Montreal, Gananoque, Collingwod and Owen Sound, $5.00 base.
Freight equalized on above points.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $5.10.
Sault Ste. Marie, Port Arthur, Fort William, $5.05 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. ad vance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.
Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.
Cut Nails—Montreal, $5.35 base; Toronto, $5.35 base; London, $5.35; Hamilton, $5.35; no equalization of freights.
Roofing Nails—American, large head, keg, $10; 25 lb. boxes, per 100 lbs., $10.50.
F.o.b. Montreal, Toronto, Hamilton.

NAILS (HORSE)
C Brand

Size	
Capewell—	Per 100 lbs.
No. 5	$23 00
No. 6	22 00
No. 7	21 00
No. 8	20 00
Nos. 9 to 12	19 00

Discount, 10%.

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
4	1¾"	10 00
3	1⅝"	$20 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY
List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch...	10 50	36 inch...	$15 00
30 inch...	12 75		

½ inch mesh and 22 ga. wire.
24 inch...$16 50 36 inch...$24 00
30 inch... 20 10

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

OAKUM

Best (American)	$21 00-$22 00
U.S. Navy (unspun)	
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	
U.S. Navy (spun)	21 50
Plumbers (spun)	$10 00- 10 50

F.o.b. Montreal, Toronto

OILS	**Montreal**	**Toronto**
Royalite, gal.	0 20½	0 19½
Palacine, gal.	0 23½	0 22½
Gasoline, net, gal.	0 34	0 33
	List	**Gallon**
Black oil (Summer)	0 19½	0 18½
Black oil (Winter)	0 20½	0 19½
Imperial Kerosene Tractor		0 60
Capital cylinder	0 62	0 61
Machine oil, regular grades	33½-42½	32½-41½
Standard gas engine oil	0 40½	0 39½
Paraffine	0 25	0 24

List, less 15% on above.

Polarine Oil, list	0 90
Polarine Oil, heavy, list	0 90
Gargoyle Mobiloil, list	1 33

List, less 25% on above.

Fuel oil, bbls. net	0 08½
Fuel oil, tank cars, net	0 07 7-10

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS
See weekly report.

PACKING	**Per lb.**
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER	**Per 400-lt. roll**
Dry Fibre, No. 1 roll	$1 10-$1 20
Dry Fibre, No. 2 roll	0 62- 0 65
Anchor Brand	1 20
Rosin Sized Sheeting, red	1 05
Do., blue	1 10
Tarred Fibre, No. 1 roll	1 25- 1 30
Tarred Fibre, No. 2 roll	0 77- 0 83
Surprise Fibre	0 67- 0 71
Tarred felt, per cwt.	4 10
Cyclone (dry)	1 20
Cyclone (tarred)	1 30
Joliet (dry fibre)	0 65
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeting (per 100 lbs.)	13½ 0 15
Carpet Felt, 16 oz., per 10 lbs.	$5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—	
5 to 6 lbs., doz.	$12 00
6 to 7 lbs., doz.	12 75
7 to 8 lbs., doz.	13 50
Rock—	
7 to 8 lbs., doz.	12 50

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in.	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 38.

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 00	$ 8 00	$.....	$.....
¼ in.,	4 68	6 81	5 28	7 41
⅜ in.,	4 68	6 81	5 28	7 41
½ in.,	6 21	7 78	7 06	8 63
¾ in.,	7 82	9 95	8 87	11 10
1 in.,	11 56	14 71	13 26	16 41
1¼ in.,	15 64	19 90	17 94	22 20
1½ in.,	18 70	23 76	21 45	26 74
2 in.,	25 16	32 01	28 86	35 20
2½ in.,	40 37	51 19	.....	.....
3 in.,	52 79	66 94	.....	.....
3½ in.,	67 16	84 18	.....	.....
4 in.,	79 57	99 74	.....	.....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in.	$28 86	$35 34	$32 56	$39 03
2½ in.	42 12	52 36	47 97	58 21
3 in.	55 08	68 47	62 73	76 12
3½ in.	69 00	86 94	78 20	96 14
4 in.	81 75	193 00	92 65	113 90
4½ in.	93 00	118 00	112 00	137 00
5 in.	108 00	137 00	130 00	159 00
6 in.	140 00	178 00	169 00	206 00
7 in.	233 00	292 00	219 00	268 00
8 L in.	193 00	244 00	230 00	281 00
8 in.	222 00	281 00	265 00	324 00
9 in.	266 00	336 00	.....	.....
10L in.	246 00	312 00	294 00	360 00
10 in.	317 00	402 00	379 00	464 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 45%.
4½" and larger, 40%.
4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.
4½" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list		$8 00
3 in., in 10-ft. lengths, list		9 70
4 in., in 10-ft. lengths, list		12 80
5 in., in 10-ft. lengths, list		17 50
6 in., in 10-ft. lengths, list		21 30

Net list.
F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD
See weekly report

PIPE (SOIL)

Medium and extra heavy pipe, 2 to 6 inch	15%
Medium and extra heavy fittings, 2 to 6 inch	25%
8 inch pipe and fittings	Net list

F.O.B. Toronto, Montreal

PIPE (STOVE)
See prices under Wares, etc.

PITCH

Pine, black, per bbl.	8 50
Navy pitch, per bbl.	0 00

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz bottles, doz., list	3 00
12-oz. bottles, doz., list	6 00
1-qt. can, doz., list	15 00
½-gal. cans, doz., list	24 00
1-gal. cans, doz., list	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 35 and 5%; Iron Burrs, 35 and 5%.

Copper rivets, usual proportion of burrs, add 15%; burrs, add 40%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	$2 30
Samson, 2-ply, roll	2 75
Samson, 3-ply, roll	3 30
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
R. S. Special, 3 ply	2 25
Amazon, 1-ply	2 05
Amazon, 2-ply	2 35
Amazon, 3-ply	2 65
Everlastic, 1-ply	1 80
Everlastic, 2-ply	2 10
Everlastic, 3-ply	2 40
Good Luck, 1-ply	1 80
Good Luck, 2-ply	2 10
Good Luck, 3-ply	2 40
McCombe Sp., 1-ply	1 75
McCombe Sp., 2-ply	2 00
McCombe Sp., 3-ply	2 25
Black Cat, 1-ply	2 05
Black Cat, 2-ply	2 35
Black Cat, 3-ply	2 65
Black Diamond Ready Roofing, 2 ply	1 12
Black Diamond Ready Roofing, 3 ply	1 38
Liquid roofing cement, per gal. in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 50
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto, London, Montreal.

ROPE	**Lb.**
Pure Manila basis	34
British Manila basis	30
New Zealand hemp basis	30
Sisal basis	27½

Above quotations are basis prices ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	54
Halyards	47
Hemp, deep sea line basis	47
Hemp, tarred ratline basis	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42
Italian rope basis	On application
Cotton, ¼ in.	0 81¾
5-32 in.	0 80¾
3-16 in.	0 66
¼-in. and up	0 65

F.o.b. Toronto, Montreal, Brantford London, Hamilton

RULES, BOXWOOD (LUFKIN)—

651B (68), $2.10 dozen; 751 (61), $2.70; 851 (51), $3.25; 771 (84), $6.35; 781 (62), $7.80; 861A (53½), $7.85; 852 (73), $5.10; 752B (7), $6; 386 (32), $6.90; 3851 (66½), $5.85; 465 (69), $1.80; 171 (36), $4.60.

F.o.b. Montreal, Toronto, London.

TAPES, MEASURING (LUFKIN)—

	Each
263, 50 ft. Challenge Steel	$3.95
103, 50 ft. Reliable Jr. Steel	4.05
243, 50 ft. Rival Steel	3.50
1243, 50 ft. Rival Jr. Steel	3.50
603, 50 ft. Metallic	3.00
604, 66 ft.	3.30
403, 50 ft. Linen	2.15
	Dozen
713, 50 ft. Ass Skin	5.40
714, 66 ft. Ass Skin	6.50
143, 3 ft. Steel Pocket	7.10
145, 5 ft. Steel Pocket	9.65
175, 5 ft. Linnine Pocket	5.55
165, 5 ft. Cotton Pocket	1.60

F.o.b. Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star Sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Toronto, Montreal.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 5 50	$0 20
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 5%: Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES	**Doz.**
Cast Steel	$15 00
Golden Clipper	16 00
Little Giant	17 00
Bush	15 50

F.o.b. Toronto, London.

SCREEN DOORS

Kasement, No. 1, 2 ft. 8 in., $28.80; 2 ft. 10 in., $30.00; 3 ft., $31.20; Nos. 2, 3 and 4, 2 ft. 8 in., $31.20; 2 ft. 10 in., $32.40; 3 ft., $34.20 dozen.

SNATHS	**Doz.**
00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F. H., bright	**72½**
Wood, R. H., bright	**69½**
Wood, O. H., bright	**69½**
Wood, F. H., brass	**87½**
Wood, R. H., brass	**82½**
Wood, O. H., brass	**82½**
Wood, F. H., bronze	**27½**
Wood, R. H., bronze	**25**
Wood, O. H., bronze	**25**
Square cap	**20**
Hexagon cap	**20**

Wooden Bench Screws

Dozen	**$7 00**

SHEETS, BLACK
See Montreal and Toronto report

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

10¾ oz.	$8 50
U.S. 28	8 10
U.S. 26	7 80
22 and 24	7 65
18 and 20	7 50
16	7 35
14	7 20

F.o.b. Hamilton and Toronto

Apollo Brand.	Montreal	Toronto
14 gauge		
16 gauge		
18-20 gauge		
22-24 gauge		
26 gauge		
28 gauge		
10¾ ozs.		

Add 25c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbam "best-best"
16			
18-20			
22-24			
26			
28			

Less 25c in case lots

SHINGLES **Per sq.**

Standard galvanized	$10 00
Standard painted	8 00

Discount 7½%.

SIDING METAL

Standard galvanized	$8 50
Standard painted	6 50

Discount, 7½%

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

SOLDERING COPPERS

Base, 3 to 8 lbs., 54½c., F.o.b. Toronto and Hamilton.

SOLDER, BAR
See Weekly Report

SPOUTS, SAP

Eureka, per M	$13 50 $16 50

STAPLES
See Wire Products.

STOVES

Oil Burning Cooking	**List each**
Perfection No. 32, 2-burner	18 75
Perfection No. 33, 3-burner	24 25
Perfection No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Discount 25% off list.

Freight allowed on shipments of 12 stoves.

McClary Glass Front Oven No. 70, each, net	4 25
Detroit Glass Front Oven No. 85, each, net	4 50

F.o.b. Sarnia, London, Toronto Ottawa

Oil Burning Heaters.	**List**
No. 525, each	7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list

Freight allowed on shipments of 24 heaters.

STRETCHERS, CURTAIN—

No. 33, per dozen	$34 50
No. 98, per dozen	18 50
No. 99, per dozen	23 00

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades..	25 and 25	25 and 25	25 and 25
Draining Tools	25 and 25	25 and 25	....
Hollow Back Scoops	25 and 25	....	25 and 25
Sand Shovels	25 and 25	....	25 and 25
Hollow Back Shovels	25 and 25	....	25 and 25
Hollow Back Coal Shovels	25 and 25	....	25 and 25
Riveted Back Scoops	25 and 25	25 and 25	25 and 25
Miners' Spring Point Shovels	25 and 25	....	....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades..	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	....
Hollow Back Scoops, No. 2, black	34.50	....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	....	30.00
Sand Shovels, No. 2, black	27.50	....	24.00
Hollow Back Shovels, No. 2, black	27.50	....	24.00
Riveted Back Scoops, No. 2 black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	....	....

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET — Bissell's Doz.

American Queen, Nickeled Fittings, Cyco Ball Bearing	$48 00
Club, Jap, Cyco Bearing	102 00
Champion, Nickeled Fittings	40 00
Champion, Japan'd Fittings	34 00
Grand, Nic., Cyco B.B.	61 00
Grand, Jap., Cyco B.B.	55 00
Grand Rapids, Nic., Cyco B.B.	45 00
Grand Rapids, Jp., Cyco B.B.	39 00
Parlor Queen, Nic., Cyco, B.B.	51 00
Princess, Nic., Cyco B.B.	46 00
Standard, Nickeled Fittings	42 00
Standard, Jap'd. Fittings	36 00
Universal, Nic., Cyco Bearing	43 00
Universal, Jap., Cyco Bearing	37 00

SWEEPERS, VACUUM — Bissell's Doz.

Grand Rapids, Nic.	$98 00
Household, Jap.	88 00
Superba, Nic.	114 00

F.o.b. factory Niagara Falls, Ont.,

Prices guaranteed by manufacturers against their own decline to June 30, 1919. Also stocked by jobbers.

SWEEPERS (ELECTRIC)

Steel frame	36 40
Aluminum frame	43 90
Attachments, set	8 25

F.o.b Toronto, Hamilton, London.

TACKS — Discount

Wire Tacks	60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 10%

Shoe findings list adopted July 5, 1917—Net list.

List of Capped Goods adopted Jan. 1, 1916..60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOASTERS, ELECTRIC

Canadian Beauty	$4 50
Upright, with rack	$6 40

TOOLS, HARVEST

Waverly, Wellandvale, Rixford.

Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount

F.o.b. Montreal, Toronto, Hamilton London.

TROUGH (EAVE)

O. G. Square bead and half round

Size in girth	Per 100 '		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10		Net List

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) — Doz. with chain

Victor, No. 1	$2 20
Jump, No. 1	2 95
Hawley & Norton, No. 1	3 45
Newhouse, No. 1	5 00

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER) — Per lb.

500 ft.	$0 22
550 ft.	0 23¾
600 ft.	0 25
650 ft.	0 26½

In 5-ton lots ¼c discount from above; 10 tons and upwards, ½c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb.	0 65½
4-ply, wrapping, lb.	0 69

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.o.b. Newmarket

VALVES — %

Ground work	40
Compression work, standard	45
High grade	41
Cushion work	40
Fuller work, standard	43
High grade	36
Basin cocks, No. 0 Standard	38
High grade	38
Bath cocks	48
Flatway stop and waste cocks, standard	47
High grade	45
Roundway stop and waste cocks, standard	45
High grade	45
Brass steam cocks, standard.	10% advance on list
Radiator valves, standard	10
D., removable seat	Net list
Patent quick opening valves.	30
Globe, angle and check valves, standard	Net
Do., Jenkins Disc, 5% advance	on list

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 40-10%.
Colonial, 27½%.
Imperial Ware, 27½%.
Pearl, 27½%.
Premier, net list.
Canada Ware, net list.
Diamond, net list. White Ware, 45%
Japanned Ware, list plus 30%.
Japanned Ware, White, list, plus 40%.
Plain and Jap Sprinklers, list plus 30%.
Barb $6.75
Stamped Ware, plain, 45%.
Stamped Ware, retinned, 40%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 45%.
Tinners' Trimmings, retinned, 40%.
Tinners' Trimmings, general, list plus 20%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list plus 25%.
Railroad Cans, list, plus 20%.
Pieced Tinware, C.B., list, plus 70%.
Sheet Iron Ware, list, plus 20%.
Pieced Ware, ordinary list, plus 50%. Fry Pans, 40%.
Spiders, steel, net list; cast iron, 10%.
Fire Shovels, Japanned, list, plus 20%.
Steel Sinks, painted list plus 25%
Steel Sinks, galvanized list plus 25%.
Light Galv. Pails and Tubs, list plus 30%.
Heavy Galv. Pails and Tubs, list, plus 20%.
Garbage Pails, list, plus 20%.
Jap. Coal Hods, list, plus 40%.
Galv. Coal Hods, list, plus 50%.
Paper Lined Boards, 30 and 10%.
Wood Lined Boards, 30%.
Stove Pipe, patent, per 100, 6 in., $22.28; 7 in., $23.87.
Common, made-up, per 100, 5 and 6 in., $24.67; 7 in., $26.07.
Polished, made-up, per 100, 5 and 6 in., ...; 7 in., ...
Stove Pipe Thimbles, 45%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.
Nickel-plated Ware, 50%.

F.o.b. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS

Round plain. Sizes given are size of hole. In boxes of 50 lbs., list prices, per 100 lbs.—¼-in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.20; ⅞ in., $18.20; 15-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 33 1-3 per cent. Net extras, 26 to 49 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb. per 100 lbs.	$5.50	$5.85	$5.50 $5.35
Section, ½ lb. per 100 lbs.	$5.50	$5.85	$5.50 $5.50
Solid, 3 to 30 lbs., per cwt.	4.25	4.25	3.75

WHEELBARROWS

Navvy, steel wheel, doz.	$58 20
Garden, steel wheel, doz.	58 80
Light garden, doz.	46 80

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Wire	Per 100 lbs.
No. 9	$6 15
No. 10	6 20
No. 11	6 25
No. 12	6 40
No. 13	6 50
No. 13½	6 50
No. 14	6 65
No. 15	6 90
No. 16	7 10

Stovepipe Wire

No. 18	9 00
No. 19	9 50

Smooth Steel Wire.

Nos. 0-9 gauge, base 5 75

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

List of extras in 100-lb. lots, net

Tinned wire, Nos. 17-25	$2 00
Nos. 26-31	4 00
Nos. 32-34	6 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 10

Oiled and Annealed Wire

No. 10	$5 91
No. 11	5 92
No. 12	6 05

Wire Bale Ties

No. 12	$6 25
No. 13	6 35
No. 13½	6 40
No. 14	6 50
No. 15	6 70
No. 16	6 95

Fence Wire

No. 9 pl. galv.	5 40- 5 75
No. 12 pl. galv.	5 55- 5 95
No. 13 pl. galv.	5 65- 6 05
No. 9 coil sp.	5 45- 5 85
No. 12 coil sp.	5 60- 6 00

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright	$5 50
Fence staples, galvanized	6 25

In 25-lb. boxes add 50c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00

Less discount of 12½%.

Bright poultry netting staples $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire	10%
Brass wire, 3 to 24 gauge, add	40%
25 to 36 gauge, add	25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls	$3 25
In 50-ft rolls	3 30
Galvanized, per 100 sq. ft. in 100 ft. rolls	4 75 5 50
Bronze, sq. ft.	0 14

F.o.b. Toronto, Hamilton, London

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 80
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 40
Eclipse	97 70

Discount off above list, 30% and 5%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal Toronto, Kingston, Hamilton, London, St. Mary's.

For zinc products and zinc sheets See weekly report.

WRENCHES

Trimo—	Doz. net		Doz. net
8 in.	$15 60	18 in.	$35 00
10 in.	17 40	24 in.	50 60
14 in.	24 45		

Coes—	Doz. net		Doz. net
6 in.	$14 60	15 in.	$35 00
8 in.	17 50	18 in.	46 60
10 in.	20 40	21 in.	56 80
12 in.	26 20		

Stillson—	Each	Doz. net
6 in.	$1 20	$14 00
8in.	1 35	15 60
10 in.	1 50	17 40
14 in.	2 10	24 45
18 in.	3 00	35 60
24 in.	4 35	50 60
36 in.	....	94 20
48 in.	....	139 20

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $8.90 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID
Bronzing liquid, No. 1 .$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE	Montreal	Toronto
Per lb.	13-14	15-16

COLORS (DRY)	Per lb.
Raw Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Raw Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Imp. green, 100 lb. kegs	0 25
Chrome green, pure	0 35
Chrome yellow	17-31
Brunswick green, 100 lb. k..	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100 lb. k..	0 06
Venetian red, best bright	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry	0 15
Golden ochre, 100 lb. kegs..	0 06½
White ochre, 100 lb. kegs..	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	3½-5
French ochre, barrels	0 06
Spruce ochre, 100-lb. kegs	7-8c
Canadian red oxide, bbls	2 -2¼
Super magnetic red	2¼-2½c
Vermillion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

1 lb. tins—	
Venetian red	0 21
Indian red	0 35
Chrome yellow, pure	0 53
Golden ochre, pure	30-32
French spruce ochre, pure	25-28
Greens, pure	28-35
Siennas	0 32
Umbers	0 32
Ultramarine blue	0 52
Prussian blue	1 50
Chinese blue	1 50
Drop black	0 30
Ivory black	0 31
Signwriters' black, pure	0 40
Lampblack	0 40
Marine black, 5 lb. irons	0 20

F.o.b. Montreal, Toronto.

ENAMELS (white)	Gal.
Duralite	$6 50
Albagloss	3 50

GLUE	Per lb.
Brantford All Round Glue—	
Case No. 7—50 1-lb. pkgs	$25-00
Case No. 8—100 ½-lb. pkgs	28 00
Case No. 9—200 ¼-lb. pkgs	35 00

Discount.
French medal (prices withdrawn)

English common sheet	32-34
English prima	35-38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	28-30
Ground glue, No. 2, 112-lb. bags	22-24
Do., No. 2, less than bags	24

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 20 to 25%.

Sheet glass, 5 to 10%. Cash 2%. F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE	
Plates up to 1 foot, each	$0 80
Plates from 1 to 2 feet, each	0 90
" 2 to 3 "	0 95
" 3 to 4 "	1 15
" 4 to 5 "	1 35
" 5 to 7 "	1 50
" 7 to 10 "	1 70
" 10 to 12 "	1 75
" 12 to 15 "	1 85
" 15 to 25 "	1 95
" 25 to 50 "	2 15
" 50 to 75 "	2 20
" 75 to 90 "	2 25
" 90 to 100 "	2 30
" 100 to 120 "	2 60
" 120 to 140 "	2 90
Plates 101 to 110 wide containing not over 100 ft. each	3 00
Plates 111 to 120 wide containing not over 100 ft., each	3 40
Plates 101 to 110 wide containing over 100 ft., each	3 40
Plates 111 to 120 wide containing over 100 ft., each	3 75

Trade Discount, 25%.
City deliveries, 33 1/3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS
Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 20c advance per 100 lbs. F.o.b. London and Windsor, 40c per 10 0lbs. F.o.b. Toronto and Hamilton, 30c per 100 lbs. F.o.b. Fort William and Port Arthur, ... per 100 lbs.

Maritime differential 35c per 100 lbs over Montreal.

	Montreal	Toronto
Anchor, Pure	$16 00	$16 30
Crown Diamond	16 00	16 30
Crown, Pure	16 00	16 30
Green Seal	16 00	16 30
Ramsay's Pure	16 00	16 30
Moore's Pure	16 00	16 30
Tiger, Pure	16 00	16 30
O.P.W. Dec. Pure	16 00	16 30
Red Seal	16 00	16 30
Decorators' Pure	16 00	16 30
O.P.W. English	16 20	16 50
Elephant Genuine	16 50	16 80

B.B. Genuine Lead, less than tons, $17.45, Toronto; $16.90, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)		
Genuine, 560-pound casks, per cwt.	$13 50	$14 50
Genuine, 100-pound kegs, per cwt.	14 25	15 50
Less quantity	15 50	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE

	Per pound Dry	Paste
Barrels, 600 lbs.	$....	$0 21
200s	0 32½	....
100s	0 33	0 22
50s	0 33	0 23
25s	0 34½	0 23
10s	0 35	....
5s	0 36	0 25
2s	....	0 26½
1s	0 39½	0 29
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton and London.

MURESCO
Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $9.00.
F.o.b. Toronto.

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white	$4 20
Elephant, colors	3 80
B.H. English, white	4 30
B H. English, colors	4 05
B.H. Floor	3 50
B.H. Porch Floor	4 05
Minerva, white	4 15
Minerva, colors	3 90
Crown Diamond, white	4 05
Crown Diamond, colors	3 80
Crown Diamond, floor	3 50
B.H. Fresconette, white	3 35
B.H. Fresconette, colors	3 25
Moore's House Colors, white	4 05
Moore's House Colors, colors	3 90
Moore's Egyptian Paint, all colors	3 25
Moore's Floor Paint	3 50
Moore's Sani-Flat	3 00
Moore's Mooramel	6 50
Jamieson's Crown Anchor	3 55
C.P.C. Pure, white	4 30
C.P.C. Pure, colors	4 05
O.P.W. Canada Brand, white	4 05
O.P.W. Canada Brand, colors	3 75
O.P.W. Canada Brand, floor	3 50
O.P.W. Flat Wall, white	3 35
O.P.W. Flat Wall, colors	3 25
Ramsay's Pure, white	4 15
Ramsay's Pure, colors	3 85
Martin-Senour, 100%, white	4 30
Martin-Senour, 100%, colors	4 05
Martin-Senour, Porch Paint	4 05
Martin-Senour, Neutone, white	3 35
Martin-Senour, Neutone, colors	3 25
Senour's Floor Paint	3 50
Sherwin-Williams, white	4 30
Sherwin-Williams, colors	4 05
Sherwin-Williams Floor	3 50
Flat Tone, white	3 35
Flat Tone, colors	3 25
Lowe Bros., H.S., white	4 30
Lowe Bros. H.S., colors	4 05
Lowe Bros. Hard Drying Floor	3 50
Mellotone, white	3 50
Mellotone, colors	3 35
Sanitone, white	3 35
Maple Leaf, white	4 30
Maple Leaf, colors	4 05
Maple Leaf, floor	3 50
Pearcy's Prepared, colors	3 50
Pearcy's Prepared, white	3 75

F.o.b. Montreal, Toronto.

PARIS GREEN	Per lb.
In barrels, about 600 lbs.	0 48
In kegs, about 250 lbs.	0 48½
In 50 lb. and 100 lb. drums	0 49
In 25 lb. drums	0 50
In 1 lb. packets, 100 lbs. in case	0 52
In ½ lb. packets, 100 lbs. in case	0 54

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY	Montreal Standard	Toronto Less than tons
Bulk, in casks	$5 60	$5 90
Bulk, 100-lb. drums	6 45	6 75
Bulk, 25-lb. drums	6 70	7 00
Bulk, 12½-lb. irons	6 95	7 25
Bladder, in bbls.	7 35	7 65

Ton lots standard are 35 per, hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2 cwt. advance.
Ottawa prices are 20c, Hamilton 30c London and Windsor 40c per 100 lbs over Montreal quotations.

ROSIN	
Barrels, 100 lbs.	$8 00
Less, per lb.	0 10

SHELLAC	
Pure White, gal.	5 15
Pure Orange, gal.	4 75

Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$3 30
B H. Vanisher	3 00
Cumoff	3 30
Takof	3 25
O.P.W. Presto	2 75
Lingerwett	2 80-3 25
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES Per gal. cans
No. 1 Furniture extra, barrels, $1.10-$1.21 gal.; gal. tins ..... $1.32-$1.44

B.H. Stovepipe Varnish, Anchor, ½ pints, per doz.	1 40
Depend-on, list	3 50
B.H. Maritime Spar, list	7 90
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.	
Elastilite	3 50
Granitine Floor Finish	3 50
Hydrox Spar	3 60
Sun Varnish	2 60
Sun Spar	4 60
Sun Waterproof Floor	3 40
Jasperite Interior and Exterior	3 00
Jasperite Pale Hard Oil	2 25
Jasperite Indestructo Floor Varnish	3 00
Jamieson's Copaline	3 00
M-S Marble-Ite Floor	3 20
M-S Wood-Var	4 40
M-S Double Spar	4 50
M-S Finest Interior	3 50
Elastic Interior	2 60
Mar-not	3 40
Quick Action House	2 40
Rexspar	4 60
Sear-Not	3 50
Kyanize Spar	4 00
Kyanize Cabinet Rubbing	3 50
Kyanize Interior	3 50
Luxeberry light	3 50
Luxeberry granite	3 50
Luxeberry spar	4 00
Ramsay's Universal	2 92
Crown Diamond Floor	2 60

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 07
Coralite, 5-lb. pkgs., colors	0 07½
B.H. Frescota, 5-lb. pkgs., white	7 80
B.H. Frescota, 5-lb. pkgs., colors	8 40

F.o.b. Montreal, Toronto.

WASTE
Cream, Polishing $0 20

WHITE

XXX	0 19
XX	0 18
X	0 16½
XC	0 15
Japanese	0 14
XXX Extra	0 19½
XX	0 18¼
XLCR	0 17
X Empire	0 15½
X Press	0 14

COLORED

No. 5	15
No. 1	0 13½
No. 7	0 12
No. 1A	0 10¾
No. 1B	0 09½
Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular	0 11
Keen	0 09½

Above lines subject to trade discount for quantity.

WAX	Per lb
C. & B. Floor Wax	$0 40
B.H. Wax	0 40
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 45
Old English	0 53 0 62
Johnsons	0 57 0 62
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Edwards, lb.	0 40
Ramsay's	0 45
S. & W.	0 54
Crown Diamond	0 45

F.o.b. Montreal and Toronto.

WHITING	
Plain, in bbls	$2 50

F.o.b. Montreal, Toronto, London.

Gilders, bolted, in bbls.	$3 00
WOOD ALCOHOL . per gal.	
In five gallons	$1.80-$1.90
In barrels	1.70

$4 extra for barrels
F.o.b Montreal, Toronto, London.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regale Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 26c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Rouble Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $11.25 per 100 lbs.

BAR IRON

Bar Iron—$5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 15-2½%.

Agricultural or No. 1 leather belting, 30-10-7½% off list.

Standard, 27-10% off list. Extra 27%.

"The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.60 per lb.; cut, $1.80 per lb.; rawhide, sides, $1.55; cut, $1.75.

Blue Stone (Vitriol), 11¾c.

BOLTS

Carriage, ⅜ and smaller, up to 6 inch, 20%; over 6 inch, 10%; 7-16 inch and larger, net list; machine, ⅜ and under, up to 6 inch, 25%; over 6 inch, 15%; 7-16 and over, 5%; machine set screws, 20%; plough bolts, 10%; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $19.20; ¼, $16.25; 5-16 in., $13.75; ⅜, $12.75; 7-16, $12.35; ½, $12.25; 9-16, $12.25; ⅝, $12.00; ¾, $11.65; 1 in., $11.40; Logging, 5-16 in., $15.55; ⅜, $14.55; ½, $14.05; tie-out, 47½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 35
Lookout	1 75
Sleepmeter	1 85

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 76 lb.

DRILLS

Bit stock, 37½%; Blacksmith, ½ in. round shank, 25%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.10; 10 in., $6.80; 12 in., $8.00.

Conductor pipe, 2 in., per 100 ft., $7.15; 3 in., $8.65; 4 in., $11.40.

ENAMELWARE

See Wares.

FILES

Globe	Discount 40-5%
Nicholson Gen.	Discount 30%

FITTINGS—Malleable.

Class A	60%
Class B and C, off new list	60-10%
Bushings	10%
Unions	25%
Nipples 4" and under	40%

FORMALDEHYDE

400-lb. bbls., 32c lb.; 200-lb. bbls., 33c lb.; 100-lb. bbls., 34c lb.; 10-lb. jugs, $3.75 each; 5-lb. jugs, $2.00 each; 2-lb. jugs, 85c each.

GALVANIZED WARE

See Wares

GLASS, WINDOW

	Single	Double
Up to 25 in.	$15 50	19 50
26 to 40	16 50	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	21 50	27 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 05
Cold Blast, regular	1 05

GRINDSTONES

Per 100 lbs., $3.50.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 15% off.

Corrugated Strap Hinges — 4 $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherweight, $9.95.

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$10 00
28 Am. or 26 Eng.	9 60
26 Am. or 26 Eng.	9 30
24	9 15
22	9 15
18 and 20	9 00
16	8 85

IRONS, SAD

Common Sad Irons, 8 lbs., 11c uer lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$2 00
Mrs. Pott's No. 50, set	2 15

Mrs. Pott's common and iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

15% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz. $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $12.40.

LEAD WASTE, $13.40.

LATCHES—THUMB, STEEL

	Doz.
2	$1 90
3	2 50
4	4 75

Barn Door

5	2 95
8	3 20
9	5 50

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	....
New Century B	....
New Idea	....
Snowball	....

Prices on application.

MATTOCKS

Pick, $13.85; cutter, $13.85.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 75

MOWERS—LAWN

	14 in	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 60	.....
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $5.35 base; Winnipeg, $5.85 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	$6 30
30 in.	7 65
36 in.	9 00
2 in. mesh x 24 in.	3 05
30 in.	3 60
36 in.	4 20
48 in.	5 60
60 in.	6 95
72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.75; 36 in., $6.10; 48 in., $7.25; 60 in., $8.50; 72 in., $9.75.

NUTS

Square, small lots, blank, tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 52c.

PAINTS

Stephens' Out White, $4.45; Stephens' House, $4.20; Stephens' Floor, $3.65; Silkstone colors, $3.40; Silkstone white, $3.50; Stephens' Barn Paint, $1.45.

POLISH

O'Cedar —

	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00

Liquid Veneer—

4 oz.	$2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page)

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 ft.	Black	Galv.
¼ inch	$ 5 40	$ 7 74
⅜ inch	5 50	7 88
½ inch	7 38	9 10
¾ inch	9 32	11 60
1 inch	13 77	17 20
1¼ inch	18 63	23 22
1½ inch	22 28	27 77
2 inch	30 00	37 40
2½ inch	48 10	59 80
3 inch	63 87	78 20
3½ inch	81 80	.....
4 inch	96 90	.....
4½ inch	113 00	.....
5 inch	131 40	.....
6 inch	171 00	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $9.25; full polished, ...; 18 x 24, half polished, $9.25; full polished, ... 20 x 28, half polished, $9.50; full polished, ...

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 7, 60c lb.; No. 8, 61c; No. 10, 66c; No. 12, 71c.

Five-lb. assorted boxes, No. 8, 68c; No. 10, 73c lb.

Copper Burrs, No. 7, 60c; No. 8, 61c; No. 10, 66c; No. 12, 71c. and over, 71c lb.

ROPE

Sisal, 28¼c base; pure Manila, 35¼c base; British Manila, 31¼c base; lath yarn, 28¼c base; African hemp, 31¼c base; cotton rope, ¼ and over, 71c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90

B. & A.—

00, 0	$0 37	$6 75
½	0 40	7 15
1	0 45	8 10
1½	0 52	9 45
2	0 60	10 90
2½	0 70	12 50
3	0 80	14 30

SASH BALANCES (Caldwell). 10% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 25%. Set Screws, 20%.

SCYTHES—	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—

No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—	Doz.
Grand Rapids, Nic.	$101 00
Household, Jap.	91 00
Superba, Nic.	117 00

F.o.b. Jobbers' Warehouse, Winnipeg. Prices guaranteed by manufacturers against their own decline to June 30, 1919.

STEEL SHEETS, BLACK

10 gauge	$7 05
12 gauge	7 10
14 gauge	7 15
16 gauge	7 25
18-20 gauge	7 80
22-24 gauge	7 85
26 gauge	7 90
28 gauge	8 00

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., $15.05 per doz.; D.H. Rd. Pt., $15.05 per doz.; L.H. Sqr. Pt., $15.05; L.H. Rd. Pt., $15.05; Bulldog & Jones, D.H., Rd. Pt., $16.30; D.H. Sqr. Pt., $16.30; L.H. Rd. Pt., $16.30; L.H., Sqr. Pt., $16.30; L.H., Rd. Pt., $16.30; Black Cat and Crescent Scoops—No. 4, $19.00 doz.; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50; Moose & Jones Scoops, No. 4, $19.90; No. 6, $20.90; No. 8, $21.40.

SOLDER. Per ound, 36 to 37.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $6.05 at Fort William, $6.45 Winnipeg; galvanized staples, $6.85 Fort William, $7.25 Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes $5.50 base. Band steel $5.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

15% on list.

TACKS. Carpet, 65% list.

TIES, Cow, 10%.

TIN AND TERNE PLATE—

20 x 28 I.C. box	$23 50
20 x 28 I.X. box	27 00
20 x 33 I.C. box	28 50
20 x 33 I.X. box	32 50
Terne plates	24 00

TRAPS, GAME—	Doz.		
	Victor	H.& N.	Jump
No. 0	$1 95	$....	$....
No. 1	2 30	3 60	3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 75	10 00	....

TUBS—	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 72
Cotton, 3-ply, balls	0 76
Cotton, 4-ply, cones	0 75
Cotton, 4-ply, balls	0 79

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40% discount.

Colonial, Imperial, Pearl, 0% discount.

Premier, Canada, Diamond, plus 12½%.

Whiteware, 40% discount.

Japanned Ware, list, plus 40%.

Japanned Ware, white, list, plus 50%.

Japanned Sprinklers, list, plus 40%.

Stamped Ware, plain, 40% discount.

Stamped Ware, ret'd, 33 1/3% discount.

Pieced Tinware, ordinary, list, plus 65%.

Pieced Tinware, copper bottoms, list, plus 85%.

Sheet Iron Ware, list, plus 30%.

Light Galv'd Pails and Tubs, list, plus 40%.

Heavy Galv'd Pails and Tubs plus 30%.

Jap. Coal Hods, list, plus 50%.

Galv'd Coal Hods, list, plus 60%.

WASHERS—

Iron, small lots, 33% off list plus $1.50; full boxes, iron, 33 1/3% off list plus $1.00.

WHITE LEAD—

Decorators' pure, ton lots, $16.90; less than ton lots, $17.25.

WIRE, BARB—

Lyman, 4-point, $5.05 Winnipeg; Glidden Cattle, 2-pt., $5.10 Winnipeg; Baker, 2-pt., $4.80 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; plain galvanized; Winnipeg, No. 9, $6.00; No. 12, $6.15; coil spring, Winnipeg, No. 9, $6.05; No. 12, $6.20.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN—

Bale ties, 14 gauge, single loop $7.65 Winnipeg; $7.25 Ft. William Brass snare wire, per lb., 80c.

WIRE, ANNEALED—

No. 9, $6.75; 10, $6.80; 12, $6.95; 14, $7.15; 15, $7.25; 16, $7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 6 70
8 in.	8 00
10 in.	9 40
12 in.	12 00
15 in.	16 80

Perfect Handle—	
6 in.	15 00
8 in.	18 00
10 in.	21 00
12 in.	27 00
15 in.	36 00
18 in.	48 00

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$ 1 05
8 in.	1 20
10 in.	1 30
14 in.	1 85
18 in.	2 60
24 in.	3 80
36 in.	7 05

Trimo—	
10 in.	$1 50
14 in.	2 10
18 in.	3 00
24 in.	4 35

Always Ready—	Dozen Black	N.P
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS—

Eze, $62.55 per doz. Reliance.



Stephens'
REGISTERED TRADE MARK



Paints That Sell!

"That's Satisfaction"

Stephens' Paints satisfy the dealer in an abundance of repeat orders.

Stephens' Paints satisfy the customer because—they are easily applied—cover much surface and are remarkable in their wearing qualities.

Used by wise consumers and sold by live dealers.

Our standard of uniform, high quality ingredients, our most careful process of manufacturing and our exacting tests have made possible the **Stephens' Guarantee.**

A Stephen's Agency will mean more paint sales and greater profits for you. Write us for particulars.

G. F. STEPHENS & CO., LIMITED

Paint and Varnish Makers

WINNIPEG AND CALGARY

In The SPRINGTIME

FULL MEASURE, FULL QUALITY, FULL VALUE



MARTIN-SENOUR 100% PURE PAINT & VARNISHES

— when your customers call for paint

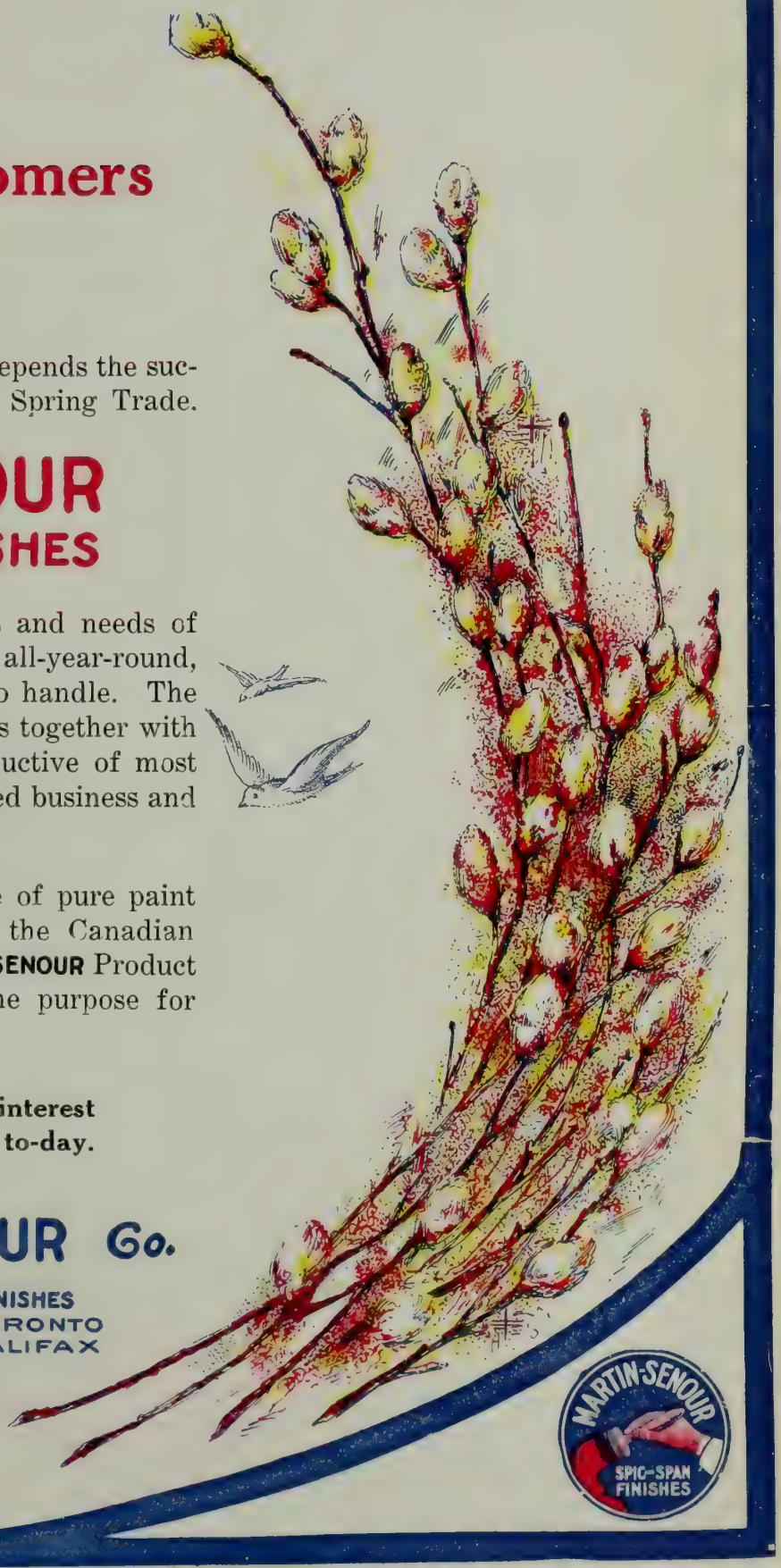
On the preparations you make now depends the success of your Paint Sales during the Spring Trade.

MARTIN-SENOUR
PAINTS AND VARNISHES

will not only meet all the demands and needs of your Spring Trade, but will prove all-year-round, profitable and easy sellers for you to handle. The excellent high quality of our products together with our unusual selling service are productive of most satisfactory results in greatly increased business and larger profits for our Dealer-Agents.

We are pioneers in the manufacture of pure paint and still first in the estimation of the Canadian consumer. Each and every **MARTIN-SENOUR** Product is fully guaranteed to best serve the purpose for which it is made.

Our Agency proposition will interest you. Write for particulars to-day.



The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
WINNIPEG VANCOUVER MONTREAL TORONTO HALIFAX

TRADE
ELASTICA
MARK.



THE ONE PERFECT
FLOOR FINISH

WHERE QUALITY COUNTS!

The wise dealer places *Quality First* in the choice of stock for his paint and varnish department. In fact it is necessary, to the maintenance of the customers' good will, and future business expansion.

Best results will be obtained in your paint and varnish department by stocking

ELASTICA TRADE MARK QUALITY PRODUCTS

They offer the dealer the greatest opportunity for increased business during the coming year.

A complete line of paint and varnish products, backed by our selling helps, unusual service, publicity of the strongest nature and bearing a "trade mark" that has been recognized as the standard of perfection in varnishes for many years.

We have an attractive proposition worthy your careful consideration. It will pay you to represent us in your district. May we tell you why? Write us for particulars to-day.

INTERNATIONAL VARNISH CO. LIMITED.

Vancouver Halifax TORONTO Montreal Winnipeg









CANS



for

Meats Vegetables
Milk Syrup Fish
Paint Etc.

PACKERS' CANS

Open Top Sanitary Cans

and

Standard Packer Cans with Solder-Hemmed Caps

A. R. Whitall Can Co.

Limited

MONTREAL, CANADA















BOECKH'S

HOUSEHOLD BRUSHES and BROOMS

Boeckh's Brushes and Brooms have earned their reputation.

Year after year thousands of practical housekeepers buy Boeckh's Brushes for one reason—and only one—Boeckh's cannot be equalled for service, satisfaction and length of wear.

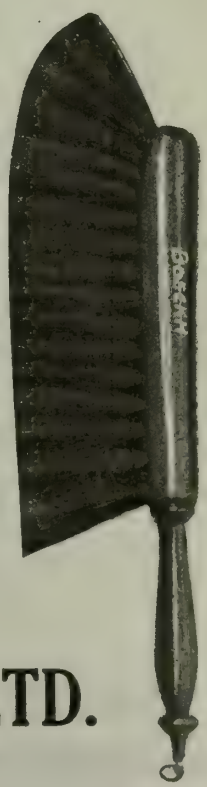
The name "Boeckh" is backed by sixty years' experience in the manufacture of brushes and brooms.





STOCK and display Boeckh's Brushes. The selling season is at hand and the demand will be increased by our national advertising campaign.

Remember, we are willing and ready to co-operate with our dealers in every possible way to make more Boeckh Sales.



THE BOECKH COMPANY, LTD.

TORONTO CANADA

Extravagant Statements?

DISAPPOINTMENT and failure go hand in hand to meet the Dealer endeavoring to increase sales through Extravagant Statements.

The days of unwarranted claims and extravagant statements are over. The public knows what it wants. Goods are judged on their merits.

"Moore's Paints and Varnishes sell on their merits."

Back of every Dealer with a Moore Paint Agency there is one of the largest Paint and Varnish Manufacturing concerns on the American continent, and a product that takes second place to none.

The proof of this assertion is conclusively evident in the rapid and steady growth of the Benjamin Moore Company since its inception 30 years ago.

During the trying period of unusual war conditions our business increased 100 per cent. A substantial increase of paint and varnish sales to dealers selling to consumers, and not war-contract business. Another proof of the confidence in our ability to meet the public demand for High Grade Paints and Varnishes.

We feel proud of the favor our products have won with the public.

Benjamin Moore

A Challenge!

THE three fundamentals upon which Moore's Paints and varnishes are constructed and which has enabled them to give a maximum efficiency are—Durability, Covering Qualities and Appearance.

For some time we have been throwing out our "Acid Test Challenge" and the fact that no one has taken it up proves that our paints are known to be the equal of any paint on the market.

ACID TEST

We understand there are some of our friends who make the statement that "Moore's House Colors are a second grade paint." We are perfectly willing to paint the outside of a house with our paint, providing those who claim our Paints are inferior will paint the outside of a similar house, under similar conditions, with the same quantity of their paint, and if Moore's House Colors do not stand up as well as theirs, we will pay for the painting of both houses, providing of course, that they agree to do the same thing.

This *Acid Test* still stands to protect the Public, our Dealers and Ourselves.

The quality of our products remain unchallenged. The Dealers' interests command our first consideration.

We are formulating plans for greater things in the future. We anticipate even greater successes. Do you desire a share in them? We believe you should.

& Co., Limited, West Toronto

Printing Ink Dry Colors

Electrical Insulating Liquids and Compounds







MAPLE LEAF
FINISHES THAT ENDURE
QUALITY





MAPLE LEAF

Paints and Varnishes

Made in Canada

Manufacturers of

Maple Leaf Brand Paints and Varnishes

Maple Leaf Paint.
Maple Leaf Flat Wall Colors.
Maple Leaf Colors in Oil.
Maple Leaf Creosote Shingle Stains.
Elastilite Varnish.
Granitine Floor Finish.
Orolite Oil Finish.
"Floglaze," the finish that endures.

The Imperial Saving System and Maple Leaf Quick Drying Coach and Automobile Colors

Primers.
Fillers.
Coach Enamels.
Colors in Oil.
Colors in Japan.
Body Varnishes.
Gear Varnishes.
Rubbing Varnishes.
Finishing Varnishes.

We also Manufacture

Japans.
Driers.
Enamels.
Lacquers.
Paint Dry Colors.
Printing Ink Dry Colors.
Insulating Varnishes.
Electrical Compounds.
Stains
Wagon and Implement Colors.
Wagon and Implement Varnishes.

Write us for color cards, descriptive literature and prices.

THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

Lowe Brothers Paints

Don't expect your customer to think of everything he needs while in your store

—A casual suggestion from you may lead to a substantial paint sale.

YOU can be reasonably certain that every man who comes into your store has more or less need of paint for his house or his barn, silo, farm implements, or his fences, wagons, carriage or automobile. But he does not ask for paint because he does not realize he needs it until you suggest it, or he sees his neighbor painting.

To greatly increase your paint sales, make it a point when you are serving a customer to inquire about his paint needs.

Of course, your suggestion, to be successful, should be seasonable.

For instance, this is the best time of the year for the repainting of autos and carriages. You know who have automobiles or buggies. Lowe Brothers' Auto-Gloss will make them look like new. A little reminder to these people when they come into the store may be all that is necessary to sell them.

The same with floor paint. This is the best time to paint floors—before the muddy days of spring. Walls and ceilings should be painted now, before the outside of the house is done.

Suggest Lowe Brothers' "Hard Drying" Floor Paint and "Vernicol" for the floors; "Vernicol" and enamels for the woodwork, and our beautiful "Mello-tone" for walls and ceilings.

Another thing—this is only the beginning of the painting season, and these little reminders to your customers will not only increase your paint sales, but may keep your customers away from your competitors who might have the foresight to suggest their own brands of paint.

A glance over your paint shelves will be all that is necessary to give you and your clerks some pretty good selling ideas.

Lowe Brothers, Limited

Dayton New York Chicago Boston Kansas City Minneapolis Atlanta

SHERWIN



S-W-P

Products Are Wanted By Your Customers

From your shop to the user is a quick move for S-W Products. Your customers want them. They mean a steady, quick, profitable turnover.

From painting the barn, the house, the motor car, to doing over the floors, doors, chairs, tinting the walls, renewing the veranda furniture—making the whole place clean and bright with shining new coats of paint—there is no end to the helpfulness of

SHERWIN-WILLIAMS PRODUCTS

The ready-to-use paints, so easy to apply—the germ-proof, washable Flat-Tone for interior walls—Commonwealth Barn Red for Barns, S-W Varnisn and Varnish Stains—Mar-Not (for floors)—Scar-Not (for furniture and woodwork) and Rex-par Varnish (for outside work)—Preservative Shingle Stains—all S-W Products—for use inside and outside from roof to cellar—keep making new customers for you all the time. They are not only the most popular, but the best Paint and Varnish Products. Be forearmed for the demand—and get your stock in **now**.

The Sherwin-Williams Co.
of Canada, Limited

Paint, Varnish and Colour-Makers. Linseed Oil Crushers.
Montreal—Toronto—Winnipeg—Vancouver—Halifax—Calgary—London, Eng.
897 Centre St., Montreal, Que. 110 Sutherland Ave., Winnipeg, Man.

A Right Quality Product for Every Purpose

WILLIAMS PRODUCTS

The S-W-P Trade Mark Brings the Crowd



Same old story—every Spring—the rush is for Sherwin-Williams Paints and Varnishes that renew everything about the place and make everything **fit to face the sunshine.**

An S-W Window gets the people **irresistibly.** All the people who pass your store in the glorious Spring sunshine, and all the farmers and folk from the rural communities round about are possible customers for you. Therefore, dress your windows. If you want suggestions, write and let us show you what our staff of artists and advertising men have prepared—everything has been thought out for **your** profit.

Lose no time in getting your windows and your counter and store displays in shape for the Big Spring demand. Good windows and display to tie up with our Big National advertising campaign will bring you new customers every day.

The Sherwin-Williams Co.
of Canada, Limited

Paint, Varnish and Colour-Makers. Linseed Oil Crushers.
Montreal—Toronto—Winnipeg—Vancouver—Halifax—Calgary—London, Eng.
897 Centre St., Montreal, Que. 110 Sutherland Ave., Winnipeg, Man.

A Right Quality Product for Every Purpose

BUY W-S-S WAR-SAVINGS STAMPS

DA-COTE means an enamel which dries in one day. "Paint it this afternoon—run it out new to-morrow" is the DA-COTE slogan.

This broad band is the color of the contents of the can. An aid to customer and salesman. A most attractive package. "The label shows the color."

Motor Car Enamel is your big opportunity for spring. Several thousand cars need painting and most owners will paint their own cars in this economy year.



OUR NEW PRODUCT IS READY

For months, our chemists and varnish experts have been perfecting Da-cote. Back of those months of special effort is over fifty years' experience in making the finest of materials for finishing coaches and automobiles.

Da-cote is designed for the amateur or professional painter. It flows on smoothly, leaving no brush marks, and dries over night. It produces a fine, hard, glossy elastic finish which will withstand exposure, dust and washing. Da-cote is furnished in black, white, and eight standard shades.

Da-cote is being heavily advertised in all the leading magazines. There is bound to be a big demand for it.

Prices, discounts, and terms competitive with other lines of motor enamels.

Write or wire collect for 10 gallon standard assortment together with window displays and dealers' helps. The season is on—every day lost may mean lost sales.

THE DOUGALL VARNISH COMPANY LIMITED

"The varnish that lasts longest"

Montreal **Canada**

Associated with
MURPHY VARNISH COMPANY
U. S. A.



A Quality—economy trade mark

IN all wood finishing operations the matter of durability should be carefully considered by the varnish buyer, as upon this depends the ultimate cost to the user.

The question is not only how the finish will look, but how long will it last.

The long wearing period of Berry Brothers' Varnishes, Enamels, and Stains permits economy without any sacrifice of beauty or utility.

The "Berry" trademark is a valuable sales help for the dealer because it is so widely known and trusted by all varnish buyers.

PARTIAL LIST OF DISTRIBUTORS OF BERRY BROTHERS' PRODUCTS

Wood, Vallance, Ltd. - - Winnipeg, Man.	Sanderson Pearcy & Co., Ltd. - Toronto
Wood, Vallance & Adams, Ltd., Calgary, Alta.	Frank A. Gillis Co. - - Halifax, N.S.
Revillon Wholesale, Ltd. - Edmonton, Alta.	A. M. Bell & Co., Ltd. - - Halifax, N.S.
Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.	Sumner Co., Ltd. - - Moncton, N.B.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.	Lariviere, Inc. - - - Montreal, Que.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.	L. H. Gaudry & Co. - - Quebec, P.Q
Whites Co., Ltd. - - Collingwood, Ont.	

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties

WALKERVILLE, ONT.

(743

Your Contented Customer



The woman who uses Canada Paint, C. P. Varnishes and C. P. Sun Varnish Stains about the house is the contented woman—your contented customer. She cannot praise these splendid house-cleaning helps enough—she tells all her friends and neighbors how she has given another lease of life to that old hardwood floor, or this cabinet or that chair—how easily and quickly it was done.

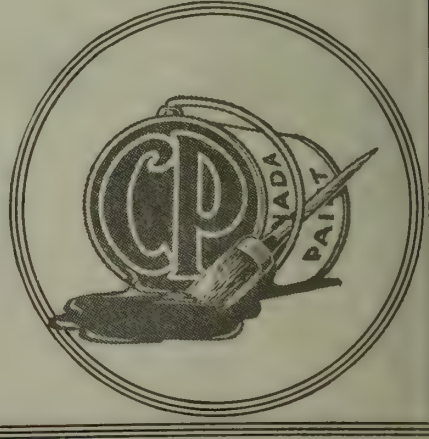
She is especially active each Spring, making her home immaculate with spotless new paint—tearing down old wallpaper, tinting her walls with the velvet-textured Sanitone, brightening up the radiators and other things with aluminum and gold paint—getting hints from our Free Decorative Service.

Canada Paint Lines

have proved their worth to her. They will prove their worth to many *new* customers this Spring.

How are your stocks? Have you a good supply of Canada Paints, C. P. Sanitone, C. P. Homestead Liquid Red, C. P. Varnish, C. P. Sun Varnish Stains, etc.?

There is no time like the present to secure for yourself all the benefits derived by pushing the Canada Paint Lines.



The Canada Paint Co.
Limited

Makers of the Famous ELEPHANT BRAND White Lead

572 William Street
Montreal

112 Sutherland Ave.
Winnipeg

Your Enthusiastic Decorator

Canada Paint is the choice of the expert Decorator. It gives the best results with the least trouble. Ready mixed—mixed as no decorator is able to mix his own paint by hand—ground by the most modern machinery—given the most severe test by a staff of expert chemists and paint men before being approved, C. P. Lines can be relied on to do a thorough and good-looking job every time.



In every way, C. P. lines are beyond improvement. You will find the expert decorator always enthusiastic about Canada Paint and Canada Paint Auxiliaries. He will be especially enthusiastic about

C. P. Sanitone

For Walls and Ceilings

BUY W·S S WAR-SAVINGS STAMPS

Its soft, rich tints give great opportunity for harmonizing combinations, never failing to please. He likes C. P. Sun Varnish Stains, too, particularly well, and is an excellent outside salesman, bringing you many new customers—if you keep a good stock of C. P. Lines always on hand.

Ask about our Agency proposition and our advertising helps—window-trims, store displays, and direct mailings.

The Canada Paint Co.
Limited

Makers of the Famous ELEPHANT BRAND White Lead

572 William Street
Montreal

112 Sutherland Ave.
Winnipeg

SELL



RAMSAY'S

"The Right Paint



A Few of Our Lines That Will Help Boost Your Spring Business

A. Ramsay & Son Company

77 Years Making Paints and Varnishes

Toronto **Montreal** Vancouver

Revillon Wholesale Ltd., Distributors
Edmonton District



PAINT To Paint Right"

This year is going to be a big year for the paint dealer. Ramsay's Paints and Varnishes possess the necessary selling qualities to make 1919 a record year for your paint department.

Link up your business with our aggressive advertising, our high quality products and our unusual service to the trade.

Sell the right paint or varnish to paint or varnish right.

Send your orders early and thus be assured of your share.

Inquiries solicited

A. Ramsay & Son Company

77 Years Making Paints and Varnishes

Toronto **Montreal** **Vancouver**

Revillon Wholesale Ltd., Distributors
Edmonton District

O.P.W.



PAINTS & VARNISHES FOR EVERY PURPOSE

OUR FOUR LEADERS

Canada Brand Pure Paints
(Registered and Protected)

Canada Brand Floor Paints
(Registered and Surpassed by None)

Jas-per-Lac Specialties
(Registered--The Present-Future Finish)

Jas-per-ite Varnishes
(Registered--The Present-Future Varnish)

Jas-per-lac
The Present-Future Finish

Floor Enamels | Art Enamels
Lac Shades | Auto Enamels

The excellence of these finishes must be seen to be appreciated. Finishes that are well worthy the name Jasper-lac which stands for **"High Quality."**

Nothing but the best of ingredients are used; mixed by experts into an unusual product with a distinctive reputation for merit. There are good profits for you in selling them. Ask us why!

Manufactured only by

OTTAWA PAINT WORKS
MANUFACTURERS LIMITED
TORONTO OTTAWA VANCOUVER
TORONTO BRANCH 135 DUCHESS STREET



FOR WALLS

Instead of Paint, Kalsomine or Wall Paper

You must have some kind of wall finish.

Why not specialize on the old reliable kind?

Alabastine has been advertised nationally for 38 years, more widely this year than ever.

The wholesale price has not and will not be advanced this year. A uniform retail price has been put into effect.

Retail Price, Tints and White

65c. for full size pkg. } **Ontario, Maritime Provinces**
35c. for half size pkg. } **British Columbia**

70c. for full size pkg. } **Manitoba, Saskatchewan**
40c. for half size pkg. } **Alberta**

Send us a list of your painter customers. We have a big premium offer we want them to know about. They can't get this premium unless they buy from you.

The Alabastine Co. Paris, Limited

Paris, Ontario

JAMIESON'S

CROWN ANCHOR

PREPARED PAINTS READY TO USE

And Varnishes, too

A good line of paint can successfully back up a good line of varnish, and vice versa. Link up in the minds of your customers your leading line of paint and your leading line of varnish. Then the quality of the one becomes an earnest of the quality of the other.

Merchants who have made Crown and Anchor Paint and Varnishes their leaders have found these two a combination that builds business on that surest of foundations—consumer-satisfaction. If your leading varnish and your leading paint bear the same mark you have a double-barrelled trade booster. One advertises the other.



Write us about the agency in your town

R. C. Jamieson & Co., Ltd.

CALGARY MONTREAL VANCOUVER

Owning and Operating P. D. Dods & Co., Limited

The Amazing Story of an Amazing Success

How Men Were Turned from Skeptics to Boosters

"SOME people have said 'There's nothing new under the Sun,' but I want to tell you that what I'm showing you IS new. No one in this room ever saw its like before!"

The speaker of the above words stood in the auditorium of the Royal Connaught Hotel in Hamilton. He threw out his challenge boldly. He held a place of prominence on a slightly raised platform in the end of the great room.

In the exhibition room the speaker's eyes flashed with enthusiasm as he noted the intense interest on the faces before him. In one hand he held a highly-varnished panel of wood, finished in its natural color; in the other hand he held an ordinary paint brush. He punctuated his remarks from time to time by passing the brush with a single stroke down the glossy surface of the wooden panel in his hand. Every stroke worked a transformation. One turned the beautiful natural grain into a soft mahogany finish; another stroke produced dark oak; another stroke, and the panel presented a light oak finish; another brought out the grain in a delicate, soft green—the finish that is so coveted, and is so difficult to produce perfectly.

Seven strokes in all were made by this modern Aladdin, and seven distinct finishes appeared on that single piece of wood as if by magic.

Art Mason (for it was no less a personage than the Standard Paint & Varnish Co.'s sales wizard) was having the time of his life. He was perfectly happy, for he stood amongst the celebrities who had gathered at the big Retail Hardware Men's Convention in Hamilton, which opened on February 16th, 1919. He never knew that he was a natural-born orator before, but, like many another whose praises are unsung, he never was inspired before. True, he had held forth on many a station platform describing his feelings towards railway companies, generally, in languages both eloquent and lurid, as he awaited a belated train, but this burst of eloquence was different.

He could hardly believe the wonders he worked, himself. He often experienced a slight heart flutter as he drew the brush across the varnished wood, thinking: "Gosh! wouldn't it be fierce if it failed to work this time?"

But it always worked.

A stout, grizzled man stood beside him. It was he who placed the glass receptacles within easy reach of the orator, handy for him to dip his brush into as he demonstrated the stains they contained. That stout man was the real wizard. It was he who invented the transparent liquid which held the audience spell-bound.

"I can make the stain," confided the inventor to the Manager of the Standard Paint and Varnish Co., "but I can't shoot the bull."

"We will send our best 'bull fighter' along with you," promised the manager, and he promtply sent for Mason.

They made a great team—that pair. The delicate compliment of the manager had caught Art's fancy, and he became such an expert "shot" that he scored about a dozen bull's eyes a minute. As Art left the room with the inventor there was a regular stampede for Room 1012, where their regular exhibit was spread out.

"What'll you take for the exclusive territory for those Solvent Stains?" was the question hurled at the pair from every angle during the next several hours.

Far into the night the Standard Paint's representative wrote orders for the "Absolutely New" invention of the age. As the last weary waiter in the line begged on bended knee for territory already taken, Art Mason crumpled up with pain.

A physician was hastily called.

'Humph!" grunted the medico after a cursory examination. "Absolutely the worst case of writer's cramp I ever saw."

It was a pale, but happy, Mason who was unloaded at the Standard Paint & Varnish Co.'s office in Windsor two days later, his good, right arm in a sling.

"Ja-get all the orders?" he asked the Manager.

"Orders? Eh! What!! Is that you Mason?"

Mason smiled feebly and flapped his uninjured wing.

"Yes, yes, should say so. By the way, Mason, you'd better lay off for a day or two until we fill all these orders. You need a rest anyway. Pay goes on just the same."

This is just a simple little story of the experience of the traveller who demonstrated the most wonderful stains that were ever put on the market. The most wonderful thing about them, is that they can be put on over the highest varnish finishes, and they in no way injure that finish. They penetrate the wood to an amazing depth, are indestructible, and can be applied by the veriest novice with success.

They can be used as a Flat Stain or Wood Dye over new wood and finished either with a wax or glass finish, but if the surface is painted or varnished they will penetrate and stain equally as well as on bare unfinished wood. With most Stains it is necessary to use a ground color before staining and this eliminates the grain of the wood, while the Windsor Solvent Stains can be applied without this Ground Color, making only one application necessary. Another big feature of these Stains is their good drying properties. Other Stains require from six to twenty-four hours in which to dry, while the Windsor Solvent Stains will dry absolutely hard in two hours and dust proof in fifteen minutes. They contain no Varnish and have no sticky nature and their easy flowing properties enable the novice to do very satisfactory work without showing laps.

The paramount thought when first these Stains were produced was not only to put the best quality in the goods, but to also adopt a package that was attractive and convenient. The large mouth patent top bottle was the result and in order to satisfy the wants of the smallest as well as the largest users, they can be had in packages from quarter pints up.

They give the biggest profit of any stain on the market and sell at popular prices.

Did you get your territory reserved?

DO IT NOW! SEND FOR MASON.

STANDARD PAINT & VARNISH CO., LTD.

WINDSOR, ONT.

Pearcy's Prepared Paint "Hillcrest" Finishes



"HILLCREST" VARNISHES

Attractively packaged line of high-grade varnish made in various grades for all purposes, of which "Elastic Oak" is a leader. Prices of "Elastic Oak" are: Net, ½ pints, 24c each; pints, 40c each; quarts, 70c each; half gallons, $1.30 each; gallons, $2.45 each.



CARRIAGE VARNISH PAINT

Splendid material for finishing carriages, automobiles, porch furniture, etc. Made in seven standard shades. Dries with a hard, durable finish, high gloss. Prices are: Net, ½ pints, 28c each; pints, 48c each; quarts, 85c each.



"HILLCREST" SPANISH ENAMEL

A pure white enamel manufactured especially for inside decoration. Dries with high gloss and works freely under the brush. It makes a splendid finish for chairs, tables, etc. Prices are: Net, ¼ pints, $2.00 doz.; ½ pints, 28c each; pints, 50c each; quarts, 95c each; half gallons, $1.80 each; gallons, $3.50 each.

Don't let the smallness of your order interfere with you giving any or all of these lines a trial.

We have an excellent city truck service and can deliver on short notice to any part of the City of Toronto as enclosure.

Make out your order to-day and try the Sanderson-Pearcy Service—may be just what you need.

SANDERSON PEARCY & CO., LIMITED

272 Van Horne St. (Corner Dufferin St.), West Toronto, Ontario



HILLCREST ALUMINUM PAINT

Has been tested out thoroughly and proven without doubt the best on the market. Covers well and gives a bright, silvery finish to range boilers, pipes, radiators, etc. Prices are: Net, ⅛ pints, $1.68 doz.; ¼ pints, $3.00 doz.; ½ pints, 46c each; pints, 90c each; quarts, $1.70 each.



"HILLCREST" VARNISH STAIN

On a par with any of the best high-grade varnish stains on the market. Dries hard in twelve hours with a durable gloss. Will give a handsome imitation of natural wood. Prices are: Net, ¼ pints, $1.50 doz.; ½ pint, 18c each; pints, 35c each; quarts, 60c each.



PEARCY'S PREPARED PAINTS

One of the oldest and most reliable prepared paints on the market to-day. Has been giving satisfaction for over 40 years. Forty select shades. Prices are: Net, ½ pints, 25c each; pints, 47c each; quarts, 90c each; half gallons, $1.75 each; gallons, $3.50 each.

MEAKINS BRUSHES

A tradesman takes pride in his brushes. Nothing but the best meets with his approval. They must be worthy his special care and careful handling.

With the Meakins line of high quality brushes to back you up, you can satisfy the most particular. No apologies to be made to dissatisfied customers.

Meakins' Brushes always satisfy. The bristles "cannot loosen," they are securely fastened by our Rubberset process. The workmanship and materials are of unusual high standard. Our Brushes are made strong and durable. Give unusual service and last an uncommon length of time.

We can offer the dealer a large and varied selection to choose from, at prices that enable him to make splendid profits.

Write for catalogue. Order from your jobber

MEAKINS & SONS, LIMITED

Hamilton Ontario Canada

Warehouses: Winnipeg London Toronto Montreal

Harland's Enamels

Imported Snow-White

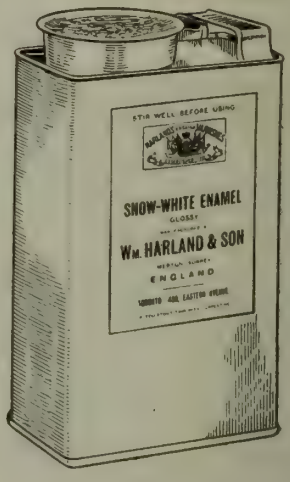


H.M.S. "RENOWN" painted from bow to stern, inside and outside, all over, with HARLAND'S IMPORTED SNOW-WHITE GLOSSY ENAMEL

OFF WITH CAMOUFLAGE

BACK TO PRE-WAR FINISHES

Snow-White Enamel is used by the British Navy, the largest Atlantic liners, and wherever the architect demands the finest enamel finish.



WM. HARLAND & SON

MERTON, ENGLAND

BUFFALO, N.Y. - - - - TORONTO, ONT.

Harland's Varnishes

ESTABLISHED 1791

Wm. Harland & Son were well established when Napoleon was overthrown.

They have lived to see the overthrow of the Kaiser.

Harland's Varnishes have stood the test all of these years.

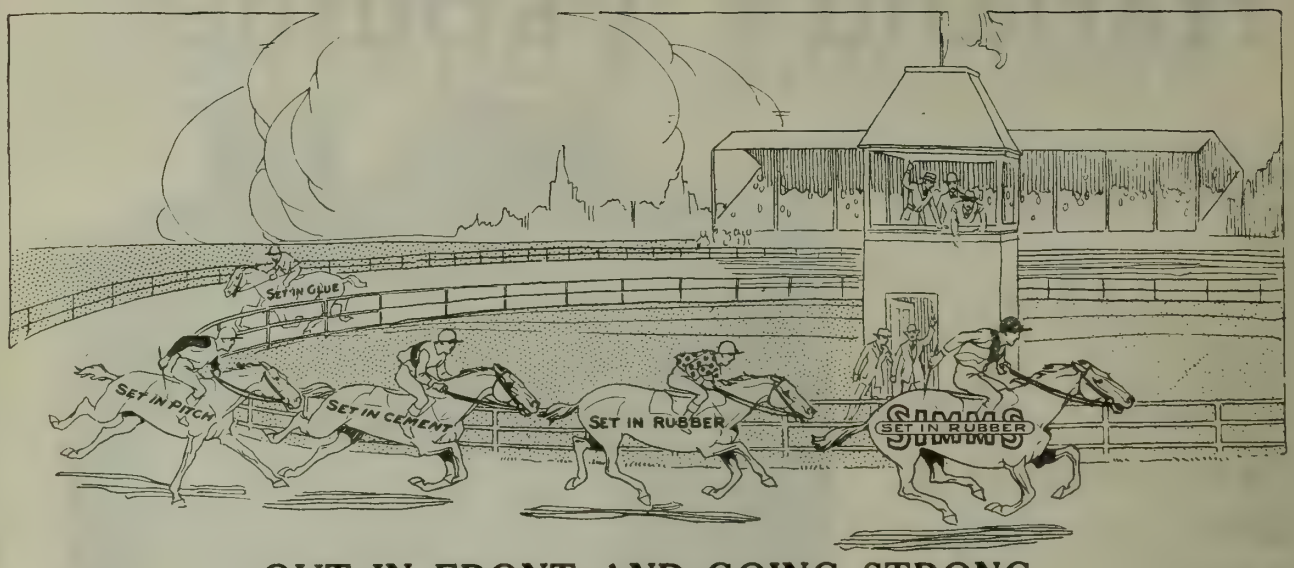
The **Harland** Seal is a guarantee of quality.



WM. HARLAND & SON
MERTON, ENGLAND

BUFFALO, N.Y. - - - - TORONTO, ONT.

TRAINING WILL TELL



OUT IN FRONT AND GOING STRONG

TRADE SIMMS SET IN RUBBER MARK

IS CONFIRMING THE OLD ADAGE THAT "TRAINING WILL TELL"

The qualities represented by this trade-mark are the results of intensive training. Training in every branch of the brush business from the selection of the crude bristles, lumber and other materials, through the many manufacturing processes down to the finished product—a product of real art in brush making.

Training is ever in process; training to conserve time through improved machinery, modern methods and standardization of output, thereby keeping the costs down and training in quality workmanship, finesse in detail and finish, and in the many little operations that are necessary in the making of a perfect mechanics' tool, thereby keeping the quality up.

It took us years of constant effort to perfect our process of setting in rubber, and it cost us a pile of money. Anyone can set a brush in rubber, but very few can do it well. So also can anyone shoot a gun, but not every shooter can bring home the antlers.

A burned, scorched or unevenly rubberized brush is worse than the old pitch or glue-set brush that, before the invention of the setting in rubber process, we were all compelled to use, but a properly made set-in rubber brush is a perfect working mechanics' tool. Be sure you get them by carrying

"BETTER BRUSHES"

MADE BY

T. S. SIMMS & CO., LTD., St. John, N.B.

Branches at Toronto, Montreal, London



ROSIN

from the White Gum Forests of the South direct to the Consumer

ROSIN Our Grades conform strictly to Savannah Board of Trade Standard Types.

Car Load prices furnished on application

TURPENTINE Pure Gum Spirits. We are direct importers, and Guarantee Purity.

LINSEED OIL Shipments direct from crushers if desired.

Rosin and Turpentine Stocks Carried in Toronto

At our prices you may save money.

Ontario Oil & Turpentine Co., Limited

Naval Stores Importers

We solicit the manufacturers' and jobbers' trade only and do not ship in less than barrel lots.

2004 Dundas Street West, Toronto, Ontario

TURPENTINE

A FEW OF OUR LEADING LINES

Pratt and Lambert's Varnishes
Berry Bros. - - Varnishes
Crown Diamond Paints
White Lead
Dry Colors
Turpentine
Putty
Oils

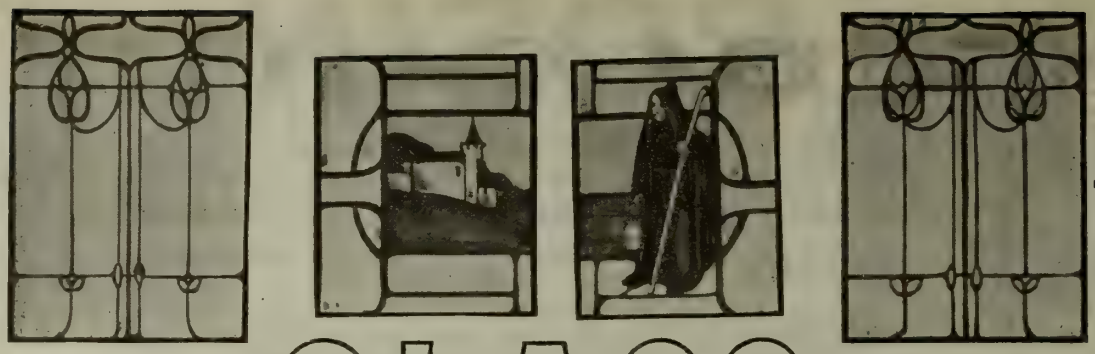
O-Cedar Products
Liquid Veneer
Old English Floor Wax

Window Glass
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Send your orders and enquiries to

STEWART & WOOD LIMITED

82-84 York St., Toronto, Ont.



GLASS

Now is the Time to Sort up on

WINDOW GLASS

ALL WEIGHTS

16-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce and 39-ounce.
WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS.
WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE, MIRRORS, FIGURED, WIRED, LEADED AND WINDOW GLASS.
CATALOGUES AND PRICE LISTS FREE ON APPLICATION. WRITE, PHONE OR WIRE YOUR WANTS.

HOBBS MANUFACTURING COMPANY, LIMITED

MONTREAL TORONTO LONDON WINNIPEG

CREOSOTE SHINGLE STAINS

Do You Buy From the Jobber or Manufacturer?

Does Someone Share the Profit With You?

You Can Buy Direct From the Largest Manufacturers of SHINGLE STAIN and MORTAR COLORS in Canada.

Write for Prices. *Dealers Only.*

MANTON BROTHERS

TORONTO, CANADA.

THE DURABLE PRUDENTIAL WALL FINISH

There are so many ways in which **Prudential Wall Finish** may be used that it becomes a fixture among the necessities of the home. It can be used in any room of the house, from the ordinary walls of the kitchen to the most delicate fresco of the drawing room.

Prudential Wall Finish is not only a household necessity but also the most ideal covering medium for public buildings of all descriptions.

It is easily applied—colors are permanent (white stays white)—is germ-proof—can be washed with soap and water, and presents a pleasing appearance at all times.

Made by the largest paint and varnish manufacturers in Western Canada, and backed by a guarantee that protects you in every way.

May we send you a color card with complete information and prices?

BAPLAC MAKES OLD THINGS NEW

BAPLAC Varnish Stain both stains and varnishes with one application, and the results are far superior to regular varnish.

To the amateur painter, where time and money count, **"BAPLAC"** makes a tremendous appeal. It need not be applied by an expert.

BAPLAC may be used on old or new floors, and is a great reviver of old furniture.

You can't go wrong on this line. It will earn you splendid profits, and the satisfied customers it's bound to create will add more "good business" to your store.

Send a postal to-day for full particulars and prices.

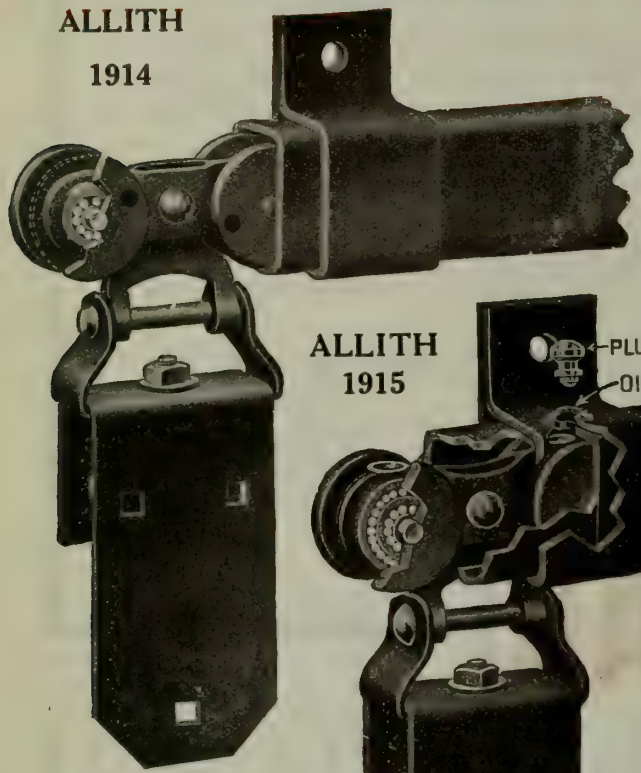
Write for Our Agency Proposition

BRITISH-AMERICA PAINT CO. LIMITED

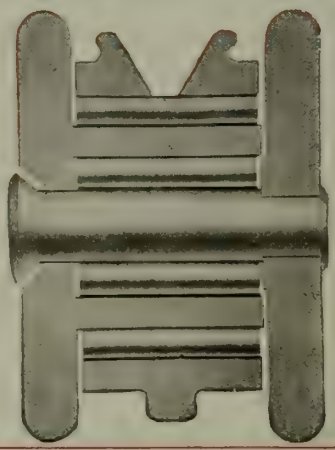
VICTORIA VANCOUVER CALGARY EDMONTON REGINA

There is door hanger business going after by your salesmen—

ALLITH
1914



This shows end section of track with fitting to prevent trolley from running off end of track.



Sectional View of Hanger



ALLITH
1915



The above is a sectional view of 1915 trolley roller bearings showing the oil hole which allows rollers to be easily lubricated.

(Shown above) is square track hanger with four wheeled trolley which when operated on the round grooves eliminates friction and gives perfect balance. Each wheel is fitted with roller bearings.

(To the right) is made on same plan as 1914 hanger but each wheel has double set of roller bearings which may be lubricated easily from oil hole shown in illustration

"ALLITH" 1914 and 1915

These are two very popular hangers, both made on the same principle and operating on the same style of track—square, adjustable, with round grooves on which trolley moves easily and without friction.

The 1915 style has advantages over the 1914 inasmuch as the wheels are fitted with double instead of single roller bearings and provision has been made to properly and easily lubricate the wheels.

They are both excellent hangers with ready sale. All they need is demonstration to your customers to sell.

Order a few sets to-day.

ALLITH MANUFACTURING COMPANY, LIMITED

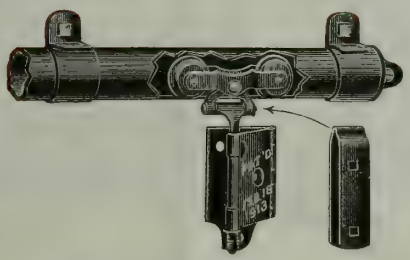
HAMILTON, CANADA

Richard H. Faulkner, 34 Victoria St., Toronto, Ontario Representative; H. E. O. Bull, 184 Mance St., Montreal, Representative in Eastern Provinces; Marshall, Wells, Co., Ltd., Western Provinces; F. E. McFeely, Vancouver, for British Columbia.

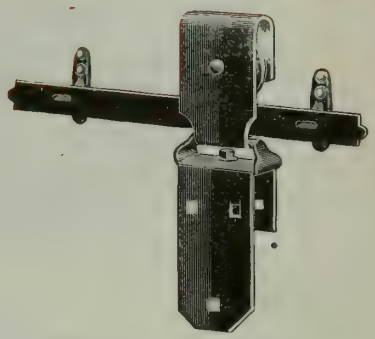
in your district that only needs turn the sales with the "Allith" range



THE "RELIABLE"
Especially adapted for factory doors. Made in sizes 1, 2 and 3. It sticks to the track, never binds.



"ALLITH" TROLLEY
—wind-proof, storm-proof track. Track is made of 14-gauge high carbon steel. Made with plain hasp or flush hinge.



NO. 130 HANGER
Boiler plate steel frame. Hanger pendent is flexible, allowing for adjustments. 3½ inch wheel with roller bearings for 1¼ x 3-16 track.

Put on an early spring drive for door hanger business

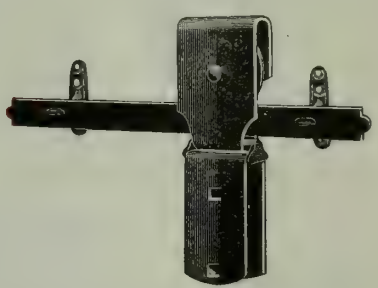
Don't wait until the doors are all ready to be hung on those new barns, driving sheds and garages before you go after the hanger business. Now is the time to start something and get your customers thinking.

First, get the stock and, second, show it. Show the ALLITH Range of hangers right in your store. Let your customers see them in operation. Hunt up an old door and fit it with one of the best ALLITH Hangers and start the wheels going for early spring business.

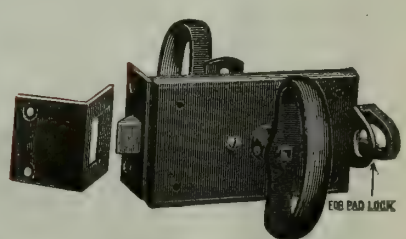
We are showing here four splendid selling lines of hangers and an ALLITH No. 50 Latch.

Any one or all will prove a gilt edge proposition for you.

Write for prices.



NO. 131 HANGER
Frame constructed of boiler plate steel. Steel roller bearings, adjustable hasp (1½ to 2¼), flexible, runs on steel track, 1¼ x 3-16.



ALLITH NO. 50 LATCH
—the latch which is a fitting worthy of the Allith name. Adjustable to any thickness of door. Provision is made for padlock.

ALLITH MANUFACTURING COMPANY, LIMITED

HAMILTON, CANADA

Richard H. Faulkner, 34 Victoria St., Toronto, Ontario Representative; H. E. O. Bull, 184 Mance St., Montreal, Representative in Eastern Provinces; Marshall, Wells, Co., Ltd., Western Provinces; F. E. McFeely, Vancouver, for British Columbia.

Outselling the old-fashioned hoe

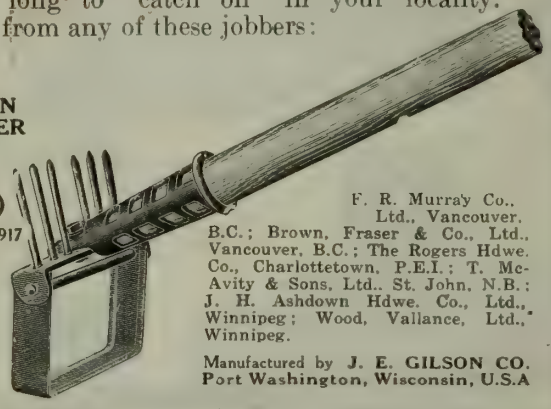


LIBERTY ADJUSTABLE CULTIVATOR WEEDER

(Canada Patent Oct. 15, 1918)

Wherever they have been introduced Liberty Cultivator-Weeders and Gilson Weeders are rapidly ousting the hoe from popular favor. Anyone who has ever used a hoe can see at a glance that these new Gilson tools are more effective and will save time and labor. It won't take Gilson Tools long to "catch on" in your locality. Order from any of these jobbers:

THE GILSON WEEDER



(Canada Patent May 22, 1917)

F. R. Murray Co., Ltd., Vancouver, B.C.; Brown, Fraser & Co., Ltd., Vancouver, B.C.; The Rogers Hdwe. Co., Charlottetown, P.E.I.; T. McAvity & Sons, Ltd., St. John, N.B.; J. H. Ashdown Hdwe. Co., Ltd., Winnipeg; Wood, Vallance, Ltd., Winnipeg.

Manufactured by J. E. GILSON CO. Port Washington, Wisconsin, U.S.A

CARTER'S

QUALITY THE BEST

Your customers will need Red Lead to protect the iron work around their homes.

The Painters want a Genuine Red Lead for their work. Are you prepared for this demand? If not, put in a good stock of

Carter's Genuine Dry Red Lead
and
Carter's Genuine Powdered Litharge

They are the best quality you can buy. Made in Canada from the best grade of Canadian Pig Lead.

Do you know the quality of these goods? Your customers know it and will insist on using Carter's Brands. Look over your requirements and order now.

Manufactured by
The Carter White Lead Company
of Canada Limited
91 Delorimier Ave. Montreal



SIMPLEX HOSE NOZZLE
Made to Retail at 65c.

Made entirely from brass, simple in construction, cannot get out of order will stand any high pressure test. Gives splendid results from a strong stream to the finest spray, including complete shut-off. Takes ½-in., ⅝-in. and ¾-in. hose connections. Manufactured by

WENTWORTH MFG. CO., Limited,
Hamilton, Canada.

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South Africa Representative—Mr. H. V. Pattrick, P.O. Box 3705, Johannesburg, S'th Africa.

SPRING SUGGESTIONS

Brass Goods

LAWN SPRINKLERS
HOSE NOZZLES
HOSE COUPLINGS
COMPRESSION TAPS
JARDINIERES
FERN POTS

Catalog Contains
Complete line of Nickel-plated, Brass and Copper Products.

Write for it.

TRADE WENTWORTH WELLWORTH MARK

The Wentworth Mfg. Co., Limited
HAMILTON, CANADA

MADE IN
PREMIER
CANADA

Did Anyone Ever Say To You---

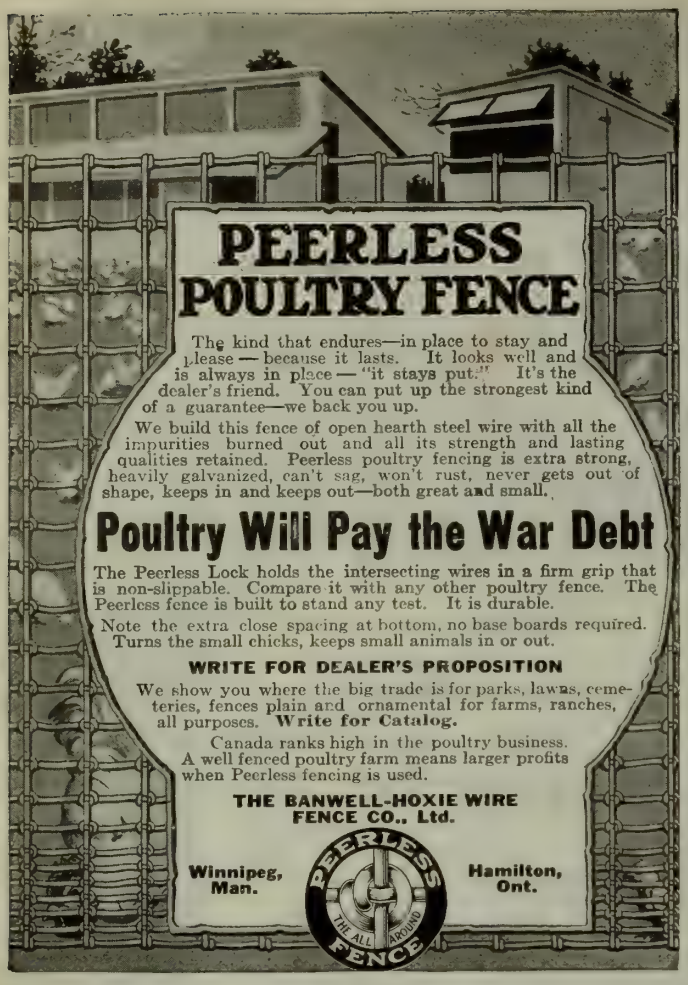
"Canadian Money Is No Good Here"?

Go to Pittsburgh or Youngstown, for example, and if you're lucky some kind soul will finally offer you $9.50 or less for a $10 "Made-in-Canada" bill. Yes, and it would

Serve You Right Too!

If you were one of the few who persist in buying Galvanized Sheets outside of Canada, when the best made can be had speedily at favorable prices always—from

DOMINION SHEET METAL CORPORATION LIMITED
HAMILTON CANADA



PEERLESS POULTRY FENCE

The kind that endures—in place to stay and please — because it lasts. It looks well and is always in place — "it stays put." It's the dealer's friend. You can put up the strongest kind of a guarantee—we back you up.

We build this fence of open hearth steel wire with all the impurities burned out and all its strength and lasting qualities retained. Peerless poultry fencing is extra strong, heavily galvanized, can't sag, won't rust, never gets out of shape, keeps in and keeps out—both great and small.

Poultry Will Pay the War Debt

The Peerless Lock holds the intersecting wires in a firm grip that is non-slippable. Compare it with any other poultry fence. The Peerless fence is built to stand any test. It is durable.

Note the extra close spacing at bottom, no base boards required. Turns the small chicks, keeps small animals in or out.

WRITE FOR DEALER'S PROPOSITION

We show you where the big trade is for parks, lawns, cemeteries, fences plain and ornamental for farms, ranches, all purposes. **Write for Catalog.**

Canada ranks high in the poultry business. A well fenced poultry farm means larger profits when Peerless fencing is used.

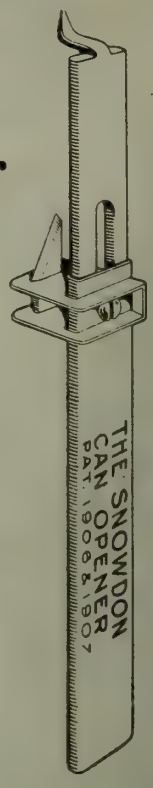
THE BANWELL-HOXIE WIRE FENCE CO., Ltd.

Winnipeg, Man. **Hamilton, Ont.**

PEERLESS FENCE — THE ALL AROUND



The Only Perfect Can Opener



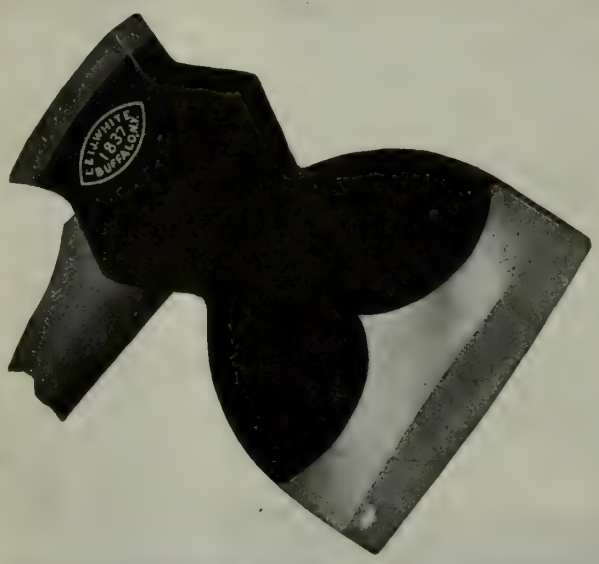
Packed in One Gross Wood Boxes which contain Twelve Dozen Cardboard Boxes

Cremone Bolts

for Casement or French Windows

And HINGED DOORS
All Steel, with Rods 6' 6" Long
Prices on Application

MONARCH ELECTRIC CO.
LIMITED
District MONTREAL
St. Lambert, P.Q.



NO TROUBLE TO SELL THESE

The quality of White Tools is well known. Every tool hand-made, and if satisfied customers count with you, you want this hand axe.

Write for catalogue.

THE L. & I. J. WHITE CO.
55 Columbia St., Buffalo, N.Y.

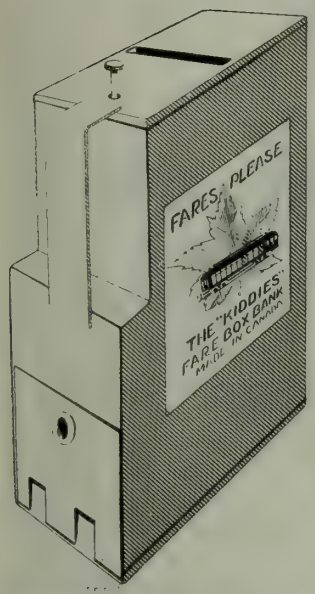
Canadian Agents:
Hardware Agencies, Montreal

Ask us for

Egg Carriers and Butter Tubs

Walter Woods & Co.
Hamilton and Winnipeg

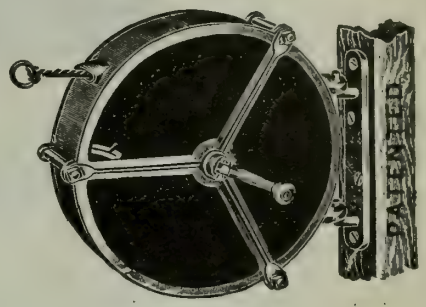
GOODS THAT SELL!



Our steadily increasing sales and expansion of our business is evident proof of the saleable qualities of the goods here illustrated. You too can add to your volume of sales by selling them. May we send you our new price list and circulars. A postal will bring you full information.

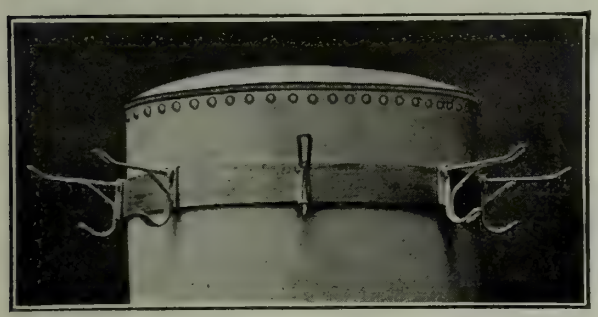
Kiddies Fair Box Bank

The most popular toy of its kind on the market. **Made in three sizes** and three colors, Red, Green and Blue.



Self-Winding Clothes Line

Eliminates the usual unsightly clothes reel and ropes stretched across the back yard. Contains 110 ft. of high grade rope that winds up into the case, out of the way when not in use. A child can operate the **Self-winding Clothes Line.**

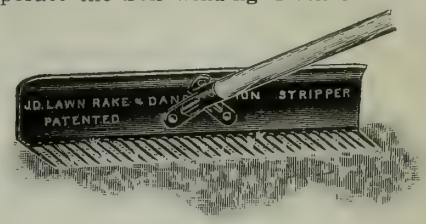


Family Clothes Drier

The drying of children's clothes is always a problem with the housewife. Advise her to put two of these fixtures on the hot water tank and solve the problem. One at the top and one half-way down. Hooks are adjustable to any position. Easy to apply.



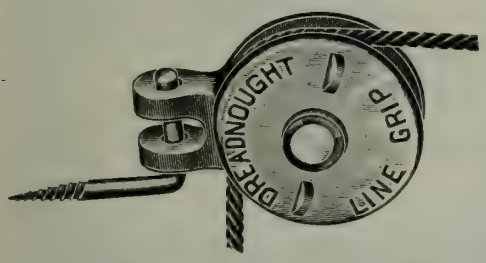
No. 2



J. D. Lawn Rake

A good Spring Seller. An ideal rake for **stripping dandelions,** cleaning lawns, applying top dressings and removing stones, leaves and refuse of all kinds from lawns without injuring the tender grass.

DREADNOUGHT ROPE GRIPS



No. 1

Made in four styles—approved and used by Dominion Government on Canadian Transport Wagons.

Substitute a **Dreadnought Rope Grip** wherever a rope needs frequent tying and untying.

Used for awnings, clothes lines, tarpaulin covers, freight wagons, etc., etc.

Absolute security without risks. Instantaneous release when required.

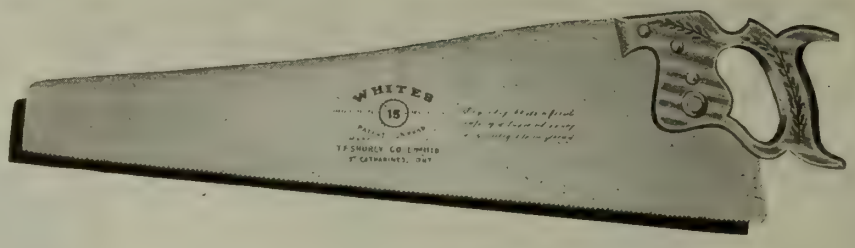


No. 3

We also manufacture Stamping, Snow Shovels, Rink Scrapers, and the Safety Collection Boxes for Billiard and Pool Rooms, Clubs, Associations, etc.

THE COLEMAN FARE BOX CO., LIMITED

1191 BATHURST STREET, TORONTO



"Quality" the Foundation of Permanent Tool Business

There are two important points which enter largely into the sale of every article you handle. They are QUALITY and PRICE.

If you can guarantee to your customers equal or better quality, at just as good or better prices than they can secure elsewhere, the business is yours.

OUR NUMBER FIFTEEN HAND SAW

is a line in which HIGH QUALITY and MODERATE PRICE are real selling points. It will pay you to investigate.

We can also, as usual, fill your orders for the other leading lines of Hand Saws, Carpenters' and Mechanics' Tools. Our aim has always been to stock tools which we can confidently guarantee to our customers. The lines listed below prove to some extent the success of our efforts. Place your next order for TOOLS with US and you will be fully convinced.

STANLEY

- Braces
- Planes
- Rules
- Levels
- Vises
- Screw Drivers
- Mallets

DISSTON, SIMONDS and MAPLE LEAF

- Hand Saws
- Cross Cut Saws

YANKEE and MILLERS FALLS

- Hand Drills
- Breast Drills

PEXTO

- Braces
- Pliers
- Wrenches
- Squares
- Chisels
- Screw Drivers
- Draw Knives

LUFKIN

- Rules
- Tapes

KEYSTONE

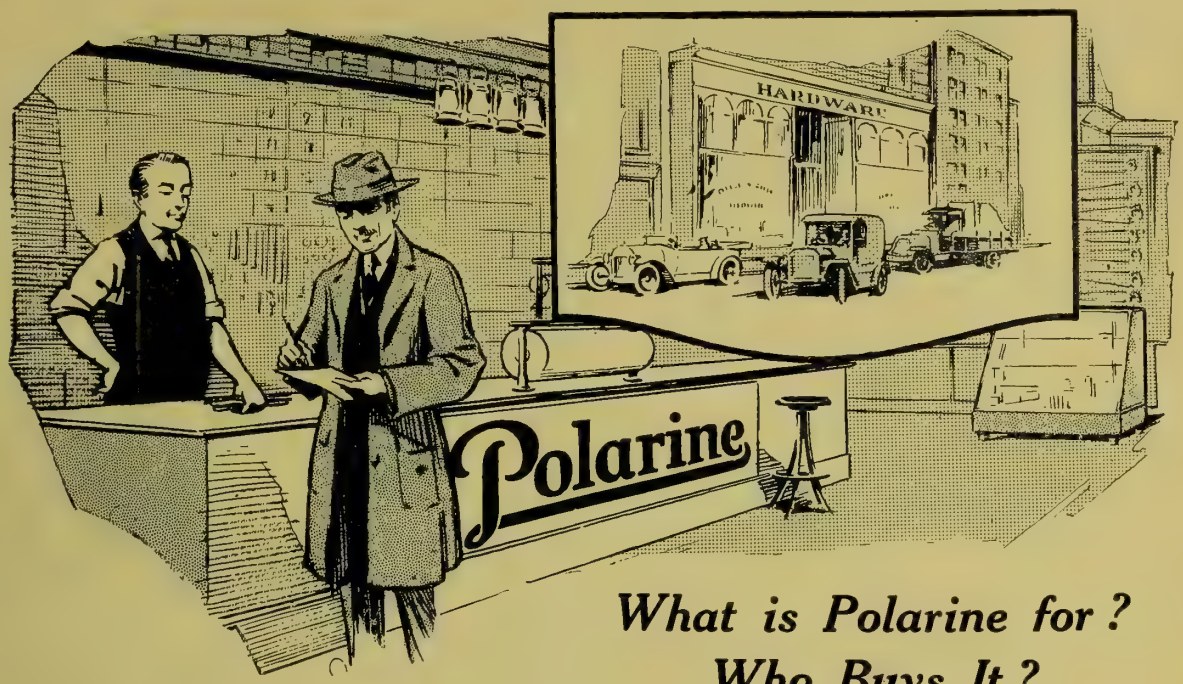
- Westcott Wrenches
- Boiler Ratchets

BUTTERFIELD, JARDINE, CRANE, BEAVER
Pipe Threading Tools

MAIL ORDERS GIVEN PROMPT ATTENTION.

OUR STOCKS ARE COMPLETE — OUR SERVICE IS UNEXCELLED

WHITES LIMITED
WHOLESALE HARDWARE & METALS
COLLINGWOOD - - ONTARIO



What is Polarine for?
Who Buys It?

WHY YOU SHOULD SELL

Polarine

FRICTION REDUCING MOTOR OIL

MAKES A GOOD CAR BETTER

You should sell Polarine because it is the best lubricating oil made. Because it will so satisfy your customers that they will come back to you for more Polarine.

And, every time a customer comes into your store you have a chance to sell him other items from your stock.

Polarine promotes long-engine life, low upkeep cost and smooth running by perfectly lubricating every part of the motor.

Remember there is a big market for Polarine among the tractor users and motor-boat enthusiasts. Make your store headquarters for Polarine and Lubricating information and you will attract this profitable trade in addition to your regular motor car business.

Polarine sells quickly—you can turn over Polarine stock more often than less-in-demand oils and make more profit.

You should carry a full supply of the complete Polarine line. When the motorists in your locality know that you can give them the size they want and the correct grade they will deal with you regularly.

Two grades,—Polarine and Polarine Heavy, also Polarine oils and greases for effective transmission and differential lubrication.

Polarine is sold in ½ gallon, gallon and 4 gallon lithographed sealed cans, 12½ gallon steel kegs, half barrels and barrels.

If you have not received the Polarine book on Automobile Lubrication, write to 56 Church Street, Toronto, for your copy.

IMPERIAL OIL LIMITED

Manufacturers & Marketers of POLARINE MOTOR OILS & GREASES

Marketers of *Gargoyle Mobiloils* in Canada

BRANCHES IN ALL CITIES



Quick Service
No Waste--More Trade

This T-235 Gilbert & Barker Automatic Return Five-Gallon Curb Pump enables you to increase your profits by selling gasoline to motorists quickly, without waste, saving your own and your customer's time.

The pump discharges five gallons at one stroke in TWENTY SECONDS, or single gallons as desired. Mechanism is enclosed and fool-proof. Dust and dirt-proof.

If you are not handling gasoline, you are not only losing easy profits, but also additional profits on motor accessories that motorists buy where they get their gasoline. Install a G. & B. Pump. Get YOUR share of this business.

Send for Bulletin 52. To-day is a better day than to-morrow, write.

Imperial Oil Limited, Canadian Distributors for

GILBERT & BARKER MFG. COMPANY

Gasoline and Oil Handling Outfits

BRANCHES IN ALL CITIES

Over Quarter Million Motors in Canada

"THE *Motor Accessory Department which I started two years ago has been the most profitable department in my store," stated an Ontario hardware merchant to a* HARDWARE AND METAL *representative a few days ago. Two years ago this retailer put in a small stock of motor accessories because, as he stated, he had been reading regularly in* HARDWARE AND METAL *of the success of other retailers selling this line. To-day this merchant claims that his Motor Accessory Department is the most profitable department in his store and that it takes up less room and permits a greater and quicker turnover than any other line, considering the amount of money invested. The experience of this merchant is typical of that of hundreds of other hardware merchants in various parts of Canada.*

Many of the best motor accessory departments in Canadian hardware stores to-day were started in a moderate way with small but well-selected stocks, and on account of the aggressive selling methods of the merchants have become great trade-pullers for hardware merchants.

During the past two or three years many of the leading hardware jobbing houses in Canada have introduced motor accessory departments, with the result that a great many hardware merchants are now enabled to purchase motor accessory lines along with their regular hardware lines. The motor accessory line is undoubtedly the fastest growing line in the Canadian hardware business to-day.

It is generally believed that the business at present is only in its infancy and that there will be remarkable developments within the next few years. It is quite obvious that with the increased use of motors in Canada there will be a correspondingly great increase in the demand for accessories of various kinds. The bulk of the motor accessory business is undoubtedly controlled by the wholesale and retail hardware trade in Canada at the present time and the trade is certainly determined to continue securing the bulk of this business.

There is another line which is receiving attention from the hardware trade at the present time and it is tractor accessories. Within the next few years many thousands of farm tractors will be in use throughout Canada, and accessories for these tractors will be needed regularly just as they are for automobiles at the present time. Many hardware firms, especially in Western Canada, have already taken steps to secure a big share of this business and as the line is one which works in well with motor accessory line, it is reasonable to suppose that hardware firms in all parts of Canada will gradually take on this line.

It is even suggested that within a few years' time hardware firms will be carrying aeroplane accessories. At the present time there are upwards of 250,000 *motor cars in use in Canada, and many thousands of new cars will be put into service this year. Add to this number of motor cars the many farm tractors now in use and the probable sales of tractors during* 1919, *and you can readily understand why Canadian hardware merchants are reaping a great harvest of business in motor and tractor accessory lines. In this section of the paper hardware buyers, both wholesale and retail, will find many interesting advertisements.*

BACKBONE



DUNLOP TRACTION TREAD

A New Dunlop Product

—SHUR-ON PATCHING MATERIAL—

Dunlop "Shur-On" Repair Material is exactly what its name says it is: a highly efficient substance for making repairs that "stay put" to Rubber or Leather-made goods of all kinds. "Shur-On" permanently seals up cuts, tears and holes. The secret of its success is in its high-grade composition and the careful workmanship exercised in its making. The substance is extremely tough and has great adhesive powers. Its basis of strength is a strong khaki fabric. Therefore it lasts while it sticks. It is absolutely guaranteed not to curl or rub off.

Is suitable for use on Tires and Tubes, Rubber Footwear, Rubber Coats, Aprons, Hats, Hot Water Bottles, Garden Hose, Tubing, etc.

"Shur-On" will prove a ready seller because of the fact that it is such a boon in the household or to the car user. You should place your order soon in order to get immediate benefit of the demand.



Made in two sizes, each containing sufficient material to make dozens of repairs. Costs little to buy. Saves several times its cost first time used.



Dunlop No-Cement Patches

Dunlop No-Cement Patches have been further improved and will hereafter be made with a high-grade red adhesive surface, which renders them much more effective even than heretofore. Put up in several combinations. Write for more particulars and prices.

These other Accessories should also be represented on your shelves: Dunlop Cements, Reliners, Lace-On Boots, Hook-On Boots, Inside Tire Protectors, Tire Tape, Tire-Cut Material, Soapstone, Special Service Repair Kit, Mats, Radiator Hose, Repair Materials, etc.

Dunlop Tire & Rubber Goods Co., Limited

Head Office and Factories: TORONTO

BRANCHES IN THE LEADING CITIES

Makers of Tires for all Purposes, Mechanical Rubber Products of all Kinds, and General Rubber Specialties

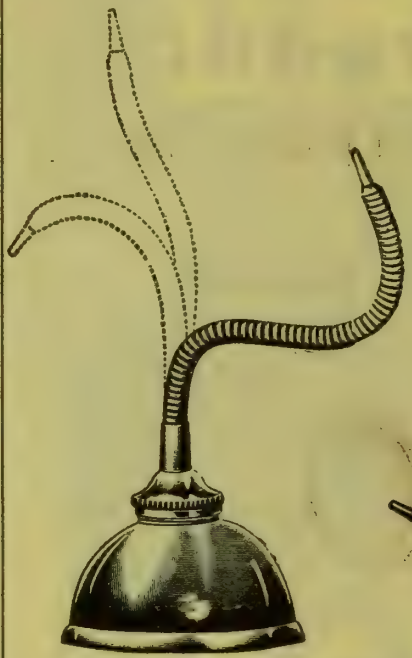
ALL-WAY OILERS

The only Device of its Kind on the Market

There are any number of **"All-Way" Oilers** you can sell in your district. No competition. Nothing else made like it. A Handy Device that will make an instant appeal to all your customers.

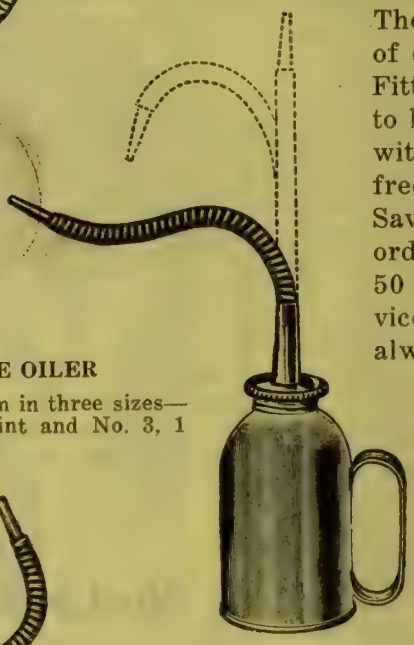
The "All-Way" Oiler is strongly made of copper-plated steel in different sizes. Fitted with a flexible steel spout, made to bend in any desired angle or position without breaking or interfering with the free flowing of the oil.

Saves the waste of oil occurring when an ordinary oiler is used. Reduces oil bills 50 per cent. Has a special cleaning device at end of spout which renders it always ready for use.



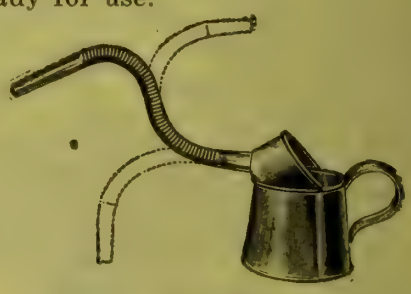
GENERAL PURPOSE OILER

Made with steel spring Bottom in three sizes—No. 1, 1-3 pint; No. 2, ½ pint and No. 3, 1 pint. A 7″ spout to each.



R.R. OILER

For Locomotives, Machinery, Threshers, etc. In two sizes, No. 4, 1 pint and 10″ spout; No. 5, 1 quart and 11″ spout.



COHBINATION FILLER AND FUNNEL

For Hardware Stores, Garages, etc. In four sizes, No. 101, 1 pint and 10″ spout; No. 102, 1 quart and 13″ spout; No. 103, ½ gal. and 13″ spout; No. 104, 1 gal., and 13″ spout.



OIL GUN
No. 201

For Automobile and all types of machinery. Fitted with a 9″ spout.

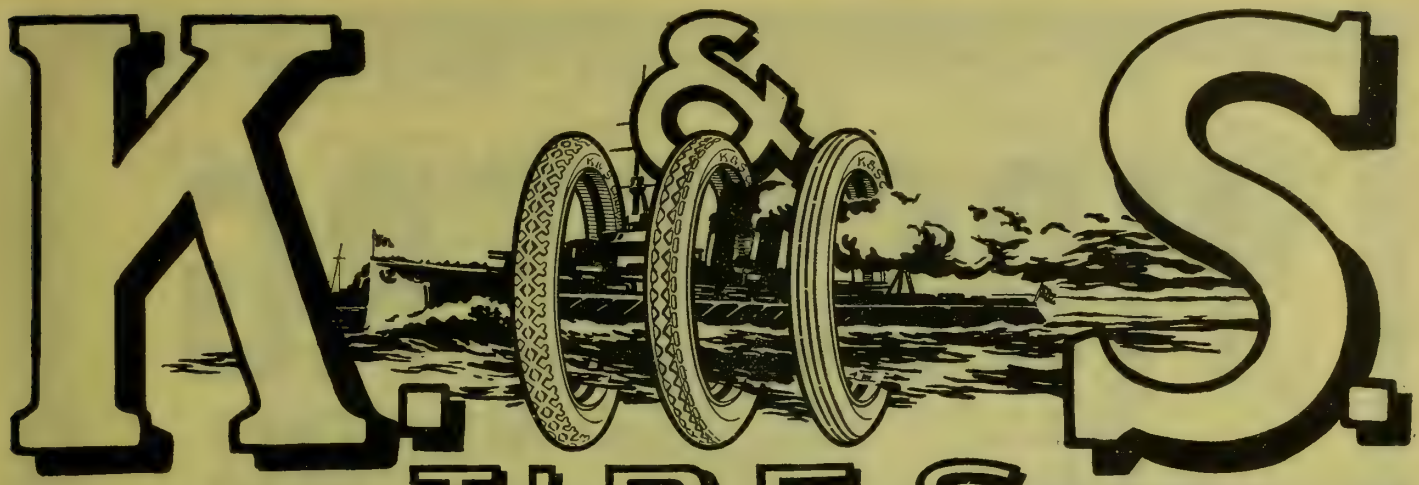
Once used always used. A line that will be a credit to your store. There are splendid profits in it, too.

Canadian Fairbanks-Morse Co., Ltd.	Montreal
Wood, Alexander and James	Hamilton
Caverhill, Learmont Co.	Montreal
Auto Supply Company	London
Great West Electric Co.	Winnipeg
Wood, Vallance & Leggatt	Vancouver
Rice Lewis & Sons	Toronto

If your jobber cannot supply you, write us.

The ALL-WAY MFG. Company

77 York Street - - Toronto, Ontario



"Reliable as the British Navy"

An Opportunity for Live Hardware Men

K. & S. Tires are well and favorably known to motorists all over the country as the "most-miles-per-dollar" tires. Hardware dealers in all parts of Canada are finding it profitable to stock them. We have some territory open for responsible dealers. We supply dealers with FREE advertising matter—cuts and lantern slides. Write us for full particulars Now.



Ribbed Tread

A heavy resilient tread similar to that found on the more expensive imported tires.



K. & S. Tread
Guaranteed for more miles than any other tires Made in Canada.

Commercial Type

A strong, sturdy tire, made to stand up under the gruelling strain of country roads and heavy loads.



K. & S. Canadian Tire & Rubber Co., Limited

Branches at: TORONTO, HAMILTON, MONTREAL, WINNIPEG
Factory at WESTON, Ont.

Wholesale Distributors:

The J. H. Ashdown Hardware Co., Limited
Calgary, Winnipeg, Saskatoon

Wood, Alexander & James
Hamilton, Ont.

THE SEAL OF QUALITY
K&S
CANADIAN
RUBBER GOODS
TORONTO · CANADA

MOSSBERG

ALL STEEL WRENCHES AND TOOLS

The strong, sturdy construction of Mossberg All-Steel Wrenches and Tools makes them absolutely dependable even on the toughest, roughest kinds of work. They are designed right to do every job right.



The special construction of the pressed steel jaws of Mossberg "K" series Wrenches insures a rigid grip and strength and durability far greater than malleable one-piece jaws.

TRADE MARK

MOSSBERG ALL STEEL WRENCHES and TOOLS

because of their correct designing to meet actual needs, have proven that whether the need be for an adjustable, socket, or opened wrench, there is a Mossberg type as the favorite for the job.

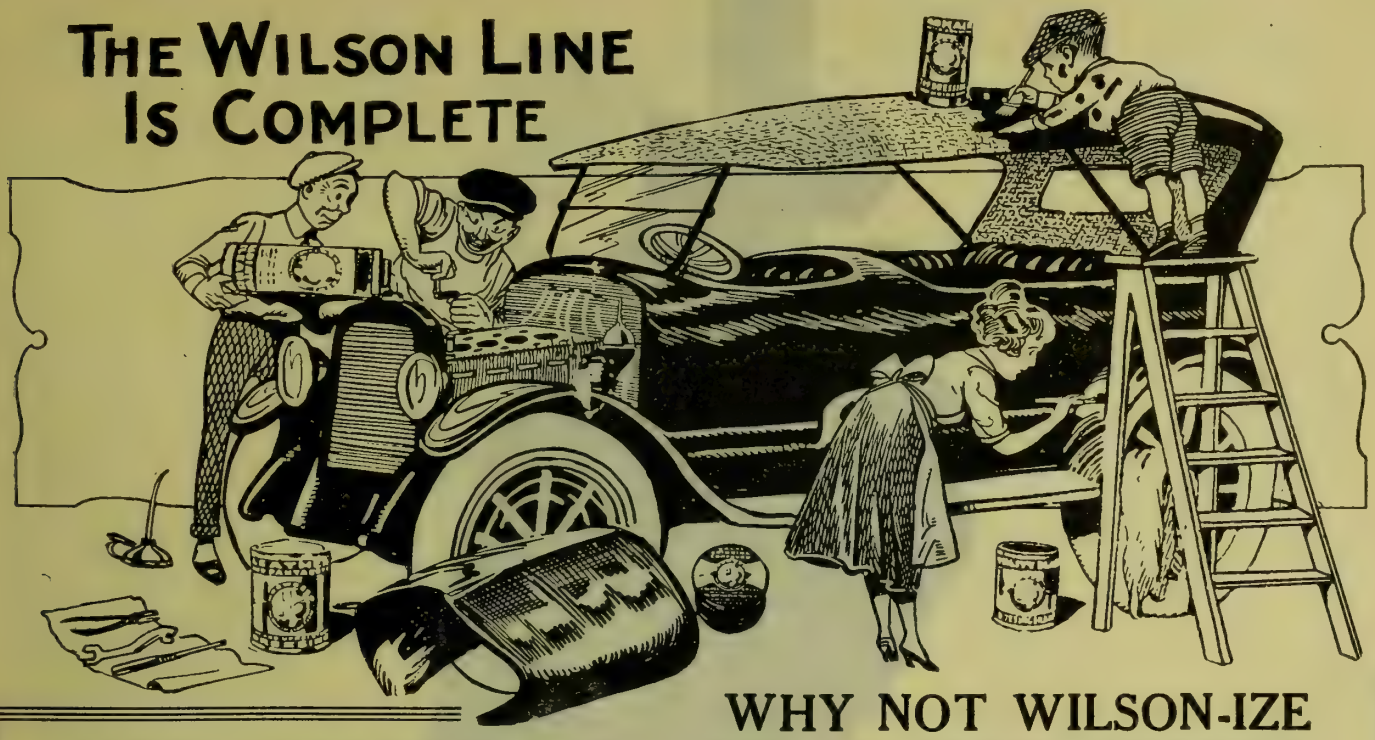
Dealers everywhere are building sales on the adaptability and dependability of the Mossberg line. They are calling the attention of their customers to the Mossberg types that fit their particular need by using the various Mossberg Display Boards. We have an interesting dealer proposition. Ask for it, and the complete Mossberg catalog.

Frank Mossberg Company

Wrenchsmiths

Attleboro, Mass.

THE WILSON LINE IS COMPLETE



WHY NOT WILSON-IZE
YOUR SHARE OF THE CARS IN YOUR VICINITY

MR. HARDWAREMAN

OUR 1919 BULLETIN NOW READY

The Wilson Line is always in demand. No matter what the season—the car owner is always wanting automotive supplies and accessories of some kind.

The Wilson Line of auto specialties will prove a sales-getter and profit-maker.

The Wilson Line includes hundreds of the standard and most satisfactory automotive specialties.

The Wilson Line is backed up by the Wilson six-hour service. Located in an ideal shipping centre, we can guarantee prompt deliveries.

The Wilson Line is fully described and illustrated in our new 1919 Advance Bulletin. Write for your copy.

WRITE FOR YOUR COPY TO-DAY

WILSON AUTO SPECIALTIES COMPANY

HAMILTON, CANADA



The Powder You Sell

WHEN your customers go to the traps or into the game covers for a day's sport they use the shells that experience has taught them are best adapted to their needs. To get the best results they stick to their favorite shells just as they do their favorite gun.

They should be just as careful about the powder that these shells contain. That the powder plays an important part in shooting is obvious.

In this connection you can't do better than recommend that they buy and stick to

HERCULES
Smokeless Shotgun
POWDER

The next time you order loaded shells be sure to specify that they be loaded with Infallible. You should have no difficulty in getting shells loaded with this powder for it is found in any one of the thirteen standards shells listed here.

Hercules Smokeless Shotgun Powder can be relied upon to give you the same service at all times. Its qualities are not affected by time or weather conditions and it will always give high velocity, light recoil and even patterns.

HERCULES POWDER CO.

4 W. 11th Street

Wilmington Delaware

DOMINION

Peters
HIGH GUN
PREMIER

Remington UMC
ARROW
NITRO CLUB

SELBY LOADS
CHALLENGE GRADE
SUPERIOR GRADE

U.S. BLACK SHELLS
AJAX
CLIMAX

Western
FIELD
RECORD

WINCHESTER
REPEATER
LEADER

DOMINION

Peters
HIGH GUN
PREMIER

Remington UMC
ARROW
NITRO CLUB

SELBY LOADS
CHALLENGE GRADE
SUPERIOR GRADE

U.S. BLACK SHELLS
AJAX
CLIMAX

Western
FIELD
RECORD

WINCHESTER
REPEATER
LEADER



Every Returning Soldier is an Iver Johnson Prospect

TRAINED in the use of firearms, every returning soldier will want a revolver for his home. No man will appreciate more the need of absolute safety in the home revolver. He would not think of leaving a military sidearm in his home loaded and available for instant use. He knows the danger of accidental discharge.

Knowledge of firearms makes the veteran an easy customer for the revolver that is safe. Show him that the safety feature does not depend upon memory or carefulness or familiarity with firearms. Show him why it is possible to "hammer the hammer" without danger of discharge. Show him also the piano wire, drawn-tempered Iver Johnson springs; the sturdy, simple construction; the perfectly rifled barrel that means hard, straight shooting.

IVER JOHNSON
SAFETY AUTOMATIC
REVOLVER





And don't forget that it pays to carry the complete Iver Johnson line of Hammer and Hammerless Revolvers, with Regular, "Perfect" Rubber, "Western" Walnut Grips.

Write to-day for complete catalogs of Iver Johnson Nationally Advertised Products: A—"Firearms," B—"Bicycles," C—"Motorcycles."

IVER JOHNSON'S ARMS & CYCLE WORKS, 330 River St., Fitchburg, Mass.
99 Chambers Street, New York **717 Market Street, San Francisco**

THE SAFE REVOLVER TO SELL



Window Transparency
Dealer's Help No. 5

Size Chart
Dealer's Help No. 15

How to Sell More Brake Lining

What these signs and display racks will do for you

RIGHT in your town to-day there are motorists who need new brake lining on their cars. The big Thermoid National Advertising Campaign has convinced them of the danger of inefficient brakes. If they know you are a Thermoid dealer, the business will come to you. It will give you a chance to put new customers on your books.

Don't allow any of these sales to get away. Use the signs, display racks, etc., shown on this page and tie up your store with the Thermoid National Advertising.

The big **transparent window sign** shown in the above picture lets every motorist who goes by know that you sell Thermoid. This size chart gives the sizes and amounts of brake lining needed on all the leading passenger cars and trucks.

The attractive cabinet No. 9 displays Thermoid Brake Lining effectively to everyone who comes to the store and is a great convenience in cutting the exact length of lining required.

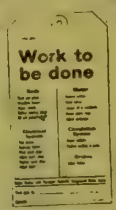
The **tag 7A** has been a great convenience to garage men and a splendid business-getter. Be certain to get a supply of these. Use the Thermoid **printed circular** No. 8 to enclose with the bills or distribute over the counter.

The "Brakes Inspected" **sticker** should be on the windshield on every one of your customers' cars.

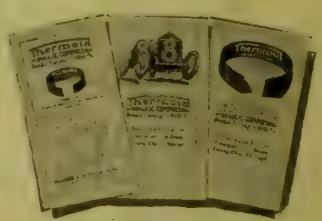
You should also have the **long window trim** which shows how quickly a car should stop if the brakes are right. Every one of these will help build profitable business. Simply ask your jobber or write us direct. Get the full benefit from the demand for Thermoid by using these dealer helps. Every foot of Thermoid is backed by ***Our Guarantee: Thermoid will make good—or WE will.***



Display Cabinet
Dealer's Help No. 9



Repair Tag
Dealer's Help No. 7-A



Illustrated Price Lists
Dealer's Help No. 8



Sticker for Windshield
Dealer's Help No. 6-A

Thermoid Rubber Company

Factory and Main Offices: Trenton, N.J.

New York Chicago San Francisco Detroit
Los Angeles Philadelphia Pittsburg
Boston London Turin Paris

Canadian Distributors
The Canadian Fairbanks-Morse Company Limited, Montreal

Branches in all Principal Canadian Cities

Makers of "Thermoid Crolide Compound Tire" and "Thermoid-Hardy Universal Joints"

Window Streamer, 6 inches by 36 inches. Dealer's Help No. 4



Have Your Brakes Been Inspected?

LET US INSPECT your brakes and make certain they are safe. The security of your car and its occupants depends on good brakes.

THIS CHART at the side shows how quickly your car should stop if the brakes are right.

Put this sticker on your windshield

Do It To-Day

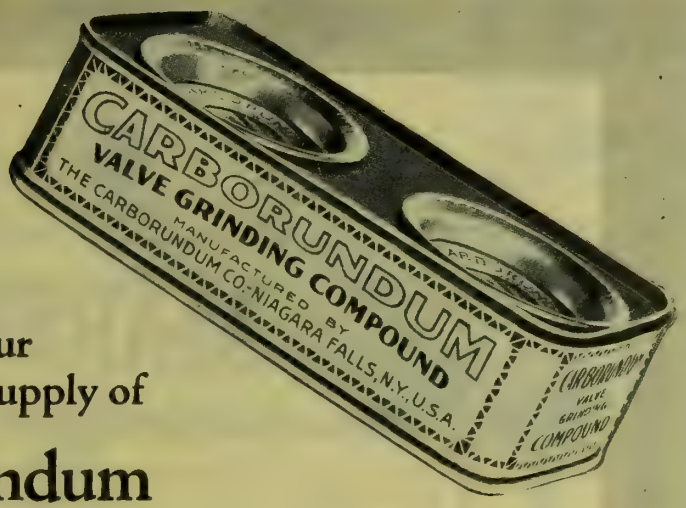
Join the brake inspection movement



Will your car do this?

Get Your Automobile Accessory Department Ready for the Spring Overhauling Business

And be Certain that Your Stock includes a Good Supply of



Carborundum Valve Grinding Compound

In the Handy Combination Cans

CAR and truck owners will do more repairing and overhauling this Spring than ever before. All of which will bring business to you.

There will be thousands of valves to be ground and there is nothing to do this job quicker, easier, better than Carborundum Valve Grinding Compound.

It is a mixture of the highest grade of grease and the hard, sharp, fast-cutting Carborundum grains—an ideal combination. It cuts away the carbon, removes the pits, gives the valve a clean, true seat without scoring, in much less time with much less trouble.

Car owners and garage men need it—they will be glad to know that you handle it.

Carborundum products for the automobile trade include Carborundum Valve Grinding Compound, Carborundum Grinders, Aloxite Cloth and Carborundum and Aloxite Wheels.

Stock Them All and Keep the Cash Register Busy

THE CARBORUNDUM COMPANY, NIAGARA FALLS, N.Y.

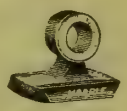

No. 1


No. 2


No. 4


No. 6


No. 6 A


No. 3


No. 5

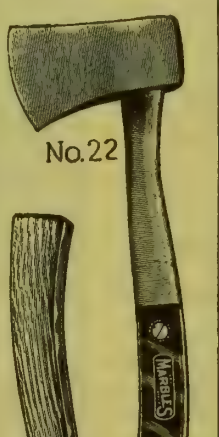

No. 7


No. 7A


No. 8


No. 24


No. 23


No. 22

No. 21


No. 9


No. 10


No. 11

No. 12


No. 13

No. 14

TRADE MARBLE'S MARK

Specialties for Sportsmen

There's a steady year 'round demand for Marble's Specialties. They are quality goods that induce genuine pride of ownership and it will pay you to stock, display and push them. Marble's Specialties are bought, used and endorsed by experienced hunters, campers, fishermen and outdoor people the wide world over.

Every article that bears the Marble trademark is fully guaranteed in regard to quality of material and workmanship and will give your customers keen satisfaction and long service. Items listed here were picked at random from our catalog of Sixty Specialties. If you would rather do the picking yourself we will send you the catalog.

Prices shown are **list.** Any Canadian jobber will quote you discounts and fill your orders.

No. 1—Marble's Flexible Rear Sight. Stem is not rigid, but is held by a spring, which gives, in case sight is accidentally struck. Prevents breakage. Two discs furnished—different sizes. **$3.30.**

NOTE.—When ordering sights direct from us, always mention make, model and calibre of rifle they are intended to fit.

No. 2—Marble's Improved Front Sight. Ivory or gold bead—1/16, 3/32 or 1/8 in. Fine for running or snap shots. Used by many professionals who do fancy shooting. **$1.10.**

No. 3—Marble's V-M Front Sight. Gold face and gold-lined aperture. Many experts prefer it to a bead sight. **$1.65.**

No. 4—Sheard Front Sight. Gold Bead. Shows up well in dark timber—will not blur. Shows same color on all objects. Type shown is for rifle. Also made for many revolvers. **$1.65.**

No. 5—Special Sheard Sight for Winchester 1894 Carbines. **$1.65.**

No. 6—Marble's Duplex Sight. Combines "fine and coarse" sights in one. Makes snapshots sure shots. The 1/8 in. white enameled bead folds down when the 1/16 in. gold bead is being used. **$1.65.**

No. 6A—Marble's Duplex Sight. Showing enameled bead in use.

No. 7—Marble's Standard Front Sight with 1/8 in. ivory or gold bead. Can also be furnished with 1/16 or 3/32 bead. **$1.10.**

No. 7A—Marble's Standard Front Sight with 1/16 in. gold or ivory bead. Can also be furnished with 3/32 or 1/8 in. bead. **$1.10.**

No. 8—Marble's Waterproof Match Box needed by every soldier, hunter, camper. Guaranteed moisture proof. **55c.**

No. 9—Marble's Pocket Compass—Polished brass case. Agate bearing. Guaranteed accurate —**$1.10.** With revolving dial—**$1.40.**

No. 10—Marble's Coat Compass. Attaches to outside of coat or shirt. Always in sight. Balances so readily, direction can be taken while walking. **$1.40.** With revolving dial—**$1.65.**

No. 11—Marble's Clincher Gaff. Humane—doesn't rip nor tear. Holds any fish 1/2 to 20 lbs. Quicker, surer than landing net. **$1.10.**

No. 12—Marble's Folding Fish Knife. Cuts rips, scales. Blade folds into handle. Locks when open. Carried in pocket. **$1.40.**

No. 13—Marble's Auxiliary Cartridge. Permits target practice and small game shooting with big game rifles at little expense. .22 and .32 pistol cartridges used. Made for most all sporting rifles. Write for circular. **85c.**

No. 14—Marble's Expert Knife. Thin, keen, high grade steel blade especially adapted for dressing skins and furs. Cocobolo handle—aluminum tip—blade 5 inches—weight 3 1/2 oz. (Sheath included.) **$2.50.**

No. 15—Marble's Woodcraft Knife. Combines the good features of all hunting knives. Adapted for sticking, skinning, cleaning, slicing. Biggest value on market. Blade, 4 1/2 in.; laminated leather handle, 3 3/4 in.; aluminum tip; weight, 5 oz. (Sheath included.) **$1.65.**

No. 16—Marble's Ideal Hilt Knife. Blade of finest cutlery steel. Stag handle. (Sheath included) 5 in. blade, **$3.05**—6 in., **$3.30**—7 in., **$3.60**—8 in., **$3.85.**

No. 17—Marble's Ideal Knife. Laminated leather handle. (Sheath included) 5 in. blade, **$2.50**—6 in., **$2.75**—7 in., **$3.05**—8 in., **$3.30.**

No. 18—Marble's Nitro-Solvent Oil. Best for guns, rifles, fishing reels. Cleans, lubricates, polishes. Never gums. Dissolves residue of all black and smokeless powders. 2 oz. bottle, **25c.** 6 oz. can, **55c.**

No. 19—Marble's Rifle Cleaner. Brushes of softest brass gauze, on a spiral spring core, which forces brushes to follow twist, rapidly cleaning out all lead, copper, rust or powder residue. State calibre wanted. **55c.**

No. 20—Marble's Jointed Rifle Rod. Brass sections—steel joints—swivel tip—wood handle. Solid as a one-piece rod. Jagged and slotted detachable tips and canvas case included. All calibres, .22 to .50. Lengths, 22 to 34 in. State length and calibre wanted. **$1.10.**

No. 21—Marble's No. 6 Safety Axe. (Guarded). Length, 12 in.; weight, 22 oz.; hickory handle. Lead-lined guard. Solid steel blade, 2 1/8x4 3/4 in. Can be carried in pocket or belt. **$1.65.**

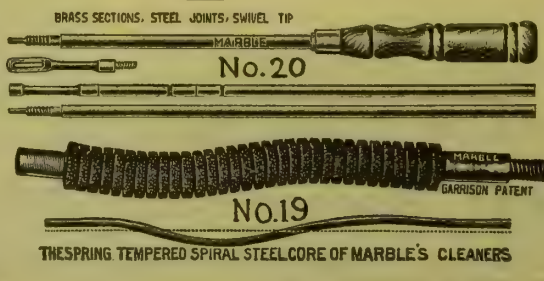
No. 22—Marble's No. 2 Safety Axe. (Guard folded.) Length, 11 in.; weight, 20 oz.; steel handle. Lead-lined guard. Solid steel blade, 2 1/8x4 in. **$2.75.**

No. 23—Marble's No. 9 Camp Axe. Handle, 14 in.; weight, 22 oz. Solid steel blade, 2 1/8x4 3/4 in. **$1.10.** (Sheath **55c** extra.)

No. 24—Marble's No. 10 Camp Axe. Handle, 16 or 20 in.; weight, 28 oz. Solid steel blade, 3 1/4x4 1/4 in. **$1.95.** (Sheath **55c** extra.)

WRITE FOR COMPLETE CATALOG and proposition to dealers. Trade supplied by all Canadian jobbers. Liberal discounts to dealers.

MARBLE ARMS & MFG. CO., 5350 Delta Ave., Gladstone, Mich.

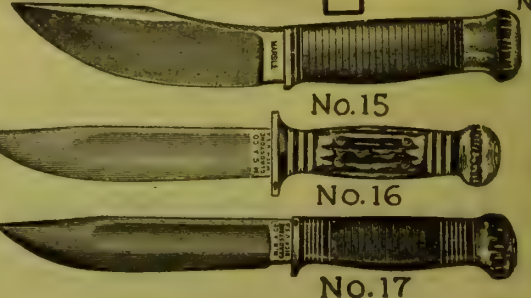


No. 20

No. 19



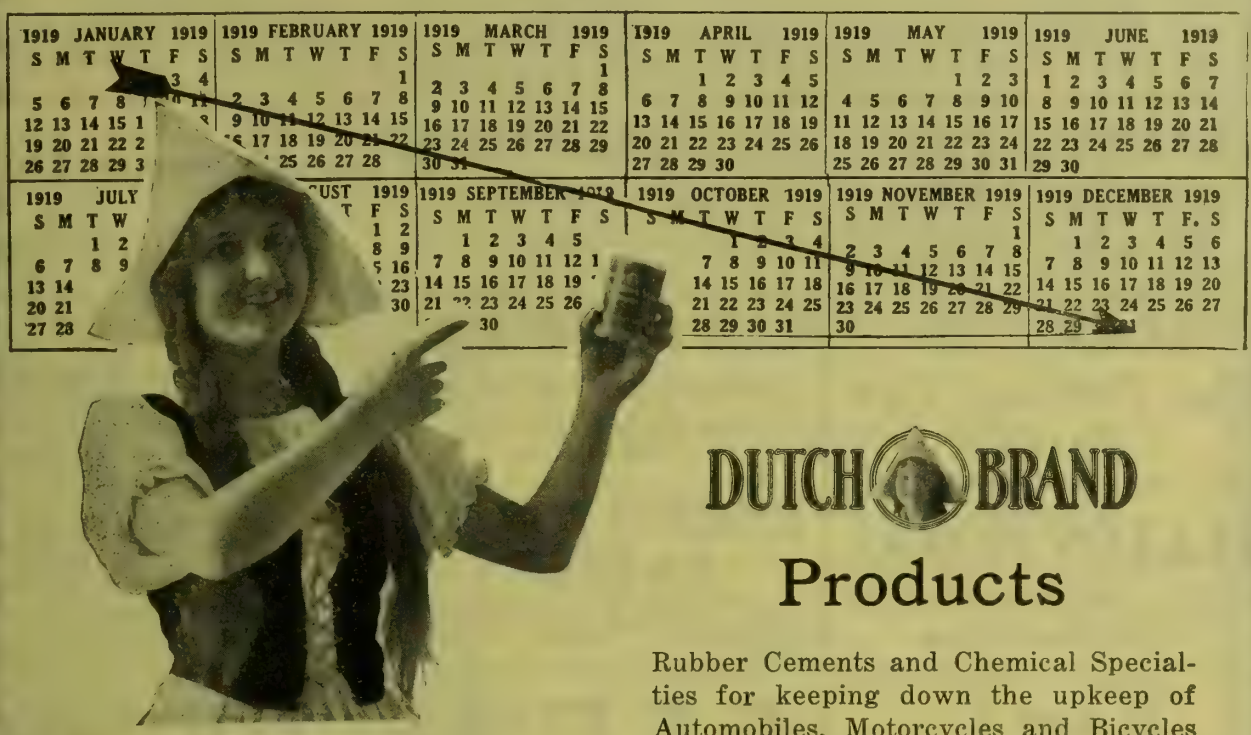
No. 18


No. 15

No. 16

No. 17

Right Through the Year



DUTCH BRAND Products

Rubber Cements and Chemical Specialties for keeping down the upkeep of Automobiles, Motorcycles and Bicycles are needed the year 'round. .

Don't miss sales opportunities that mean substantial profits, but carry in stock at all seasons a complete line of **Dutch Brand Products.**
These are among the money-makers for you:

Auto and Cycle Patching Cement, Vulcanizing Cement, Radiator Seal Compound, Valve Grinding Compound, Gasket Shellac, Varnibrite, 2 in 1 Tread Filler Tire Talc, Tire Fluid, Friction Tape, etc.



Use Dutch Brand Radiator Seal for repairing leaking radiators instantly without damage to cooling system or engine. One of our best sellers.

Most Jobbers can supply **Dutch Brand Products.** Our book, "Keeping Down the Upkeep" will be sent free for the asking to any dealer. It enables you to make selections easily. It is illustrated in actual colors of the attractive packages. **Dutch Brand Products** are distinguished by the orange colored labels with blue and white checker board borders and bear the picture of the famous Dutch Brand Girl.

JOBBERS: Write us NOW for our proposition.
Ask for one of our travellers to call on you.

VAN CLEEF BROS.

Manufacturers Dutch Brand Rubber Cements and Auto Chemical Specialties

Woodlawn Avenue
(Entire Block 77th to 78th Sts.)
CHICAGO

AUTOMOTIVE EQUIPMENT AND SUPPLIES

"TESTED FOR SERVICE"

Recognizing the importance of the Auto Accessory field, large and comprehensive stocks of these goods are carried in our warehouses from coast to coast. Only appliances and materials of tested worth are handled.

KOPPER KING and GOLIATH SPARK PLUGS	**HOLOPHANE LENSES** "The Lens with the Fin" The Fin that put the Finish to Glare	**Pyrene Fire Extinguishers**
LOCKTITE The Perfect Tire Patch	**GILL PISTON RINGS** COMPLETE STOCK OF ALL SIZES The Perfect One Piece Piston Ring	THE **Tungar Rectifier** The Invention that Simplifies Battery Charging
KLAXON HORNS The Horn You See on All High Priced Cars	**EXIDE STORAGE BATTERY** The Exide Storage Battery is designed to meet in the most satisfactory manner the exacting requirements of automobile starting and lighting.	**BUMPERS** Channel-Diamond or Spring For All Makes of Cars
H and D Shock Absorbers Built to Put Comfort into Fords	**G. E. FUSES** The Last Word in Auto Fuse Efficiency	**COLUMBIA DRY CELLS**
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Boyce Moto-Meters You Can at a Glance Tell the Condition of Your Motor	**Stewart Speedometers** **Stewart Hand Horns** **Stewart Spotlights**	**PACKARD IGNITION CABLE** OIL, WATER AND WEATHER PROOF

CANADIAN GENERAL ELECTRIC CO., Limited

HEAD OFFICE: TORONTO

Sales Offices: Montreal Quebec Halifax Sydney Ottawa Cobalt South Porcupine Hamilton London Winnipeg Calgary Edmonton Nelson and Vancouver

MANUFACTURERS AND JOBBERS OF ELECTRICAL GOODS FOR EVERY PURPOSE

Wholesale Only. Consumers making direct enquiry will be referred to the nearest dealer.

Dealers Everywhere Sell C.G.E. Products.

SHARP SPARKS



"Carbon-free after months of service"

A SELLING point that sells—that challenges the attention of every motorist—brings the first order and the order for every additional plug replacement in his car.

Kopper King

Spark Plugs are both anti-fouling and rust-proof. They are big, husky plugs with the points that appeal to every motorist—

porcelains of rock-like strength;
firing points of anti-fouling monel metal;
shells of heavy steel protected from carbon and corrosion by a thick surface of copper.

The Goliath

"Built for Endurance"

a massive, strongly built plug, fully a match for hard usage and strenuous service in pleasure car or truck.

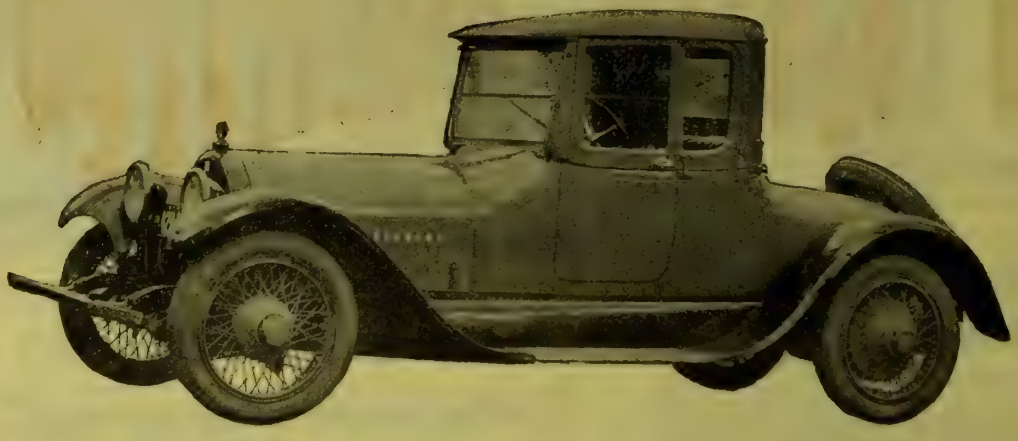
The shell is extra large—of heavy, blued steel. The porcelain is designed for super-strength at points of greatest strain, and is hardened into rock-like strength at a temperature of 2,600°, insuring greatest possible freedom from insulation troubles. Goliath extra-strength construction gives your customers trouble-free sparking.

THE SHARP SPARK PLUG CO.

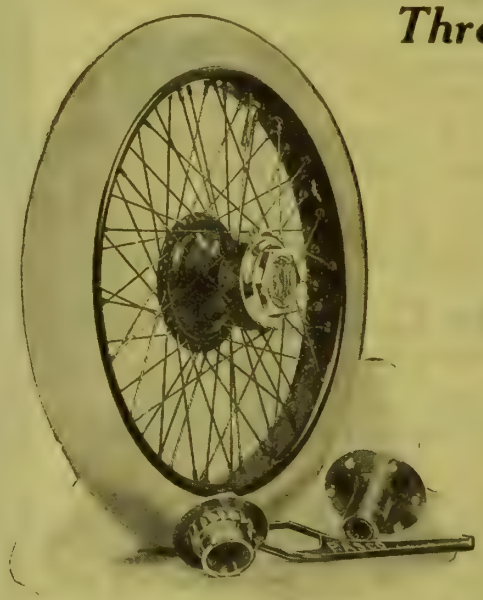
Canadian General Electric Co., Ltd., Distributors

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HERE IS A "LIVE WIRE" WHEEL PROPOSITION



No wire wheel on the market equals the Pasco combination of Strength, Safety, Economy and Beauty. It is a wire wheel of distinctive and aristocratic design and it has



Three Exclusive Patented Features:

Improved method of Tangent Spoke lacing — which gives the strongest kind of resistance to lateral and radical thrusts and yet yields the elasticity necessary for easy riding.

Ingenious Safety-Locking Device— which absolutely prevents a wheel coming off a car while in motion.

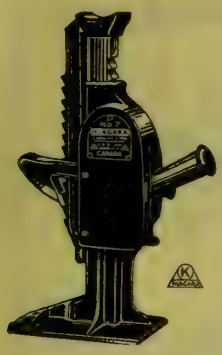
Indestructible Hub Cap—so sturdy and massive that the ordinary bangs and knocks of traffic leave it unscathed.

Write our nearest house for valuable literature and a real dealer proposition.

Northern Electric Company

LIMITED

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HALIFAX	LONDON	CALGARY
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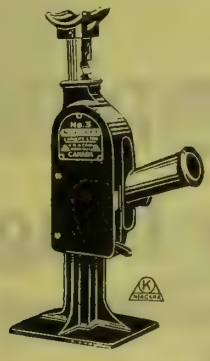
"NIAGARA" Automobile Accessories



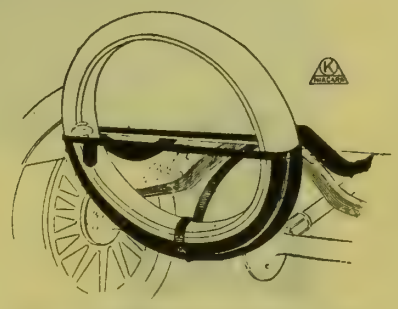
Noted for Quality, Design and Finish



HIGH-GRADE MOTOR JACKS
TIRE PUMPS THAT ARE BOTH EFFECTIVE AND DURABLE
TIRE CARRIERS for FORD CARS
BUMPERS, ROBE RAILS, ETC.



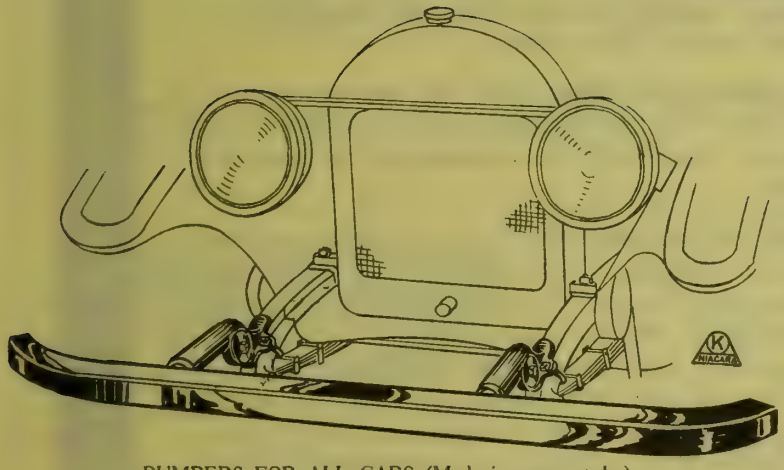




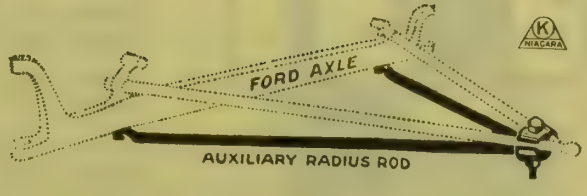
TIRE CARRIER FOR FORD CARS







BUMPERS FOR ALL CARS (Made in many styles)
Sole Manufacturers of LYON BUMPERS in Canada



Furnished in Round or Angle Steel

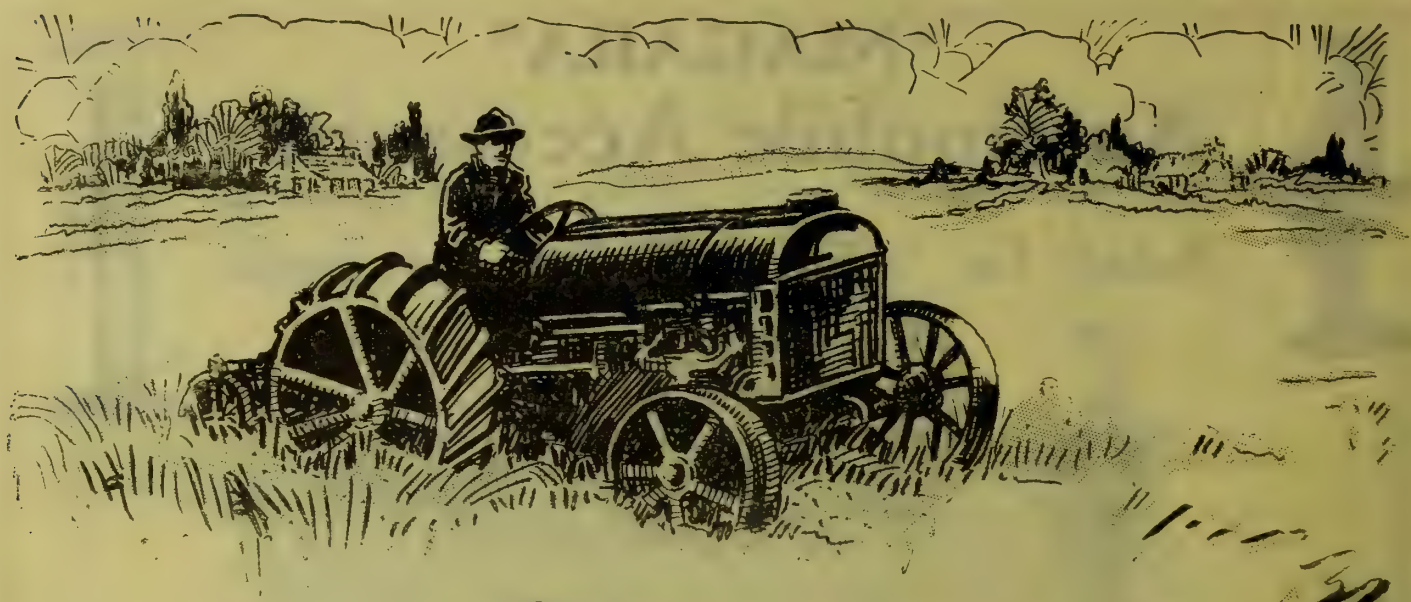
ESTABLISHED - 1889
INCORPORATED 1905

Our Catalogue Shows Many More Items

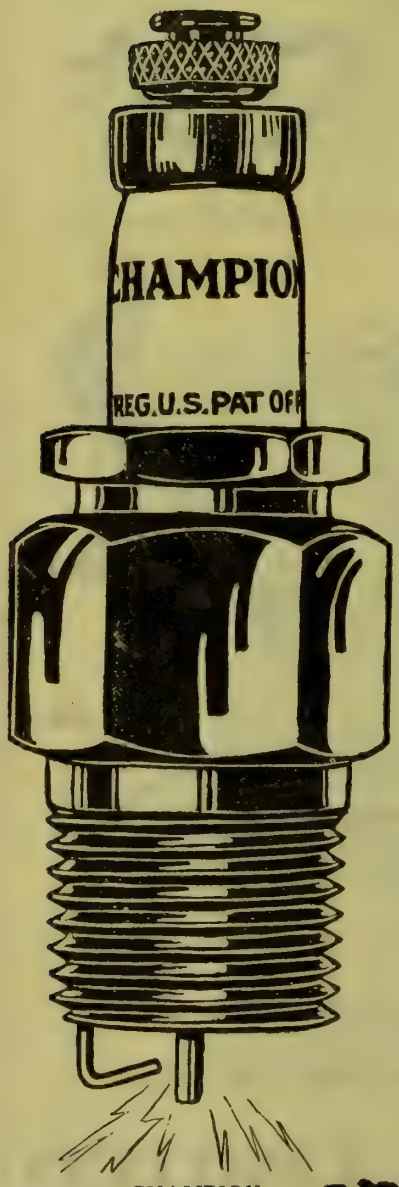
"Niagara" Accessories may be Obtained from Your Jobber

KINZINGER, BRUCE & CO., LIMITED

Niagara Falls, Canada



Champion
Tractor Plugs
are Equipment on Fordson Tractors



CHAMPION
Fordson Tractor
Plug.
Price $1.00

The ever-increasing sales of Fordson and other tractors in itself means increased spark plug sales to the dealer who carries Champions.

With a greater necessity than ever for increased production, this year will be a tractor year, and Champion Fordson Tractor Plugs will be demanded by many of your customers.

Whether your customers own Fordsons or any other tractor using a standard half-inch spark plug, the Champion Fordson Tractor Plug will meet its requirements perfectly, and, like all Champions, is guaranteed to give a completely satisfactory service. Every farmer who owns a Ford knows the efficiency and dependability of Champion "X" Spark Plugs, and every auto owner who also owns a tractor is a prospective purchaser of Champion Fordson Tractor Spark Plugs.

Capitalize this. Make the nationally-known dependability of Champion Spark Plugs help build your sales of Champion Fordson Tractor Plugs. Order from your jobber to-day.

Champion Spark Plug Co. of Canada, Ltd.
WINDSOR - ONTARIO

MARQUETTE TIRE TOOL

Patent Applied for U.S.A. and Canada

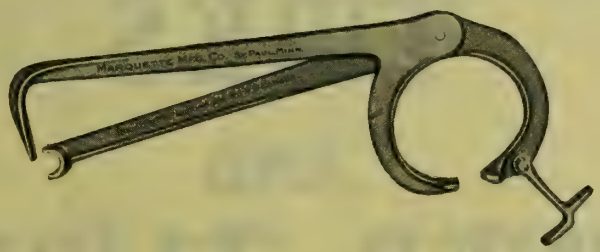
COMING OFF



GOING ON



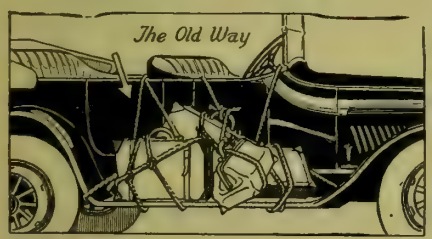
Only Real TIRE TOOL on the Market

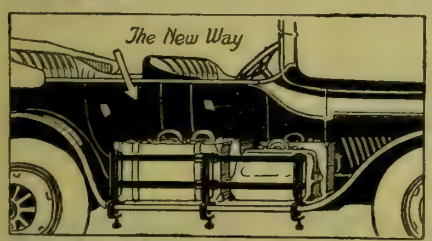


A Ready Seller Everywhere

THE EASY OFF-AND-ON TOOL

Clincher Tires Made Quicker to Change Than Demountable Rims







Patented U.S.A. and Canada

Marquette Luggage Carrier

The Genuine All Steel Carrier

FITS ALL CARS

Can be adjusted to any length running board. Folds down neatly to running board when not in use. Attached in a moment—no wrench or tool needed.

Marquette Mfg. Co., Inc.

ST. PAUL, MINN.

SOLE MANUFACTURERS

DEALERS Beware of Imitations—Our Goods Are Patented

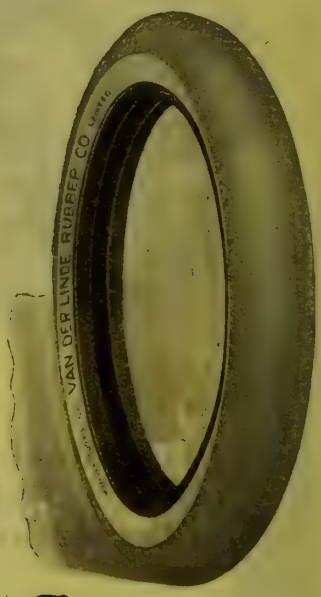
The other day a high official of one of the largest tire manufacturing firms in Canada, while discussing makes and makers said this:

"The 'V.D.L.' Co. is a comparatively young company but believe me, they are coming fast."

DID YOU GET THAT?



VDL TIRES AND INNER TUBES



The Individual Tire---Made by Hand

No Two Piece Mould Cure---therefore no Fabric Buckles; No Mould Pinches

Every Size A Super-Size

practically equal to the next listed larger size of other makes

Mr. Consumer—You want the tire with character and service. See your local dealer.

Mr. Dealer—You want the tire that gives individuality to your business—and wins customers. If we have no Distributor near you, write us direct.

VAN DER LINDE RUBBER CO., LIMITED

142 Weston Road, TORONTO, CANADA

WOOD, VALLANCE & LEGGAT, Limited, BRITISH COLUMBIA.
MERRICK ANDERSON CO., Limited, MANITOBA, SASKATCHEWAN and ALBERTA.
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TWO IN ONE TIRE CO., MONTREAL.

A Book that will Increase your Business
1919 Automotive Equipment Catalogue



Everything points to 1919 as being most favorable for the Automobile Industry. The manufacturers and the press are in accord with the prophecy, that there will be a record demand for Automobiles and Automotive Equipment.

Are you, Mr. Dealer, prepared for this great volume of business? The hardware store is the logical place for automotive equipment and supplies and the motoring public will make large demands for such articles, and the dealer who intends featuring them is laying the foundation for a successful year.

To keep a Hyslop stock of automotive equipment, means to have on hand only such articles as proved their worth and found favor with motorists everywhere, thereby creating large sales and quick turnovers.

Our new 208 Page Catalogue is just off the press and is replete with standard equipment that is new and up-to-the-minute. and, therefore, is indispensable to every dealer who caters to car owners. If you haven't already received a copy, a postal card will bring you one, together with the dealers' discount sheet.

Co-operation with Hyslop Brothers leads to success.

HYSLOP BROTHERS, LIMITED

SHUTER & VICTORIA STS. - - TORONTO, ONTARIO

Buy the Goods That are Easy to Sell

Some goods "buy" easy and "sell" hard. Advertised lines "sell" best, and are the "best buy." The

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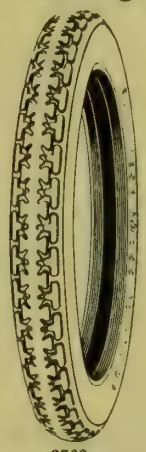
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MALTESE CROSS TIRES

is going to cut out the necessity of much talk behind the counter. If you handle our lines, the public will come to you ready to accept them.

"Give Me Maltese Cross Brand"

will be the salute from each buyer. That's the idea. Carry the stock that sells itself. Put your energy and ingenuity into new ideas for building up trade and not spend it in arguing sales for unknown brands of goods. When our Salesman calls, get him to show you what we can do for you in



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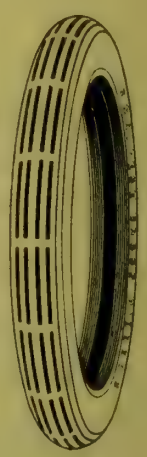


2761

TIRES

INNER TUBES

ALL RUBBER ACCESSORIES



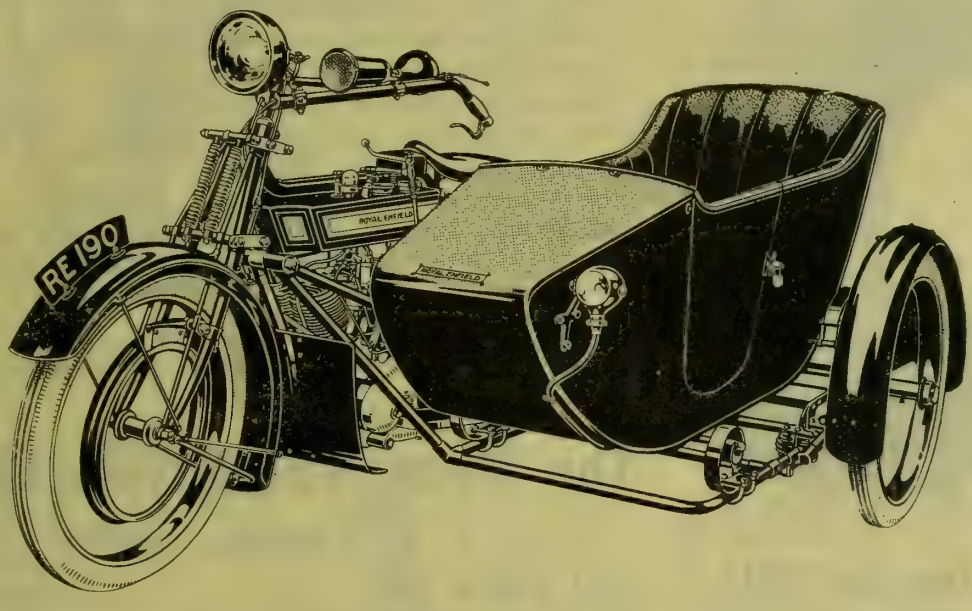
2762

The Goods That Build Trade—Maltese Cross Goods

GUTTA PERCHA & RUBBER, LTD.

Head Office and Factories: TORONTO

Branches: Halifax Montreal Ottawa Toronto Fort William Winnipeg Regina Saskatoon Lethbridge Calgary Edmonton Vancouver Victoria



Canadian Agencies Open

For British-built

Royal Enfields

With very great thankfulness we are now able to say that, due to the cessation of hostilities, and the consequent relief from our Government Contracts, we are again able to devote our undivided attention to our private trade, and particularly to our Overseas trade which has suffered so much during the past four years.

We want live Agents in several parts of Canada. We are prepared to back the right men with all the resources at our disposal—by special terms, prompt shipments, and adequate advertising. British-built Royal Enfields will provide the most prosperous agency of all.

Royal Enfield Cycles and Motorcycles represent the outcome of more than 25 years' continuous experience. We supply everywhere where cycles and motorcycles of the highest quality and efficiency are required.

We make upwards of thirty models in Cycles and three distinct types in Motorcycles—the 2¼ h.p., two-stroke; the 3 h.p. twin-cylinder, and the Royal Enfield Side-car Combination with 6 h.p. or 8 h.p. engine. All our motorcycles are built with specially strong frames and fittings. They are not low-priced models, but represent the highest grade products of automobile engineering.

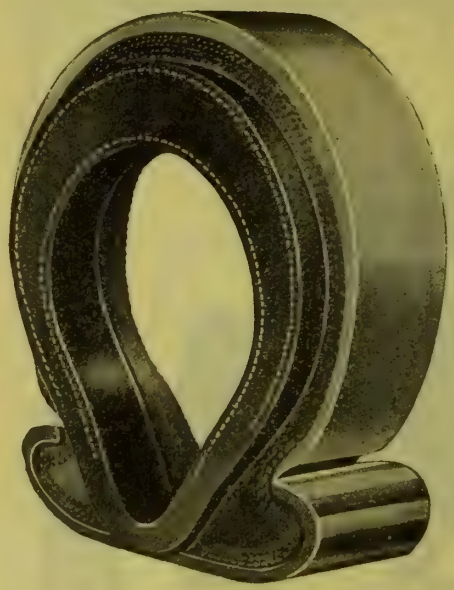
We invite correspondence from Canadian buyers right now—by the earliest mail, so that arrangements can be completed without delay.

THE ENFIELD CYCLE CO,, LTD., Redditch, England

London Office & Showrooms: 48 Holborn Viaduct, London, E.C.

Contractors to His Majesty's Government, the U.S.A., French and Belgian Governments and the (former) Russian Military Authorities.

Sternwear Reinforced Pneumatic Tools



—reduce the cost of motoring.
—solve puncture and blow-out problems.
—double the mileage of casings.
—cannot be pinched by inside cracked casings.
—can be mended the same as any other tubes.

Note the section here illustrated.

The "Sternwear" is not only very thick, but is double reinforced with fabric. No matter how thin a spot is in the casing the pressure is distributed over the whole tire, and there's little or no chance for a blow-out.

Made in all standard sizes.

Write, phone or call on us for Price List and other information.

The Sterns Tire & Tube Company of Canada, Limited

Phone Junction 5515 **944 Keele St. - - Toronto, Ont.**

WHAT IS DESIRED MOST IN A BICYCLE



SPLENDID APPEARANCE—

EASY-RIDING—STRENGTH—RELIABLE PERFORMANCE—

DEMAND FROM RIDERS—A CERTAIN, DEFINITE PROFIT FOR THE DEALER

TRADE MARK THE HYSLOP HYSLOP BROS LIMITED TORONTO REGISTERED 1896

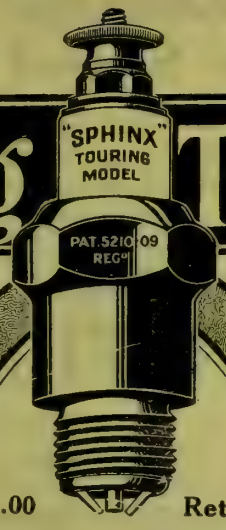
Hyslop Bicycles embody **Distinctiveness** of this kind. It is put in the Bicycle in a similar manner that distinctiveness is put into the design of a garment or the flavor of a food.

Thousands of riders bear testimony that the Hyslop they ride is appreciated.

HYSLOP BROTHERS LIMITED

SHUTER & VICTORIA STS. TORONTO, ONTARIO

Plug Talk



$1.00 Retail

VERY little verbal argument is necessary to effect a sale in the case of

"SPHINX"

—England's Most Durable Plug

Interest is at once created in the attractive green metal box with the ingenious sealing band permitting the lid to be opened and the identification card to be perused. The sterling merits of the plug enclosed are vouched for by the Guarantee, unequivocal and without time limit, printed plainly on the box.

It is easy to sell Sphinx Plugs —and profitable. I shall be pleased to quote and to send you literature on request.

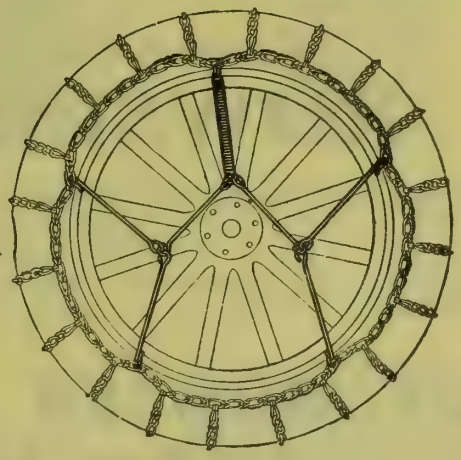
Sole Agent for Dominion: Wm. T. Evans, 1684 St. Urbain St., Montreal

Manufacturers:
Sphinx Mfg. Co.,
Birmingham,
England



Entirely British

MERCHANT'S ANTI-SKID CHAIN TIGHTENERS



Patent Pending

$1.00 a Pair

Sells all the year around, and should form part of the equipment of every car.

The investment is small, and the profit good. Every motorist needs them, **and will buy them** at this price.

IF DEALER DOES NOT HANDLE, WE SELL THEM DIRECT PREPAID ON RECEIPT OF PRICE.

Simple and easy to attach. You can slip it on a customer's car in about one minute, and it means a sale **every time.**

The Tightener catches the chain at five points, giving an easy tension all around. It holds the chain in place, prevents dragging or rattling, and yet permits the chain to creep on the tire, and carry out to the full its non-skid action. Keeps chain from pounding the fender, and prevents it from unhooking.

JOBBERS AND DEALERS:—Write at once for full particulars and generous terms, for now is the time to sell these things.

M. H. MERCHANT CORPORATION
236-238 EMMA STREET SYRACUSE, N.Y.

Clucker & Hixon Co., New York, N.Y., Sales Agents.
Canadian Distributors: H. W. Petrie, Montreal, P.Q.; Inter-Ocean Auto Co., Ltd., Montreal, P.Q.; Keyes Supply Co., Ltd., Ottawa, Ont.; James S. Neill & Sons, Ltd., Fredericton, N.B.



Thousands of Footsteps You Might Have Saved

Yesterday, to-day and to-morrow you and your clerks have countless customers for oils. It means thousands of steps to and from the oil shed or room. It means hundreds of petty operations, and hours of wasted time.

Contrast This Method of Oil Handling With a

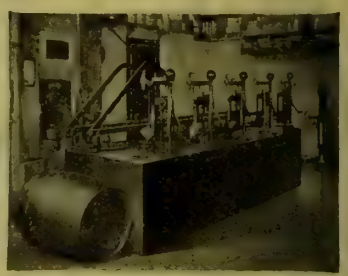
BOWSER OIL SYSTEM

a system with underground or basement tanks holding ample storage—clean, safe and efficient. A system with pumps installed at your busiest corner of the store, neat and cleanly, a reminder to customers and a convenience to you and your help. A system that is self-measuring, self-computing. One that insures safety from fire, and means increased profits. Learn more about it to-day.

S. F. BOWSER & CO., Inc.

Fort Wayne, Ind., U.S.A.

LONDON—32 Victoria Street, S.W. 1.
SYDNEY—6 Castlereagh Street.
PARIS—5 Rue Denis-Poissons.
HAVANA—Lonja del Comercio 427.





Makes Any Motor a Better Motor

Ask Any Repair Man

It's Easy to Sell the GILL PISTON RING

Place the ring in the hands of any good mechanic and he will tell you it is the best ring he has ever seen.

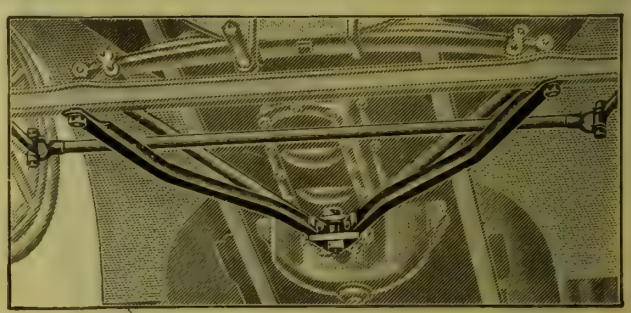
Made from single piece castings of special fine gray iron, accurately machined. The easiest piston ring on the market to-day to install. A self-fitting ring of sturdy construction, with a distinct joint forming a seal against the escape of gas, oil getting into the combustion chamber, and excessive carbon. Gives maximum power at minimum cost. For Tractors, Trucks and Pleasure Cars.

Carried in stock by all Canadian General Electric Co's. distributing warehouse and other leading jobbers.

Manufactured in Canada by

Brown Engineering Corp., Ltd.

415-19 King St. West, Toronto, Ont.





Big Opportunity To Sell To Owners of Small Cars

SUB-RADIUS ROD.—A boon to small car owners. Prevents rods from breaking or bending and eliminates chance of accidents. Stops vibration. Simple, dependable, durable.

Rear Axle Truss.—Prevents rear axle housing from sagging or being thrown out of line. No extra fittings, no holes to drill, all ready to easily adjust.

These accessories are money makers. Write direct or see your jobber.

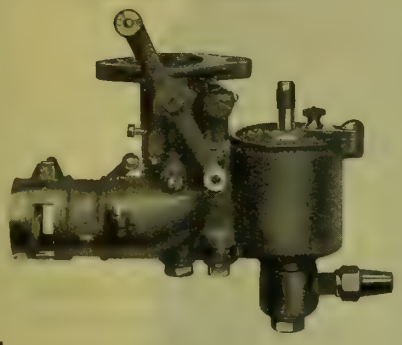
LINE & KIMBALL CO.

Manufacturers of Auto Accessories

Moose Jaw **Saskatchewan**

ZENITH CARBURETORS

WORLD FAMOUS



MODEL O

Auto-Cop Ford Lock



6,000 Sold in 1918

ESTA WATER AUXILIATOR



Eliminates Carbon
Decreases Fuel Consumption 17%
Increases Power and Speed 35%
All Live Sellers

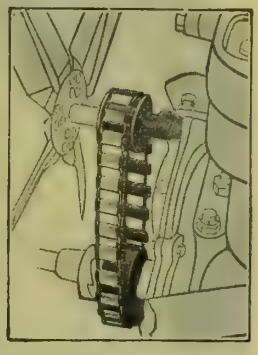
Write for Our Complete Line

Canada Sales Co.

Canadian Distributors

183 Church St. Toronto, Ont.

CROWE
Mechanical Fan Belt



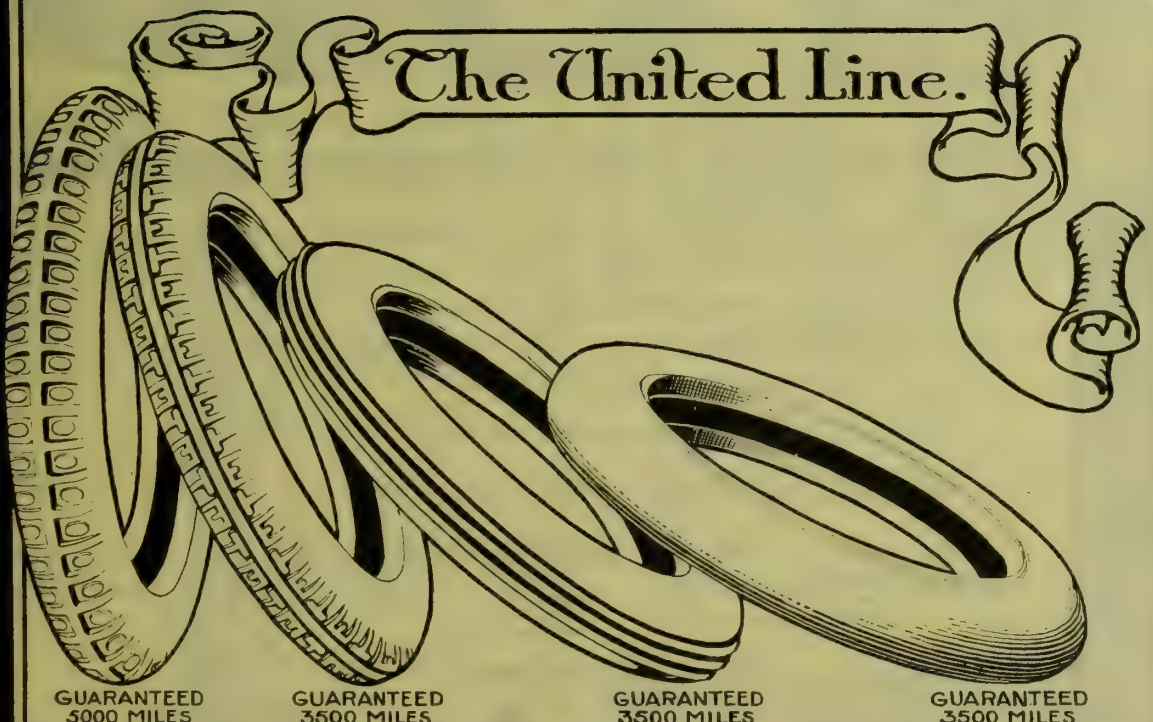
15,000 Mile Guarantee]

Chevrolet



Motolok Panel Board

The United Line.



GUARANTEED 5000 MILES
GUARANTEED 3500 MILES
GUARANTEED 3500 MILES
GUARANTEED 3500 MILES

MANUFACTURED BY,
THE UNITED RUBBER MANUFACTURING AND RECLAIMING CO. LTD.
HEAD OFFICE & WORKS — BATHURST ST. — TORONTO.
FACTORY BRANCH — 1½ KING ST. — BRANTFORD, — AND ALL GOOD DEALERS.



Patented in U.S.A.

60c - $1.10 - $1.60



The Original Self-Vulcanizing Tire Patch

NO heat, no tools, no experience necessary to repair punctures with Wood's Everloc, the original, self-vulcanizing Tire Patch. Guaranteed to permanently repair punctures or blowouts up to 17 inches. Used to temporary repair on casings it will always get you home. Three ready-selling sizes:- 60c - $1.10 - $1.60.

DEALERS:- Get our proposition from us or your jobber.

Wood's Everloc Tire Patch is patented in the U.S.A.

W. C. WOOD COMPANY

74 WESTERN AVENUE Dept. E MINNEAPOLIS, MINNESOTA

Garage Size: 20" x 28"

WOOD'S EVERLOC TIRE PATCH



The Soft Steel Pin That Locks The Ever-Tyte Piston Ring Into One Piece

AND THESE FEATURES:—

Durability, Simplicity, Flexibility, Effectiveness, Accuracy, Strength, the Right Angle Interlock, the 6 Point Circular Expansion, and the Six Months' Guarantee, make this ring unexcelled on the market today.

For Sale in Canada by

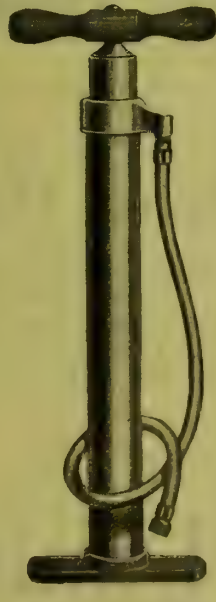
GREAT WEST ELECTRIC CO., Ltd., Winnipeg, Manitoba
MILLER-MORSE HARDWARE CO., Ltd., Winnipeg, Manitoba
REVILLON WHOLESALE, Ltd., Edmonton, Alberta
MERRICK-ANDERSON, Ltd., Winnipeg, Manitoba
PRAIRIE MOTOR SALES CO., Ltd., Moose Jaw, Sask.
WALKER-VALLANCE, Ltd., Hamilton, Ont.
WOOD, VALLANCE & ADAMS, Ltd., Calgary, Alberta

F. G. MAXWELL & CO., — Canadian Representatives — WINNIPEG, MANITOBA

H&M. 3-19

Made by THE EVER TIGHT PISTON RING COMPANY, *3124 Locust St., St. Louis, U.S.A.*

Insist on Getting A Tallman Two Cylinder Double Action Pump

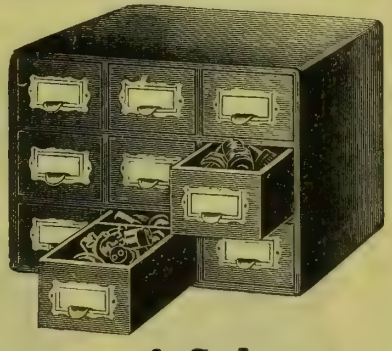


Easy on Your Back

Saves Your Tires

Tallman Brass & Metal Limited
HAMILTON, ONT.

The *Presto* Cabinet



is a Booster of Sales

Because Garages, dealers and repair shops need a place to keep all the electrical Edi-Swan fittings for lighting of the automobile where they can be of easy access.
The Presto is the best arranged cabinet to keep fittings—such as plugs, connectors, switches and accessories, in. Come either with or without assortment of fittings. It is 12" x 12" x 9", mission finished wood and contains nine drawers each with a division giving it eighteen spaces. Price in U.S.A., $4.50. Price in Canada, $6.50.
This is one of the 100 useful and necessary Presto accessories.
Write to-day for our complete catalog.

METAL SPECIALTIES MFG. CO.
338-352 N. Kedzie Ave. CHICAGO, ILLINOIS



Your Transportation Problem Made Easy

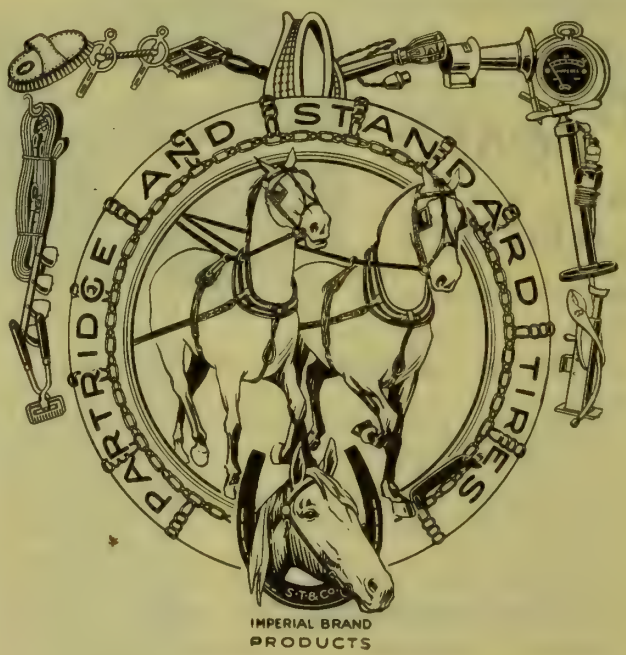
Dealers can make a Saving in Shipping Charges by buying their

Harness and Auto Accessories

from us. This will give you the advantage of shipping your Harness and Accessories purchases under one consignment. In addition to the Wholesale Harness and Accessories business, we operate a

Partridge Tire Service Station

for Toronto and surrounding districts. We have a **Vulcanizing Plant** and can quote you favorable prices on your **Repair Work.**



We specialize in Tire Repair Materials of all kinds.

PATCHES, LACE-ON-BOOTS, INTERLINERS, BLOW-OUT PATCHES, ETC.

Write for Catalogue.

We are manufacturers of the famous

Imperial Brand Harness

The most largely advertised Harness on the Canadian Market. There is good money in handling Harness, for the Hardware Dealer—especially on the basis of combination shipments of Harness and Motor Accessories.

Write for illustrated booklet "How Harness is Made"

Samuel Trees & Co., Limited

Manufacturers of Harness, and Mfrs. and Jobbers in Motor Accessories

42 Wellington St. East, TORONTO

CLASCO

This Trade-Mark is a guarantee of Highest Quality and Workmanship

We specialize in, and our Plant is fully equipped to produce

STEEL and BRASS STAMPINGS of all kinds

Write us for quotations

CANADIAN LAMP & STAMPING CO., LIMITED

Makers of the celebrated CLASCO Lamps for Motor Cars

FORD CITY, ONTARIO



SKYPALONG

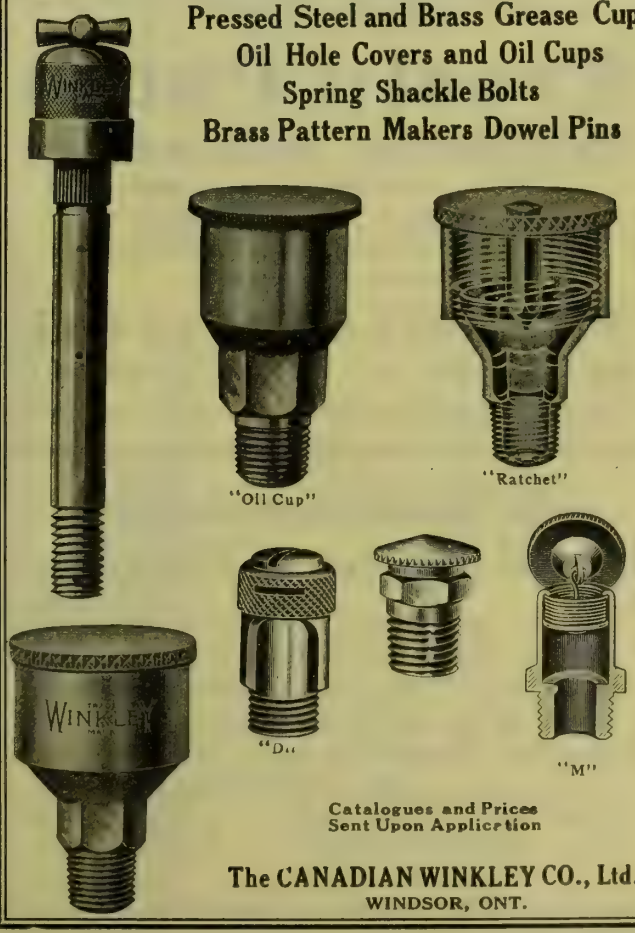
Three ball bearing wheels, strong supports, hardwood base, oak steering post, ten-inch steering bar.
Colors red, black, bright wheels and varnished steering bar.
Reinforced by steel plates where king bolt passes through.
Packed in half-dozens, K. D. Shipping weight 50 lbs. per dozen.
Length over all 23 inches. Height of steering post 29 in.

Manufactured by

The Conron-McNeal Company
Of Kokomo, Indiana, U.S.A.

Good Men

DO you need the services of a good retail salesman, traveller, or manager. The best of them read HARDWARE AND METAL each week from cover to cover. Incidentally they also note the condensed ads. in the "Wanted" section. You can use space in this section at a cost of two cents per word for the first insertion, and one cent a word for subsequent insertions. Add five cents for box number or address.



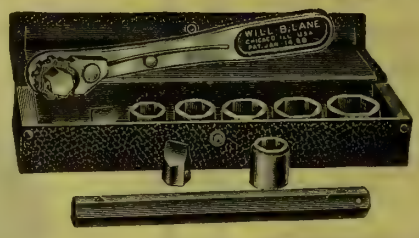
Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR, ONT.



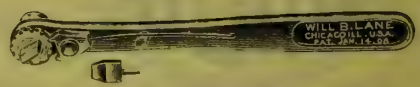
SUPER-UNIQUE SET



FORD SET



STANDARD SET



OFF-SET RATCHET SCREW DRIVER

"Lane" UNIQUE RATCHET WRENCHES

FULLY GUARANTEED

THESE TOOLS ARE SOLD BY THE FOLLOWING JOBBERS IN CANADA :

British Columbia
Wood, Vallance & Leggat, Vancouver.

Alberta
Marshall-Wells Alta. Co., Edmonton.
Wood, Vallance & Adams, Calgary.
Merchants Hdwe. Specialties, Calgary.
The Chapin Co., Calgary.
Motor Car Supply Co., Ltd., Calgary.
Great West Saddlery Co., Calgary.

Saskatchewan
J. H. Ashdown Hdwe Co., Saskatoon.
Bowman Bros., Saskatoon.
Great West Saddlery Co., Saskatoon.
Western Motor Supply Ltd., Regina.
W. W. Cooper Co., Swift Current.

Manitoba
J. H. Ashdown Hdwe. Co., Winnipeg.
Marshall-Wells Co., Winnipeg.
Wood, Vallance Co., Ltd., Winnipeg.
Merrick-Anderson Co., Ltd., Winnipeg.
Miller-Morse Hdwe. Co., Winnipeg.
Great West Saddlery Co., Winnipeg.
Great West Electric Co., Winnipeg.
D. Ackland & Son, Ltd., Winnipeg.
Plewes, Limited, Winnipeg.
Canadian Fairbanks-Morse Co., Winnipeg.

New Brunswick
Sumner Co., Moncton.
T. McAvity & Sons, Ltd., St. John.
W. H. Thorne & Co., Ltd., St. John.
Canadian Fairbanks-Morse Co., Ltd., St. John.

Ontario
Hobbs Hdwe. Co., London.
D. W. Howden & Co., Ltd., London.
London Engine Supply Co., London.
Alexander Hdwe. Co., Hamilton.

Ontario
H. S. Howland & Sons Co., Toronto.
Kennedy Hdwe. Co., Toronto.
Aikenhead Hdwe. Co., Ltd., Toronto.
Rice Lewis & Son, Ltd., Toronto.
Lyon & Marks, Toronto.
A. Chown & Co., Kingston.
Edwin Chown & Son., Kingston.
W. B. Dalton & Sons, Ltd., Kingston.
Thos Birkett & Sons Co., Ottawa.

Quebec
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
J. H. Mitchell & Co., Sherbrooke.
La Cie Codire & Fils, Sherbrooke.
Mechanics Supply Co., Quebec.

Nova Scotia.
Douglas & Co., Amherst.
Dunlap Bros. & Co., Amherst.

WILL B. LANE, Manufacturer, 180 N. Dearborn Street, CHICAGO, ILL., U.S.A.

EASY MONEY FOR DEALERS
BY SELLING

Presto Patch
5-Minute Vulcanizer

Every Machine Guaranteed

SO SIMPLE SO PERFECT
NO GASOLINE NO CEMENT

Patches Made in 3 Sizes

PRESTO PATCH CO.
122 VICTORIA ST. - TORONTO

NORTHLAND SKI
PRONOUNCED "SHEE"

Prize Winners Again
First, Second and Third Prizes

In professional and amateur classes all won on Northland Ski at Steamboat Springs, Col., Annual Ski Tournament, Feb. 28. The world's record jump of 203 feet, made by Henry Hall in 1917 on Northland Ski is still unbroken.

Write for catalog. Order fall shipments now.

NORTHLAND SKI MFG. CO.
ST. PAUL, MINN.

The Hardware Jobbers and Dealers of Canada

largely control the distribution and selling of automobile accessories. In every province of Canada hardware dealers have taken up the sale of automobile accessories in a most aggressive way. They are preparing for a BIG BUSINESS for 1918. They are actually eager to get a line on what is being offered.



Sell this Vest Pocket Lock for Chevrolet Cars

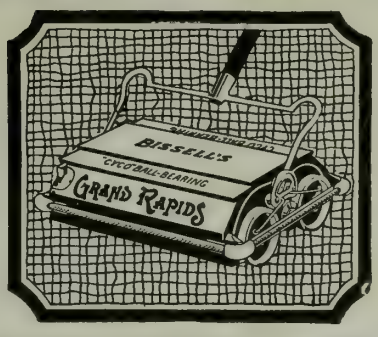
Every Chevrolet owner will want this lock. Easy and simple to operate. Inexpensive.

Dealers, write us.

Manufactured by
HOMER & WILSON
1-5 Lancaster Street, HAMILTON







SPRING—

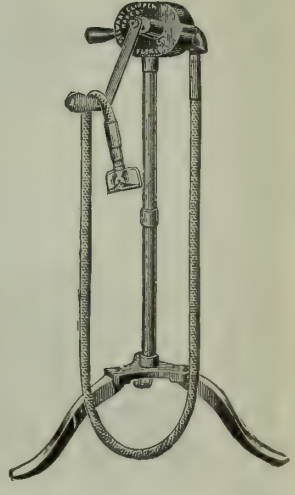
the all round clean-up time—

is right on the heels of Winter, and the merchant who is ready for the first signs of warm weather will see that his stocks of the various spring lines are complete.

Whether it's an O-Cedar Mop or Polish, Liquid Veneer for automobile or household use, a carpet sweeper, a good lawn rake or a horse-clipping machine, it's a spring line that will have an early call.

We Carry a Full Line of Spring Goods Including:

O-CEDAR MOPS AND POLISH, LIQUID VENEER (*For all Uses*), BISSELL'S CARPET SWEEPERS, in fact everything that's called into use around the Home, also lines for the Farm, such as STEWART HORSE CLIPPING AND SHEEP SHEARING MACHINES.



We carry Stewart No. 1 ball bearing clipping machine and No. 8 sheep shearing attachment.

Do not overlook poultry netting block screen cloth, screen doors and windows.

Rice Lewis & Son, Ltd.

VICTORIA STREET

TORONTO

Hardware and auto accessory jobbers will find

PRIMOLITE

Headlight Lens a remarkable seller; because they comply with laws of all states and countries, without tilting lamps; and give greatest distance penetration without glare.

PRIMOLITES

received one of highest approvals given by the State of New York, and others.

Attractive proposition to jobbers.

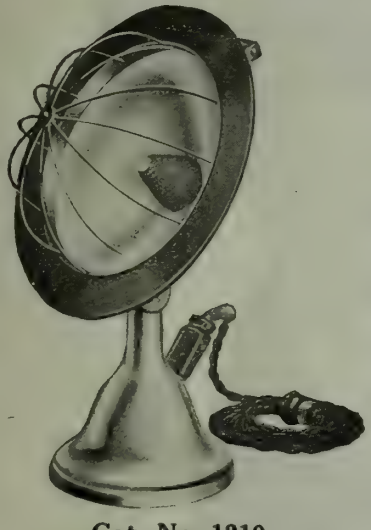
PRIMOLITE SALES CO.

Westfield, New York, U.S.A.

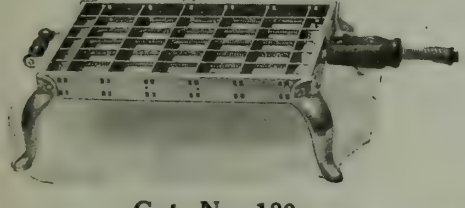
Canadian Distributor Wanted.

ELECTRICAL GOODS FOR THE HARDWARE TRADE

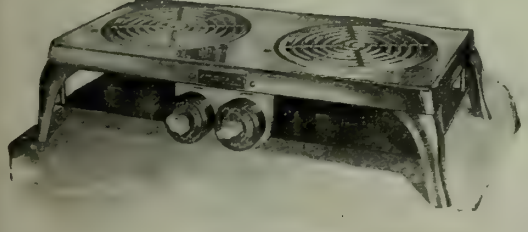
National ELECTRIC



Cat. No. 1210
Heatray Heater



Cat. No. 180
Toaster Stove



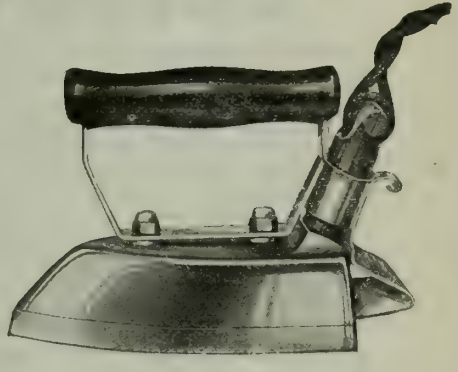
Cat. No. 310
Two Burner Hot Plate

Mr. Hardware Man:

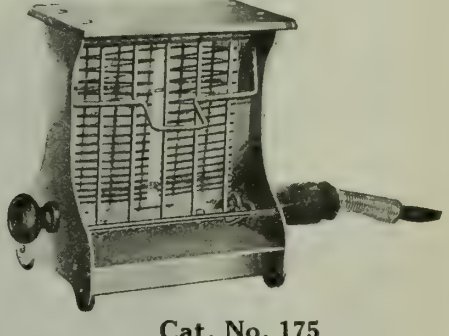
We are here showing some of our fast moving Electrical Appliances for Spring Trade.

DON'T WAIT
SEND US YOUR ORDER NOW

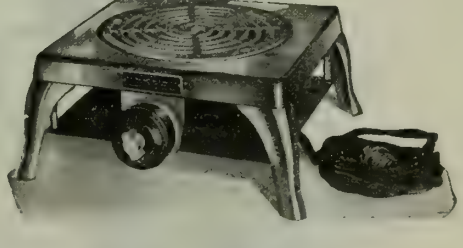
WE SHIP ALL STANDARD APPLIANCES FROM STOCK



Cat. No. 106
Model "B" 6-lb. Iron



Cat. No. 175
Upright Toaster



Cat. No. 300
One Burner Hot Plate

The National Electric Heating Co., Limited

TORONTO, CANADA

Northern Electric
VACUUM CLEANER



This Vacuum Cleaner is the most modern and best. Its extra large nozzle, equipped with a specially-designed brush; its large fan, and its high-speed motor, make this cleaner a powerful, reliable, and economic machine. The extra attachments enable one to clean draperies, upholstery, pianos, picture moulding, out-of-the-way corners, etc. It is absolutely sanitary. A vacuum cleaner that will give the user entire satisfaction, and the dealer a splendid sales proposition.

"Made in Canada"

WRITE OUR NEAREST HOUSE FOR LITERATURE, AND A COMPLETE DEALER'S PROPOSITION

Northern Electric Company
LIMITED

MONTREAL
HALIFAX
OTTAWA
TORONTO
LONDON
WINNIPEG
REGINA
CALGARY
VANCOUVER

Mr. Hardware Dealer!

Do You Realize? That
ELECTRICAL WIRING DEVICES and SPECIALTIES

Are in Constant Demand in Your District.

WHY NOT MAKE THIS A SECOND ARM TO YOUR BUSINESS

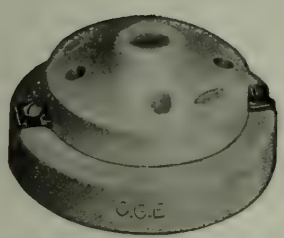
By connecting up with Quality Wiring Devices---Made in Canada---a few of which are shown below.



660-watt Standard Brass Shell Key and Keyless Sockets.



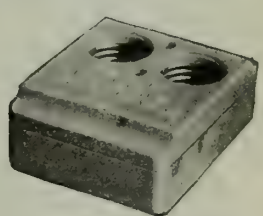
G.E. 624 Standard Separable Attachment Plug



Rosettes
Cleat, Concealed and Moulding.



Enclosed Fuses.



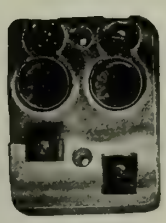
Covered Cutouts.



Cutouts for Enclosed Fuses.



Fibre Fuse Plugs.



Edison Plug Cutouts.

Canadian General Electric Co.

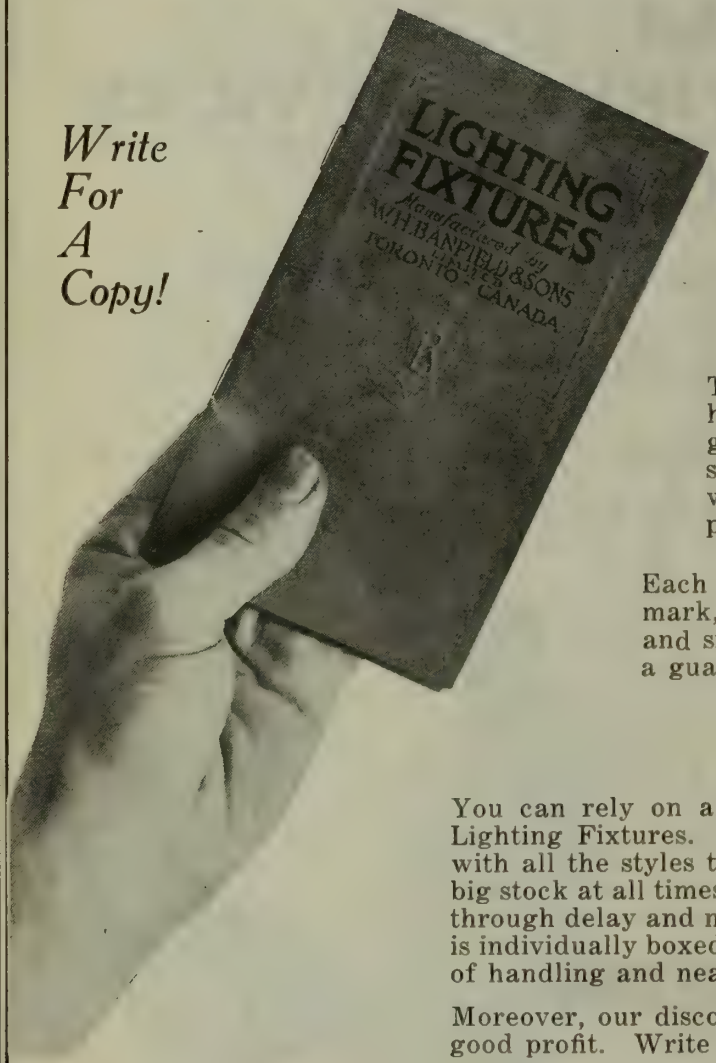
LIMITED

Head Office: TORONTO

Branch Offices: MONTREAL QUEBEC HALIFAX OTTAWA HAMILTON LONDON COBALT
SOUTH PORCUPINE WINNIPEG CALGARY EDMONTON NELSON VANCOUVER

Here Is Banfield's New Lighting Fixture Catalog

Write For A Copy!



This is a handy pocket-size catalog illustrating our new range of popular-priced Electric Lighting Fixtures.

These fixtures are a medium grade line which have the artistic appearance of more costly goods—fixtures that have a big and constant sale among working and middle-class people who want an attractive fixture, yet with whom price is a very important consideration.

Each fixture is labelled with the Banfield trade-mark, symbolizing standardized quality and design, and signifying also that we stand behind them with a guarantee of their good value.

Always In Stock

You can rely on always being able to get delivery of Banfield Lighting Fixtures. The range, while not over large, is complete with all the styles that are in constant demand. And we carry a big stock at all times. By ordering Banfield Fixtures you avoid loss through delay and need never disappoint a customer. Each fixture is individually boxed, which preserves the finish and makes for ease of handling and neat stock-keeping.

Moreover, our discounts allow you to fix a price that gives you a good profit. Write for this catalog to-day.



The Home of Banfield Lighting Fixtures

W. H. Banfield & Sons, Limited

Showrooms 80 King St. West. Head Office and Works 370 - 386 Pape Ave.

Toronto

Home Laundry Equipment operated by electricity

The SEAFOAM will accomplish everything required of a combination washing and wringing machine, and there is nothing intricate or delicate about it.

Washes with a dolly, and has a wringer which runs both ways.

Washing and wringing can be done separately or at the one time—ALL BY POWER.

Fitted with 1-6 H.P. Robbins and Myers splash-proof motor.

The Seafoam is carefully tested before leaving our factory, and you get it all ready to attach to an ordinary standard electric receptacle.

Style "B" is for engine drive.

SEAFOAM Style "A"
Electric Power
WASHER & WRINGER



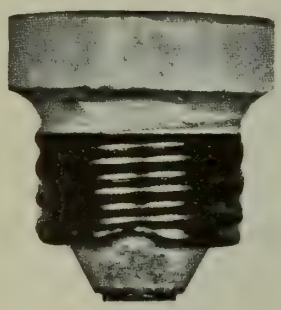
Wrings While it Washes---Washes While it Wrings

DOWSWELL, LEES & CO., LIMITED
HAMILTON, CANADA

Makers of every type of hand or power washing machines of merit. Also ARROW BRAND Clothes Wringers.

Western Representative:
HARRY F. MOULDEN & SON
WINNIPEG, MAN.

Eastern Representative:
JOHN R. ANDERSON
MONTREAL, QUE.



Hydro Commission
Approval No. 109

HEMCO FUSE PLUG

AMPERES 6-30

Write for Revised Prices



Hydro Commission
Approval No. 112

HEMCO TU-LITE

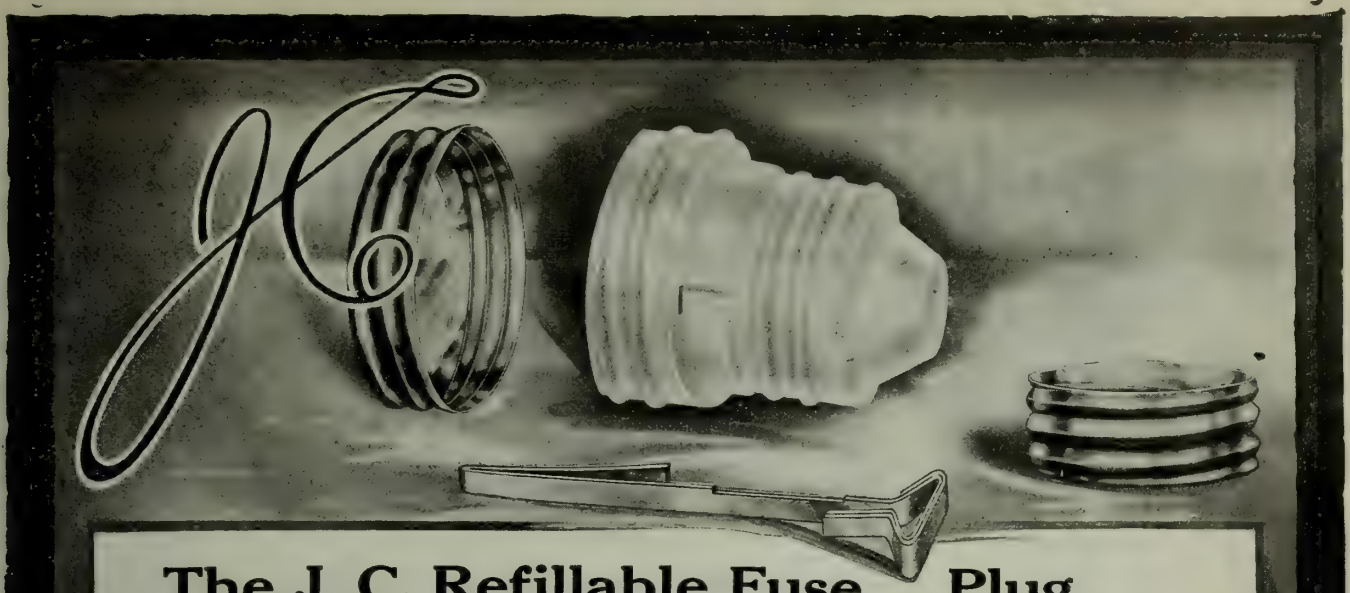
Packed ten to a box.

Order a box from your jobber or direct from us.

They sell themselves.

HESSCO ELECTRIC MFG. CO.

33 Church Street, Toronto, Ontario



The J. C. Refillable Fuse Plug

SIMPLE TO REFILL and a MONEY SAVER

J. C. Refillable Fuse Plugs save you money. How? They can be refilled 20 to 30 times, at a cost of only 1c each, whereas the ordinary Fuse Plug when burnt out is thrown away. When buying Fuse Plugs buy J. C. Refillable Fuse Plugs.

Write for Sample. **Approved by H.E.P.C.**

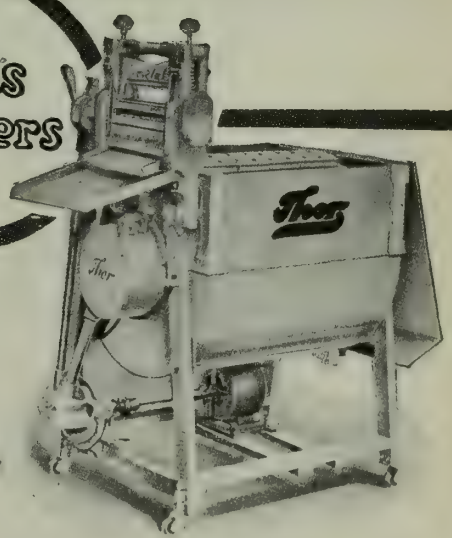
THE CLEMENS ELECTRICAL CORP. OF CANADA, LTD.

KING WILLIAM & FERGUSON AVE
HAMILTON CANADA

pulls reorders **for you** pulls reorders

Thor

HURLEY SERVICE



A successful "first trial" of electrical household apparatus is the *entering wedge* in the development of a complete electrically equipped home.

The electric dealer with an eye for future business will risk no chance of an unsatisfactory "first trial" —he will lay a solid foundation for an increasing electrical trade, by selling a THOR, *backed by the famous THOR Guarantee and Hurley service.*

HURLEY MACHINE COMPANY, LIMITED

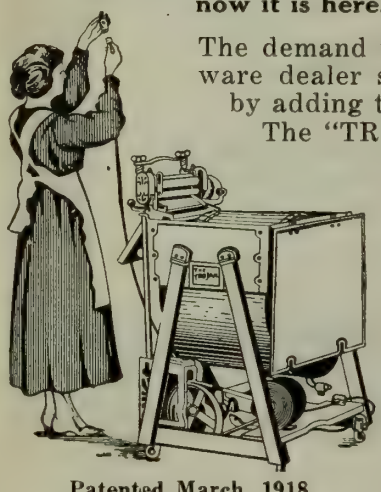
413 Yonge Street, Toronto

ELECTRICAL GOODS FOR THE HARDWARE TRADE

Your Profits Will Quickly Increase

If you sell the **Trojan ELECTRIC WASHER**

Women are to-day turning to the Electric Washer as the most useful labor-saving appliance of modern times. They have wanted it for many years—**and now it is here.**



Patented March, 1918

The demand for Electric Washers is developing fast. No live electric or hardware dealer should ignore the opportunity to increase the profits of his business by adding this line.

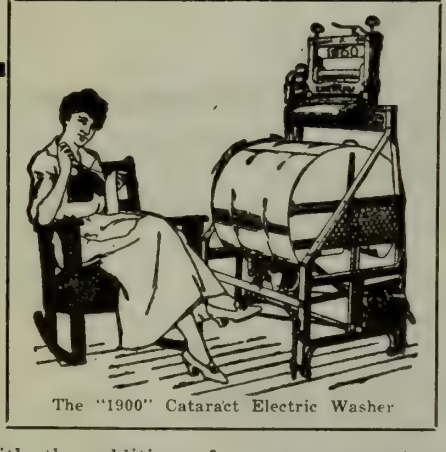
The "TROJAN" has so many desirable features and is so simple and economical to operate that it finds instant favor and is easy to sell. In most cases a simple demonstration will quickly close a sale.

We shall be glad to send you our sales plans for dealers. Write at once for full particulars. The spring months are among the best—so don't delay, write at once.

Made in Canada by

McDONALD & WILLSON, Limited

347 Yonge Street, Toronto



The "1900" Cataract Electric Washer

The Washers the Women Want

The articles that are in demand are the profitable ones from the Hardware Man's standpoint. Those that are hard to sell—the unknown ones—prove less lucrative, in the long run.

BUY W-S-S WAR-SAVINGS STAMPS

It's Profits That You Want

and you can get them from "1900" Washers.

For more than twenty years we have been making and selling nothing but washing machines—the very best that can be made. Our whole attention has been centred on "1900" Washers, on perfecting and developing new models.

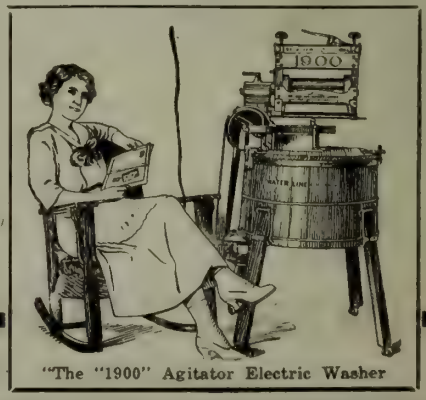
With the addition of our two newest and greatest models, the "1900' line is complete.

The "1900" Cataract Electric Washer

These most modern washers, as well as the other "1900" machines—the Gravity, Water Power and Gasoline Motor Washers—are sold everywhere through our extensive advertising, which is the largest publicity campaign conducted for washing machines in Canada. Inquiries in large numbers result from this advertising, and these inquiries are turned over to such "1900" dealers as have proven their worth in their different territories.

The "1900" Agitator Electric Washer

If there is no one selling "1900" Washers in your territory there is a chance for you. Make use of it by writing to-day to the Wholesale Department.



"The "1900" Agitator Electric Washer

THE "1900" WASHER COMPANY

357 Yonge Street .·. Toronto

ELECTRICAL GOODS FOR THE HARDWARE TRADE

No Trouble to Sell *this* Cleaner



The inclined nozzle, which pokes "under things" and gets close up to carpet edges, is an exclusive feature of the "APEX" that makes an instant appeal. Once seen, a prospective customer will buy no other, and the sale is closed without difficulty.

Apex

The "APEX" has an unusually powerful motor. It will pull dust and dirt from under any carpet and thoroughly renovate while it cleans. Women are delighted with it and enthusiastically recommend it.

ELECTRIC CLEANERS



The steady demand from the best dealers proves the increasing popularity of the "APEX" and the growing demand for appliances of QUALITY, RELIABILITY and EFFICIENCY.

Write us at once and secure the agency in your district, if it is not already taken up. You have no time to lose as the demand for electric cleaners is greater in spring than during any other time of the year. *It is a great money-making opportunity.*

McDONALD & WILLSON
LIMITED
347 Yonge St., Toronto

Makers of Electric Fixtures, "TROJAN" Electric Washers, etc.



You are safe in buying

Benjamin



Sockets for Electrical Use

BECAUSE:—

The workmanship is good—they are made to last.

The materials are good—quality and dimensions conform to best standards.

They are "Made-in-Canada"—here in our own factory, under careful supervision.

They are approved by electrical authorities.

The prices are right—ask for them.

Benjamin
PRODUCTS

Plug Clusters
Wireless Clusters
Attachment Plugs
Stand Lamp Clusters
Sockets
Wiring Devices
Reflectors
Street Lighting Units
Store and Office Fixtures
Industrial Lighting Units
Gas and Vapor Proof Fixtures
Show Case Lighting Material
Knife Switches
Panel Boards
Marine Fixtures

Send for catalogue

Benjamin Electric Mfg. Co.
of Canada, Limited

Head Office and Works: 11-17 Charlotte Street, TORONTO

ATKINS

Sterling Quality Cross-Cut Saws



The Saw that brings a *higher price*—a *bigger profit*. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H M"*

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell St.**

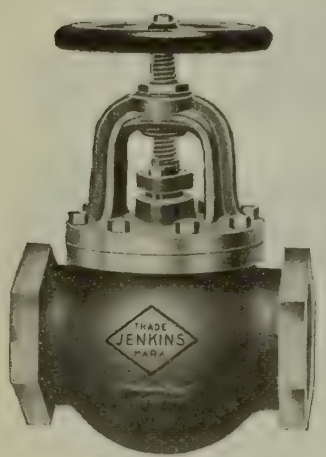


FIG. 141

JENKINS BROS.

Standard Pattern Iron Body Globe Valve Screwed with Yoke.

For use under steam service there are no valves quite as satisfactory as

JENKINS BROS.

Globe and Angle Valves

Fitted with Jenkins' No. 119 Discs

The composition of the disc is very hard, but becomes tough and flexible in service when under steam pressure.

It shows remarkable freedom from cracking and flaking and unrivalled durability in working steam pressures up to 150 pounds.

Write for Catalogue No. 8.

103 St. Remi St. **JENKINS BROS., Limited** MONTREAL

6 GREAT QUEEN STREET, KINGSWAY, LONDON, W.C. 2, ENGLAND

TRADE MARK CANADA

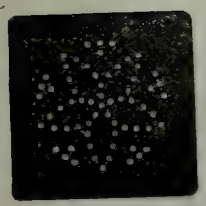
Perforated Three-Ply Veneer Chair Seats

Staple Patterns

FOR

FOREIGN AND DOMESTIC TRADE

The Most Profitable Line To Sell



SQUARE

Special patterns cut without extra charge.



CROWN DINING

Here are five staple patterns of veneer chair seats. Our seats are well glued, nicely formed and carefully bored.

Made in the following sizes--- 10 inch, 11 inch, 12 inch, 13 inch, 14 inch, 15 inch, 16 inch, 17 inch, 18 inch and 20 inch, staple patterns. Measurements are for width, not length.



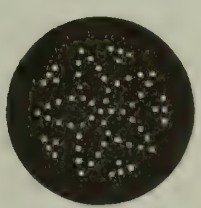
BALL TOP

The corners of our seats are rounded, the edges smoothed and sandpapered and the whole finished with real church pew varnish, won't scratch and is waterproof finished.

If it's a high quality line you wish to handle, it will pay you to investigate these **Perforated 3-Ply Veneer Chair Seats.**



LOCAL



ROUND

TERMS

Quotations subject to change without notice. Orders will be entered subject to the following conditions: Strikes of operatives or any other unavoidable cause will relieve us from prompt fulfilment of contracts.

Write for information and price list to-day.

Your Enquiry Will Receive Our Prompt and Careful Attention.

CANADIAN VENEERING COMPANY Inc.

ACTON VALE, QUEBEC, CANADA

"Just Ask For Samples in Comparison With Any Other Make"

Louden's Profit Makers



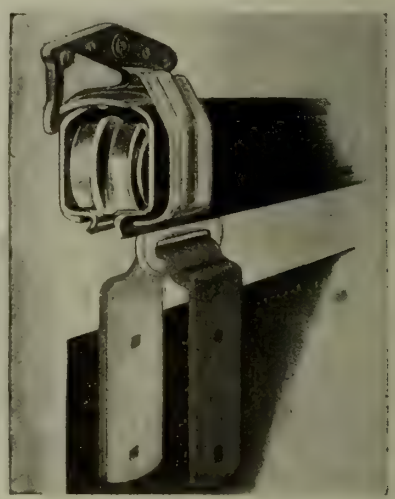
Garage with Door Open

No sagging—no slamming—no swinging—slides smoothly round the inside corner—lies flat against the inside wall—no waste space—no extra door—that's the

Louden's Fitted Garage Door

Track for 6—8—10—12 foot doors with hangers—hinges—handles—stay rollers—hasp and staple—screws—nails—everything needed—packed in wooden box—outfit complete. Big seller—big discount.

Snow — ice — dirt — nests — trash cannot stick our roller bearing bird-proof barn hangers; simple — strong—will not sag; roller bearing trolleys completely enclosed—run on flat tread-pressed steel track—closed ends—heavy steel hinged brackets—for single or double doors. We also manufacture:—



Bird-Proof Track

Flat barn door track	**Wood and malleable hay pulleys**
Wire stretchers	**Hay rack clamps**
Hay door hinges	**Barn door latches**
Hay carriers and track	**Litter carriers**
Cow stalls and stanchions	**Water bowls**
Horse stable fittings	**Everything for the barn**

Made by Us in Canada for a Generation

Advertised in Farm Papers from Coast to Coast

Hardware men from coast to coast make large profits on our complete lines. Many barns now being planned. Get lined up with a nationally advertised line of PERFECT Barn equipment.

Write For Our Money-Making Proposition

Louden Machinery Co. of Canada, Limited

Head Office and Factory: GUELPH, ONTARIO

Branches with Complete Stocks at:

513 Martin Avenue, WINNIPEG, MANITOBA **ST. JOHN, N.B.**

43 Pender St., VANCOUVER, B.C. **Alberta Dairy Supplies, EDMONTON, ALTA.**

TEAR OFF COUPON NOW AND MAIL US TO-DAY

Write Nearest Office.

Please mail me catalogues—prices and money-making proposition on books checked below:—

[] Barn and Garage Door Hangers
[] Hay Pulleys
[] Hay Carriers
[] Cow Stalls and Stanchions
[] Barn Door Latches and Hinges
[] Water Bowls
[] Litter Carriers
[] Horse Stable Fittings

I would like to have a call from your traveller on or about .....

My Name ..... Business .....

Town ..... Address ..... Prov. .....

46

Prosperous Times for Prepared Roofing

ON account of the labor shortage little building was done in Canada during the past four years.

To-day there is a shortage of houses in practically every growing city and town.

There are thousands of new homes, apartment houses, schools, stores, etc., already planned and will be erected as labor becomes available.

There are also thousands of buildings needing repairs and re-roofing.

Therefore, from now on we look to increasing activity in the building and roofing trade.

Brantford Roofing was advertised to the consumer steadily during the war and in the face of a decline in building our business increased.

For example, the output of Brantford Asphalt Slates in 1917 was double that of 1916, and in 1918 the demand was more than twice that of 1917.

The quality, reputation and economy of Brantford Roofing make our line particularly suitable for present day conditions.

Brantford Roofing provides a durable fire-resistant roof, at a moderate cost —a roof that can be easily and quickly laid. There is a style of roofing suitable for every requirement. There is very little roofing business that should go past a wide-awake Brantford Roofing Agent.

Brantford Asphalt Roofing, sanded on both sides, 60, 70 and 80 lbs. per square, is our most popular roll roofing.

Brantford Rubber Roofing, smooth surface, 40, 50 and 60 lbs. per square, is another excellent roll roofing.

Brantford Crystal Roofing has a crushed slate surface of red or green, 80 lbs. per square. A beautiful, durable roll roofing.

Brantford Asphalt Slates. The same material as Crystal, but in individual size shingles. The demand for this line is increasing at a wonderful rate.

Brantford Asphalt Slab Slate is four shingles in one. When laid the slab looks exactly like four individual shingles. A wonderful time saver in laying. Fewer nails required. This is our newest line and it's a winner.

Brantford Leatheroid, a smooth surface roofing, and Standard Mohawk, sanded on one side, are two popular roll roofings at a low cost.

Climax Sheathing Paper completes our line of strong sellers.

This year Brantford Roofing will be more largely advertised to the consumer than ever. It is a money maker for the dealer. Samples, booklets and prices on request.

Brantford Roofing Co. Limited

Head Office and Factory Brantford, Ontario

Branches at Toronto, Montreal, Halifax, Winnipeg

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Alabastine
The Alabastine Co., Paris, Ont.

Aluminum
British Aluminium Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.

Aluminum Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
The Ware Mfg. Co., Oakville, Ont.

Ammonia
The Engineers' Supply Co., Winnipeg, Man.
Stuart & Foster, Toronto.

Ammunition
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Asbestos
Canadian Asbestos Co., Montreal, Que.
The Engineers' Supply Co., Winnipeg, Man.

Asbestos Pipe Specialties
Canadian Asbestos Co., Montreal, Que.

Asbestos Pipe Coverings
Canadian Asbestos Co., Montreal, Que.

Ash Sifters
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

Ankle Supports
Owen Sound Steel Press Works, Owen Sound, Ont.

Auto Accessories, Equipment and Supplies (Jobbers)
Auto Accessories, Ltd., Winnipeg, Man.
J. E. Beauchamp & Co., Montreal, Que.
Canada Sales Co., Toronto.
Crown Cycle & Motor Co., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
North American Hardware Co., Ltd., Montreal.
Prairie Motor Sales Co., Moose Jaw, Sask.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Ltd., Toronto.
Walker Vallance, Ltd., Hamilton, Ont.

Auto Accessories, Equipment and Supplies (Manufacturers)
The All-Way Mfg. Co., Toronto, Ont.
Air-Tite Mfg. Co., St. Thomas, Ont.
W. H. Banfield & Sons, Ltd., Toronto.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
Parcalo Mfg. Co., Buffalo, N.Y.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Durke-Atwood Co., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Line, Kimball Co., Moose Jaw, Sask.
The Lockwood-Ash Motor Co., Jackson, Mich.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
M. H. Merchant Corporation, Syracuse, N.Y.
Metal Specialties Mfg. Co., Chicago, Ill.
The Locktite Mfg. Co., Windsor, Ont.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
The Prismolite Sales Co., Westfield, N.Y.
Will B. Lane, Chicago, Ill.
Perfection Sanitary Brush Co., Toronto.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
The Stems Tire & Tube Co. of Canada, Ltd., Toronto.
Thermoid Rubber Co., Trenton, N.J.
Timont Mfg. Co., Roxbury, Mass.
Van Cleek Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.

Automobiles
Canadian Pneumatic Tool Co., Ltd., Montreal.

Automobile Parts
Kinzinger, Bruce & Co., Ltd., Niagara Falls, N.Y.
McKinnon Industries, Ltd., St. Catharines, Ont.

Awnings
Finnie & Murray, Ltd., Winnipeg.
J. J. Turner & Co., Peterboro, Ont.

Axes
Canada Foundries & Forgings, Brockville, Ont.
Can. Warren Axe & Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Babbitt Metal
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes, Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

Barb Wire
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Bars and Racks, Clothes
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Covers
E. B. Eddy Co., Ltd., Hull, Que.

Barrel Liners
J. N. Warminton & Co., Montreal, Que.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Usona Mfg. Co., Inc., Toledo, Ohio.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
Kinzinger, Bruce & Co., Ltd., Niagara Falls.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.

Brake Lining
Thermoid Rubber Co., Trenton, N.J.
Haddow Brokerage Co., Montreal, Que.

Brass Goods
Haddow Brokerage Co., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
The United Brassfounders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Beekeepers' Supplies
Canadian Bee Supply & Honey Co.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Conveyor
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.
Plewes, Ltd., Winnipeg, Man.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.
Samuel Trees & Co., Toronto, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
London Bolt & Hinge Works, London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Wilkinson & Kompass, Hamilton.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boxes, Tin
A. R. Whittal Can. Co., Ltd., Montreal, Que.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Boot Calks and Toe's
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Ladlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Barrels, Steel
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Balers, Steel
Climax Baler Co., Hamilton.
Spaelmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal, Que.

Burlap
Dominion Oil Cloth Co., Ltd., Montreal, Que.



Our Leaders:

BABBITT, SOLDER

Lead Pipe, Sheet Lead

and all

INGOT METALS

THE CANADA METAL CO., LTD.
TORONTO

WE MANUFACTURE

WIRE NAILS

BRIGHT-BLUED-COATED

STRAIGHTENED WIRE

BRIGHT WIRE

ANNEALED WIRE

OILED and ANNEALED WIRE



ALL OUR KEGS HAVE ONE RED END

Hay Baling Wire

BALE TIES

Fence Staples, Shoe Rivets

Brass and Copper Nails

THE GRAHAM NAIL WORKS

OPERATED BY CANADA METAL CO., LIMITED
Fraser Avenue, Toronto.

THE BUYERS' GUIDE

Butchers' Tools
Haddow Brokerage Co., Montreal, Que.

Butter Tubs (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Ganamoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell Pratt Co., Greenfield, Mass.

Brushes and Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Perfection Sanitary Brush Co., Toronto.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Crown Cycle & Motor Co., Montreal, Que.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brake Lining
Crown Cycle & Motor Co., Montreal, Que.

Brooms
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

Buckles, Harness and Trunks
McKinnon Industries, Ltd., St. Catharines, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
R. Johnson, Clapham & Morris, Ltd., Manchester, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Canoes and Boats
Canadian Canoe Co., Peterborough, Ont.
Peterborough Canoe Co., Peterborough, Ont

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
Finnie & Murray, Ltd., Winnipeg.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
Cannon Oiler Co., Keithsburg, Ill.

Caps for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpenters' Tools
Haddow Brokerage Co., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Casseroles
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cement, Rubber
Van Cleef Bros., Chicago, Ill.

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Cut-Link
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Chains, Folding
J. E. Beauchamp & Co., Montreal, Que.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
McKinnon Industries, Ltd., St. Catharines, Ont.

Choppers, Ice
The Haddow Brokerage Co., Montreal, Que.
L. & I. J. White Co., Buffalo, N.Y.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Check Protectors
W. G. Patrick & Co., Ltd., Toronto.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
R. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peck Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Clippers
Chicago Flexible Shaft Co., Chicago, Ill.

Closets
Wakyte Mfg. Co., Ltd., Winnipeg, Man.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Lines
The Coleman Fare Box Co., Ltd., Toronto.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Clothes Horses
Stratford Mfg. Co., Stratford, Ont.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Hhatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Coopers' Too's
Haddow Brokerage Co., Montreal, Que.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Crocks, Butter
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Crucibles
Canadian Asbestos Co., Montreal, Que.

Cultivators
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers' Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
The Rapid Tool & Machine Co., Ltd., Montreal.
Trimont Mfg. Co., Roxbury (Boston, Mass.).

Curry Combs
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville, Ont.

Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Diaphragms, Rubber

Dies, Stocks, etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

Disinfectants
J. E. Beauchamp & Co., Montreal, Que.

Display Racks and Stands
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

Doors
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION RUBBER SYSTEM
AND ASSOCIATED COMPANIES

LAWN AND GARDEN HOSE
OF
HIGH STANDARD QUALITIES
THAT GIVE SATISFACTORY SERVICE

The only sure way to get satisfactory service is to buy products of known worth.

That is why it always pays Hardware Dealers to carry Dominion Rubber System Lawn and Garden Hose. The worth of Dominion Rubber System Hose is known because every ounce of material and every detail of workmanship must test up to a fixed quality standard, which has proved its worth under the severest tests.

This is the result of over half a century of hose-making experience, by the oldest and largest rubber organization in Canada.

No. 300 Hose is the popular favorite. Its material and workmanship are guaranteed. Its value is unequalled.

If your supply of Lawn and Garden Hose for the coming season has not been ordered, write to the nearest Dominion Rubber System branch for prices.

DOMINION RUBBER SYSTEM SERVICE BRANCHES

ARE LOCATED AT

HALIFAX	TORONTO	FORT WILLIAM	EDMONTON
ST. JOHN	HAMILTON	WINNIPEG	CALGARY
QUEBEC	LONDON	BRANDON	LETHBRIDGE
MONTREAL	KITCHENER	REGINA	VANCOUVER
OTTAWA	NORTH BAY	SASKATOON	VICTORIA

THE BUYERS' GUIDE

Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
National Mfg. Co., Sterling, Ill.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons, Birmingham, Eng.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

Doubletrees
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman, Ltd., Leicester, Eng.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drop Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
The A. C. Gilbert-Menzies Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man
The Hessco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Usona Mfg. Co., Toledo, Ohio.

Electric Supplies
W. H. Banfield & Sons, Ltd., Toronto.
The Can. General Electric Co., Ltd., Toronto.
The Hessco Electric Mfg. Co., Toronto, Ont.

Emery
Dominion Glue & Emery Co., Montreal, Que.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass.
British America Paint Co., Ltd., Victoria, B.C.
Wm. Harland & Sons, Toronto.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
DesRochers, Ltd., Montreal, P.Q.

Eveners for 2, 3, 4, 6 and 8 Horses
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Evaporators
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Excelsior
Rankin & Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.
Hercules Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Garanoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
H. W. Johns-Manville Co., New York.
Northern Electric Co., Montreal.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Canada Foundries & Forgings, Brockville.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton

Fences, Woven Wire, Farm and Ornamental
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Fenders for Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Appliances and Liquids
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson Iver Arms & Cycle Works, Fitchburg Mass.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Simonds Canada Saw Co., Montreal
Wilkinson & Kompass, Hamilton.
DesRochers, Ltd., Montreal, P.Q.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Department Supplies
Canadian Consolidated Rubber Co., Montreal
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fire Escapes
The Dennis Wire & Iron Works Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures
Stover Mfg. & Engine Co., Freeport, Ill.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Scythes & Co., Ltd., Toronto, Ont.
Finnie & Murray, Ltd., Winnipeg, Man.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Usona Mfg. Co., Inc., Toledo, Ohio.
Ward & Gladstone, Manchester, Eng.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Parts
Crown Cycle & Motor Co., Montreal.

Ford Car Specialties
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont.

Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.

Forgings, Drop
McKinnon Industries, Ltd., St. Catharines, Ont.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Furnaces
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
The Empire Stove and Furnace Co., Ltd., Owen Sound.
The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Fdry. & Machine Co., Ltd., Moncton, N.B.

Fruit Jars
Walter Woods & Co., Hamilton.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.
The Vlit Mfg. Co., Montreal, Que.

Fuses, Electric
The Hessco Electric Mfg. Co., Toronto.

Fuses, Electric, Refillable
The Clemens Electrical Corporation, Hamilton.

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Flanges for Wheels
McKinnon Industries, Ltd., St. Catharines, Ont

Flag Holders
J. E. Beauchamp & Co., Montreal.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanizers
McKinnon Industries, Ltd., St. Catharines, Ont

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co. Montreal
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Winnipeg Ceiling & Roofing Co., Winnipeg.

Barrett Everlastic Roofings

Check the buildings you will roof this Spring—

If you want to be absolutely *sure* of getting the best roofs for your money, read carefully the descriptions of the "Big Four" Everlastic Roofing given below and pick out for each building the type of roof it requires. Figure on Multi-Shingles, Tylike Shingles or Slate-Surfaced Roofing in rolls for the house and the better buildings, and the popular Everlastic "Rubber" Roofing for such buildings as sheds, stables, silos, etc.

	House
	Garage
	Barn
	Stable
	Chicken Houses
	Hog Pens
	Corn Crib
	Silo
	Sheds

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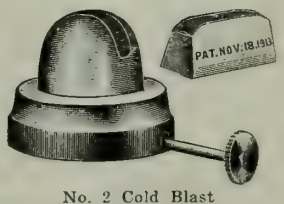
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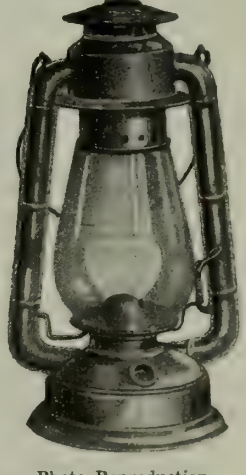


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Canadian General Electric Co., Ltd., Toronto.

Motor Cycles
The Enfield Cycle Co., Ltd., Redditch, Eng.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
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Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.

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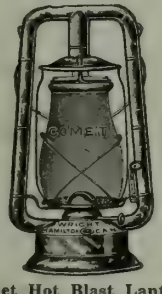
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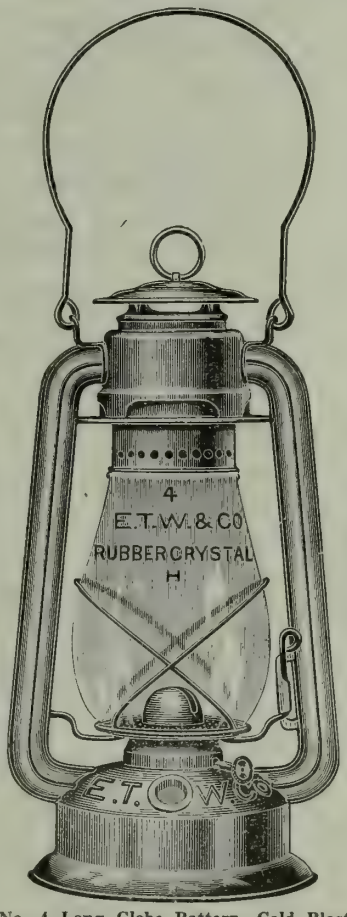
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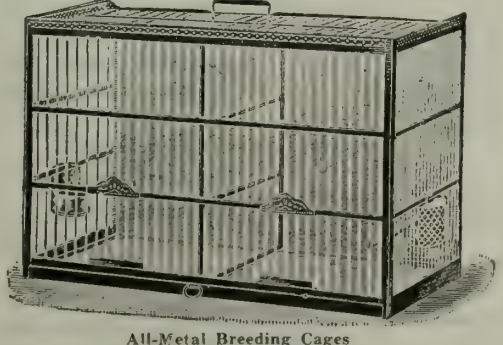
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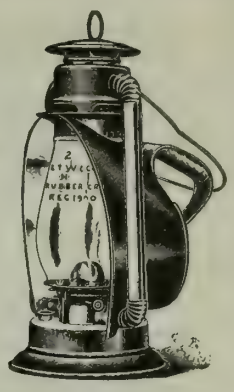


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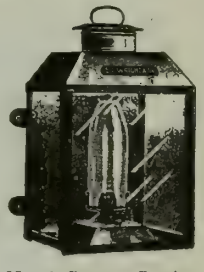
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Steel Co. of Canada, Ltd., Hamilton, Ont.

Neatsfoot Oil
W. Harris & Co., Toronto.

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McKinnon Industries, Ltd., St. Catharines, Ont
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Nipples
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Nipples for Radiators
McKinnon Industries, Ltd., St. Catharines, Ont

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Oakum
Canadian Asbestos Co., Toronto, Ont.
Scythes & Co., Ltd., Toronto, Ont.

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The Canada Oil Burner Co., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

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Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

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McKinnon Industries, Ltd., St. Catharines, Ont

Oil, Coal
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Prairie City Oil Co., Winnipeg, Man.

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Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine
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Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Ltd., Winnipeg, Man.

Oil, Neatsfoot
W. Harris & Co., Toronto.

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S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal
The Gilbert & Barker Mfg. Co., Springfield, Mass.

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Oil Stains
British America Paint Co., Ltd., Victoria, B.C

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The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal
Sheet Metal Products Co. of Canada, Ltd., Toronto

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Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
McGregor, Banwell Fence Co., Ltd., Walkerville

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville

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Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

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Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

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R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor Ont.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.
British America Paint Co., Ltd., Victoria, B.C.

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Meakins & Sons, Hamilton.
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Soren Bros., Toronto.

Pails, Wooden
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Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

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Pidgeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

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The Ever Tight Piston Ring Co., St. Louis, Mo.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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Dominion Sewing Machine-Phonograph Co., Winnipeg

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Nova Scotia Steel Co., New Glasgow, N.S.
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Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal

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Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg

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Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto

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Otterville Mfg. Co., Otterville, Ont.

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Pliers, Combination
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Goodell-Pratt Co., Greenfield, Mass.

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J. H. Williams & Co., Brooklyn, N.Y.

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Vlit Mfg. Co., Montreal, Que.

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Stuart & Foster, Toronto.

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Northern Electric Co., Montreal

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Canadian Fairbanks-Morse Co., Ltd., Montreal
Renfrew Scale Co., Ltd., Renfrew, Ont.

Scales, Machinists'
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Scoops
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Screws, Wood
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Sanderson-Harold Co., Ltd., Paris, Ont.

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J. E. Beauchamp & Co., Montreal, Que.

Gorden Seats
J. E. Beauchamp & Co., Montreal, Que.

Seats, Fibre
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Sewing Machines
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Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

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Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
B. & S. H. Thompson, Montreal, Que

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can

Shovels, Snow
J. E. Beauchamp & Co., Montreal, Que.
Coleman Fare Box Co., Toronto.

Shingle Stains
The Alpine Chemical Co., Ltd., Toronto.
British America Paint Co., Ltd., Victoria, B.C.
Sturgeons, Ltd., Toronto.

Sifters, Ash
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

Signs, Street
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

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Silverware
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Sleighs
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Snow Shoe Harness
The Northland Ski Co., St. Paul, Minn.

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The Can. Flexible Skate Co., Ltd., Parry Sound

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Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
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Tallman Brass & Metal Co., Hamilton, Ont.

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Soldering Irons (Electric)
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Plewes Ltd., Winnipeg, Man.

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Canada Witch Co., Ltd.
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The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Bateman-Wilkinson Co., Ltd., Toronto.
Collins Mfg. Co., Toronto
Thos Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock

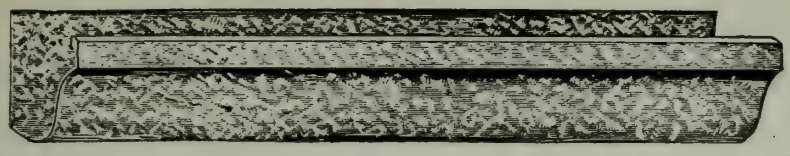
Springs
B. J. Coghlin Co., Ltd., Montreal, Que.

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stable Pails
E. B. Eddy Co., Ltd., Hull, Que.

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Manton Bros., Toronto.
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa.





Think of the Trough and Pipe Jobs that must be done this Season

For five long years property owners have been compelled to let repair work go — because there wasn't enough skilled labor in the country to look after it.

A year ago now you would have side-stepped an order to do an eavetroughing job in the country. You found it hard to attend to the work within a stone's throw of your shop.

But thousands of the boys are home now, and thousands more will be by the time the season opens up.

You will be able to look after all the trough and pipe contracts that offer—and there will be plenty of them.

Prepare now for the Spring rush, and don't be caught short of material. Don't take any chances on having to pass up business. Order in your supply of Preston Eavetroughing and Conductor Pipe now from the nearest branch of the M. S. & S. Co.

Preston Eavetrough is the same good kind. Made on a heavy power press with patented dies—every length is exactly the same—every joint fits so snugly that it takes very little solder to make it watertight.

You can make money on Preston Eavetroughing, and your customers will get a lasting, satisfactory job.

What About Flat Galvanized Sheets?



Don't let your supply get down too low. Everything points to an early Spring, and the first thing you know you will be up against the usual rush of Spring orders, and will find yourself short of galvanized iron.

That may mean a serious delay, because hundreds of other shops will be in the same situation as yours—and there will be a congestion of orders for sheets.

For sure satisfaction, use our famous "Acorn Quality" Sheets. They are the kind that have built our business, and they will build yours, too.

Send us now a memorandum of the sheets you are likely to need, and date of delivery, and we will quote you a rock-bottom price.

THE METAL SHINGLE & SIDING CO., Ltd.

(Associated with The A. B. Ormsby Co., Ltd.)

Preston
Winnipeg
Toronto
Saskatoon
Montreal
Calgary

THE BUYERS' GUIDE

Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Sturgeons, Ltd., Toronto.

Stampings
Coleman Fare Box Co., Toronto.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Steel Wool
The American Steel Wool Mfg. Co., New York.

Stoneware
Medalta Stoneware, Ltd., Medicine Hat, Alta.

Store Fixtures
Cameron & Campbell, Toronto.

Stoves
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B
The Empire Stove and Furnace Co., Ltd., Owen Sound.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
Hall, Zeed Foundry Co., Ltd., Hespeler, Ont.
Gurney Foundry Co., Toronto
The Hamilton Stove & Heater Co., Hamilton, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Foundry & Machine Co., Moncton, N.B
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stove Renovators
The Flexible Conduit Co., Ltd., Guelph, Ont.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.
Royal Fireless Cooker Co., Ottawa, Ont.

Stoves, Gas and Coal
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Cold Rolled Band
J. E. Beauchamp & Co., Montreal, Que.
J. N. Warminton & Co., Montreal, Que.

Strapping, Box
The Acme Steel Goods Co., Ltd., Montreal.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg Co., Ltd. Montreal.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Hamilton

Steel Wagon Hardware
McKinnon Industries, Ltd., St. C[illegible] Ont

Strops, Razor
The Fiam Mfg. Co., Ltd., Birmingham, Eng.

STUCCO BOARD
Bishopric Wall Board Co., Ltd., Ottawa Ont

Sulphite Fibre
E. B. Eddy Co., Ltd., Hull, Que.

Sweat Pads
American Pad & Textile Co., Chatham

Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal.

Tacks
Steel Co. of Canada, Ltd., Hamilton, Ont.

Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, On
R. McDougall Co., Ltd., Galt, Ont.

Tanks, Galvanized Steel
Steel Trough & Machine Co., Ltd., Tweed, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg

Tanks, for Paint Oils, Oil, Gasoline, Kerosene, etc.
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Storage
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co. of Canada, Ltd., Dundas
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa

Tapping Attachments
Pratt & Whitney Co. of Canada, Ltd., Dundas
Wells Bros. of Canada, Galt

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tapes, Measuring, Steel and Woven
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Tents
Finnie & Murray, Ltd., Winnipeg.
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont

Tiling, Walls and Floor
Barton Netting Co., Windsor

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
Soren Bros., Toronto, Ont.

Tin Plate
Joseph R. Martin & Co., Montreal, Que.
B. & S. H. Thompson & Co., Ltd., Montreal, Que

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.
North American Hardware Co., Ltd., Montreal Q

Tires and Tubes, Automobile and Motor Truck
Canadian Consolidated Rubber Co. Montreal.
Crown Cycle & Motor Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal
The F. E. Partridge Rubber Co., Ltd., Guelph.
The Sterns Tire & Tube Co. of Canada, Ltd. Toronto, Ont.
The United Tire and Rubber Co., Toronto.
The Van Der Linde Rubber Co., Toronto.

Ties, Wall and Veneer
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Tire Patch
Dunlop Tire and Rubber Goods Co., Ltd., Toronto
The Locktite Mfg. Co., Windsor, Ont.
W. C. Wood Co., Minneapolis, Minn.

Tires and Tubes,
Automobile, Aeroplane, Bicycle, Carriage, Motorcycle, and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
W. C. Wood Co., Minneapolis, Minn.

Tire Repairs
W. C. Wood Co., Minneapolis, Minn.

Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Kribs, Wm. A., Hespeler, Ont.

Truck Supplies
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Toboggans
J. E. Beauchamp & Co., Montreal, Que.
Peterborough Canoe Co., Peterborough, Ont.
The Northland Ski Co., Ltd., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Co., St. Paul, Minn.

Toilet Paper Cabinets
E. B. Eddy Co., Ltd., Hull, Que.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools
[illegible] Fairbanks-Morse Co., Ltd., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
R. J. Coghlin Co., Ltd., Montreal, Que.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Jardine & Co., Ltd., A. B., Hespeler, Ont
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
The Rapid Tool and Machine Co, Ltd., Montreal.
Smith & Heminway, Inc., Irvington, N.Y.
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tool Cabinets
Eagle Mfg. Co., Hamilton, Ont.

Tools, Garden
Coleman Fare Box Co., Toronto, Ont.
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Tools, Hay
Louden Machinery Co., of Canada, Ltd., Guelph.

Tools, Logging and Lumbering
Canadian Warren Axe & Tool Co., St. Catharines
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders
Williams & Co., J. H., Brooklyn, N.Y.

Toys
J. E. Beauchamp & Co., Montreal Que
The Belleville Hardware & Lock Mfg. Co., Belleville, Ont.
Coleman Fare Box Co., Toronto.
The Crown Mfg. Co., Hamilton, Ont.
Couron MacNeal Co., Kokomo, Ind.
Gendron Mfg. Co., Ltd., Toronto.
The A. C. Gilbert-Menzies Co., Toronto.

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Tools, Small
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Towel Bars
Kinzinger Bruce & Co., Niagara Falls, Ont.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Trap, Game
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Warehouse
Canadian Pneumatic Tool Co., Ltd., Montreal.
Canada Foundries & Forgings, Brockville
Wm. Kribs, Hespeler, Ont.
John Watson Mfg. Co., Ltd., Winnipeg, Man.

Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.

Truing Devices
Cleveland Stone Co., Cleveland, Ohio

Tube Rubber
K. and S. Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps
Canadian Tungsten Lamp Co., Hamilton, Ont.
Canadian Laco-Phillips Co., Toronto
Great West Electric Co., Ltd., Winnipeg Man.
North American Hardware Co., Ltd., Montreal.
Vivid Electric Lamp Co., Toronto.

Turning Tools
Ward & Payne, Sheffield, Eng

Tabs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont

How We Help You Sell More C·C·M· Bicycles

C. C. M. Skill, Accuracy and Sincerity of Workmanship produce smooth-running, durable, beautiful bicycles with a deserved reputation all over Canada for giving satisfaction.

C. C. M. advertising in the newspapers, street cars and elsewhere is making these good qualities known to more people and sending customers to your store.

For the same reasons less effort is required to sell C. C. M. Bicycles.

After the sale, C. C. M. quality makes the customer a satisfied booster for your line and your store, instead of wasting a lot of your time fixing the things that go along with cheap machines. The C. C. M. Guarantee, the C. C. M. Service are back of every C. C. M. Bicycle.

The principal C. C. M. nameplates are:

"Gendron" "Ivanhoe" "Columbia" "Massey" "Red Bird" "Cleveland" "Perfect"

For Agency Terms and full particulars write Head Office or nearest Branch.

CANADA CYCLE & MOTOR CO. LIMITED

Montreal Toronto WESTON Winnipeg Vancouver

Samuels "CANADA" Garbage Cans

Profitable money-making lines that every Hardware Dealer can handle to good advantage. Both cans are made with tapered sides and therefore nestable. A large quantity takes up little storage space.

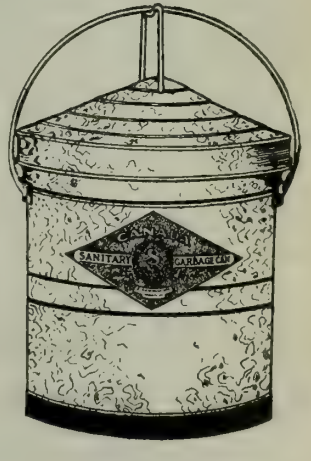


"Canada" Sanitary Garbage Can

The new member of the "Canada" Family. Made of heavy weight black sheet steel, hand made, finished with two coats of baked enamel. Rust-proof. Lid is locked to prevent spilling of garbage and strengthened by reinforcing rod. A popular-priced can, 33% lower than galvanized can. Made in two sizes.

"Canada" Galvanized Garbage Can

An extra strong and durable can. The bottom is protected by a rim of band iron and inset to prevent coming in contact with ground.
Made throughout of heavy galvanized iron. Cone-shaped cover prevents moisture collecting on lid. Lid is locked with handle, and edges of can and lid have reinforcing rod. Made in two sizes.



"Canada" Garbage Cans will satisfy your customers. They stand the usual abuse of the garbageman. Order through your jobber.

J. SAMUELS, 275 Queen St. W., TORONTO, ONT.

THE BUYERS' GUIDE

Tub Stands, Folding
Otterville Mfg. Co., Otterville, Ont.

Tube Rubber
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tumbler Holders
Kinsinger Bruce & Co., Niagara Falls, Ont.

Tubing, Brass
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto.

Tubing, Steel
Standard Tube & Fence Co., Woodstock

Turpentine
Brown Corporation, Portland, Maine.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Fred Smith, Toronto.
Stewart & Wood, Toronto.

Twines
Consumers Cordage Co., Montreal
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton

Vaccuum Cleaners and Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Clements Mfg. Co., Toronto, Ont.
The Daisy Vacuum Cleaner Co., London, Eng.
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
National Brass Co., London, Ont.
The Penberthy Injector Co., Ltd., Windsor, Ont.
United Brassfounders Ltd., Manchester, Eng.

Valves, Standard, Globe, Angle and Check
Canadian Fairbanks-Morse Co., Montreal.
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Canadian Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders Ltd., Manchester, Eng.

Varnishes—Auto, Caoch, House, Marine
Berry Bros., Walkerville
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
Glidden Varnish Co., Ltd., Toronto, Ont.
Wm. Harland & Sons, Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal, Que.
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son, Montreal
R. C. Jamieson & Co., Montreal
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
G. F Stephens & Co., Ltd., Winnipeg
Stewart & Wood, Toronto.
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton

Vehicles, Business
Canadian Pneumatic Tool Co., Ltd., Montreal, Q

Veneer Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Ventillators, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
The Rock Island Mfg. Co., Rock Island, Ill.
The Rapid Tool and Machine Co. Ltd., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Stover Mfg. & Engine Co., Freeport, Ill.

Vises, Chain Pipe
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
Adamson Mfg. Co., Hamilton
Northern Electric Co., Montreal
The Presto Patch Co., Toronto, Ont.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Gregg Mfg. Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Wagon Woodwork
West-Woods, Ltd., Winnipeg, Man.

Wallboard
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Wall Finish
British America Paint Co., Ltd., Victoria, B.C.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.
C. Kloepfer, Ltd., Toronto
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
Beauchamp & Co., J. E., Montreal, Que.
DesRochers, Ltd., Montreal, P.Q.
Steel Co. of Canada, Ltd., Hamilton
Otterville Mfg. Co., Otterville, Ont
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa
Dowswell, Lees & Co., Hamilton
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Ltd., Toronto.
Kribs, Wm. A., Hespeler, Ont
Geo. C. Kaitting & Son, Galt, Ont.
Maytag Co., Ltd., Winnipeg, Man.
Maxwells Ltd., St. Mary's, Ont.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
McDonald & Wilson, Ltd., Toronto.
Nineteen Hundred Washer Co., Toronto, Ont.
The One Minute Washer Co., Toronto, Ont.

Scale
Northern Electric Co., Montreal

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
E. Pullan Waste & Wipers Co., Toronto.
Scythes & Co., Ltd., Toronto
Wilkinson & Kompass, Hamilton

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy & Co., Hull, Que
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Watches
R. H. Ingersoll & Bro., Montreal, Que.

Watch Specialties
R. H. Ingersoll & Bro., Montreal, Que.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
The Swan Mfg. Co., Winnipeg, Man.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canadian Warren Axe & Tool Co., St. Catharines, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto
Spramotor Co., London, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Weeders, Garden (hand)
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheelbarrows
Erie Iron Works, Ltd., St. Thomas, Ont
Bateman, Wilkinson Co., Ltd., Toronto, Ont.

Wheels, Well
J. E. Beauchamp & Co., Montreal, Que
Can. Foundries & Forgings, Ltd., Brockville, Ont

Wheeled Goods
The Crown Mfg. Co., Hamilton, Ont.

Whips
J. E. Beauchamp & Co., Montreal, Que.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal
J. E. Beauchamp & Co., Montreal.
Frothingham & Workman, Montreal
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal
Merrick Anderson Co., Winnipeg, Man.
Miller-Morse Co., Winnipeg, Man.
Morrison Blackwood Hardware Ltd., Moose Jaw, Sask.
Rice, Lewis & Sons, Ltd., Toronto
White's, Ltd., Collingwood, Ont.

Windshield Cleaner
The Outlook Co., Cleveland, Ohio.

Wheelbarrows (Steel)

White Lead
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
McArthur Irwin, Montreal
Stewart & Wood, Toronto.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Wipers
Scythes & Co., Ltd., Toronto, Ont.
E. Pullan Waste & Wipers Co., Toronto.

Wire
Canadian Tube & Iron Co., Ltd., Montreal
Canada Wire & Iron Goods Co., Hamilton, Ont
Caverhill, Learmont & Co., Montreal
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Montreal
Northern Bolt Screw & Wire Co., Owen Sound
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal

Wire, Hay
Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton

Wireworks of all kinds
Dennis Wire & Iron Works Co., Ltd., London, Ont.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Wood, Ground
E. B. Eddy Co., Ltd., Hull, Que.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex. McArthur & Co., Montreal, Que.

Wrenches and Accessories
Barcalo Mfg. Co., Buffalo, N.Y.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill.
Plewes Ltd., Winnipeg, Man.
J. H. Williams Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Wrench Sets
Williams & Co., J. H., Brooklyn, N.Y.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
Spielman Agencies, Montreal

Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal

Wrought Washers
The Union Iron & Metal Co., Ltd., Toronto.

Wringers, Hand and Power
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal
Connor & Son, Ltd., J. H., Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
Kribs, Wm. A., Hespeler, Ont.
Nineteen Hundred Washer Co., Inc., Toronto, Ont.
Lewis Bros., Ltd., Montreal
Merchants Hardware Specialties, Ltd., Calgary, Alta.
White Mop Wringer Co., Fultonville, N.Y

Zinc, Bar
Canada Metal Co., Ltd., Toronto

Zinc, Sheet
B. & S. H. Thompson & Co., Ltd., Montreal, Que



THE "TIME SAVER" IS AN EASY SELLER

The way in which the "Time Saver" is selling surprises even us.

From every section of the Dominion the demand comes for more and more of them. Evidently they are filling a need in Canadian Homes and Hardware dealers are finding them profitable to handle. The patented features; the beautiful finish; the durable tub made of cypress—the everlasting wood—and the careful construction, are giving the "Time Saver" a ready market from coast to coast.

If you have not already done so, why not give one a trial in YOUR store. You will find it a grand sales maker.

If there is electric power in your town, there is a market for the "Time Saver" Electric—shown above. In the rural districts the "Time Saver" for use with gasoline engine is in great demand.

Write to our nearest branch for circular and prices.

BEATTY BROS., LIMITED

MONTREAL, QUE. FERGUS, ONT. WINNIPEG, MAN.
ST. JOHN, N.B. LONDON, ONT. EDMONTON, ALTA.

GALT AUTOMOBILE ROBES

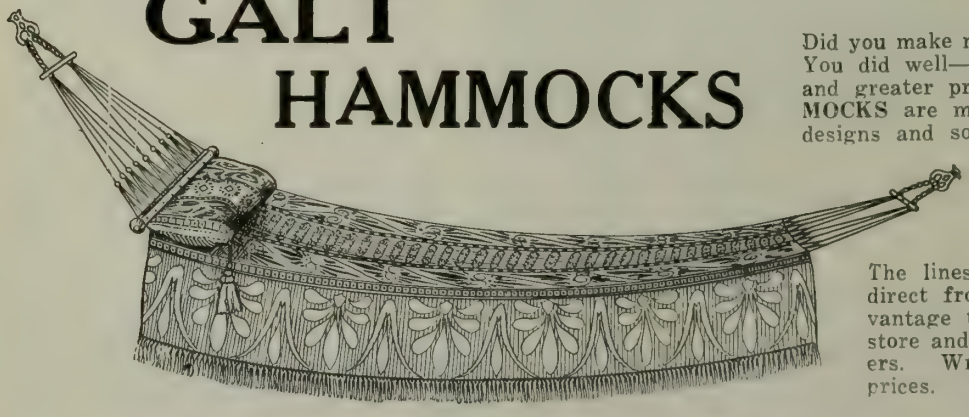
We would be discounting your ability to "keep in touch" with things, by trying to convince you that there is a steadily increasing demand for "Quality" Automobile Robes. You already know that. But are you aware that *GALT ROBES* are the most profitable for you to sell?

In handling *GALT ROBES* you are selling a high quality line of merchandise that cannot be equalled within our price range. They are made in cotton, wool, union cloth, plush, Astrachan, imitation buffalo and goat, plain stripes, checks, plaids and floral designs; sizes 48 x 72 and 54 x 72; weight from 2½ to 8 lbs. They can be interlined with rubber at extra cost if so ordered.

Ask for our newest folder on Robes. It illustrates the various cloths in their natural colors.



GALT HAMMOCKS



Did you make money on Hammocks last year? You did well—would you like to make more and greater profits this year. **GALT HAMMOCKS** are made in a variety of exclusive designs and sold to you at prices that will give you a decided advantage over all competitors. Stock up early and thus be prepared for the Summer Trade.

The lines here illustrated are all sold direct from factory to dealer. An advantage that attracts business to your store and saves money for your customers. Write for full particulars and prices.

The GALT ROBE COMPANY, Galt, Ontario

OUR NEW ACCESSORY DEPARTMENT

Automobile accessories are rapidly becoming the most profitable line for the hardware dealer to handle. As the number of automobiles in use increases, so will the dealer's sales be multiplied.

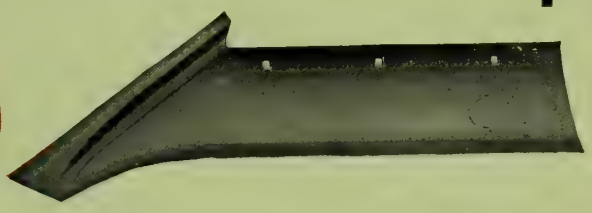
In order to supply hardware dealers who wish to cater to the automobile trade we have put in a complete stock of automobile accessories, consisting of articles such as are in demand for automobiles every day.

SPRINGS
WHEELS
TIRE ACCESSORIES
RADIATOR AND ENGINE SUPPLIES
TIRE CHAINS
SHOCK ABSORBERS
BUMPERS
CAR EQUIPMENT
SPECIALTIES
AND GARAGE APPLIANCES

Our stock is new, complete, clean and varied. Our salesmen will be calling upon you, especially equipped to take care of the needs of your Accessory Department.



CRESCENT FORGE & SHOVEL CO. TRUE FIT TRADE MARK HAVANA, ILL. U.S.A.



ACKLAND'S

Binder and Mower Repairs
Crescent Plowshares, Etc.
(Made in over 1,000 patterns)

Westwo REG.

Painted Woods

The Guaranteed Line of Finished and Painted Eveners, Evener Sets and Hitches for Western Farm and Road Requirements.

Crescent Plowshares are the best for the Western farmer—designed to fit practically every plow in use in Western Canada. Every share is thoroughly tested before leaving factory, but should a share prove defective in fit or material it will be replaced free of charge without trouble. Soft center shares are not guaranteed against breakage.

Westwo Boss Harrows, Wagon Boxes, Sleighs, Cutter Gears

HORSE SHOES
CALKS
NAILS
PADS AND SHOER S
SUPPLIES
BAR IRON AND STEEL

You can make splendid profits on all these lines. Write for complete information and latest price lists.

D. ACKLAND & SON, LIMITED

WINNIPEG CALGARY

Our Specialties Carry the Punch that Sells



Corrugating Department

Grain
Elevator
Equipment.
Boots
Heads
Casings
Buckets
Bolts
Washers
Wagon Dumps
Spiral Conveyor
Loading Spouts
Manlifts
Perforated Metal,
etc.
Shafting
Bearings
Couplings
Collars
Pulleys
Gears
Sprocket Wheels
Rope Sheaves
Transmission Rope
Link Belting
Lace Leather
Belt Cement
Belt Dressing

WE SPECIALIZE IN RECORRUGATING FEED ROLLS

Farmers are often at a loss to know where to get the rolls of their feed-grinders recorrugated.

Let the farmer know where he can get this work done and do him a service by sending his rolls to us. We will do the work promptly and allow you a commission.

THE STRONG-SCOTT MANUFACTURING CO., LTD.
WINNIPEG 772-782 DUFFERIN AVENUE MANITOBA

The Trade Mark behind the "Hardware House of Quality."

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

Do you realize the convenience **"Ashdowns,"** the great **Wholesale Hardware House** of Western Canada, is to you, Mr. Retailer?

Our chain of Warehouses from Winnipeg to the Rockies are close at hand. Right at your door, so to speak. No need for anxiety on your part due to slow and uncertain deliveries from the East.

We carry complete stocks of the best brands of Hardware made, and have an organization in Western Canada second to none; especially equipped to supply your every need.

Look for the **Diamond "A"** Trade-mark. It's the "Ashdown" mark that stands for the **"Hardware House of Quality,"** and it's your guarantee.

Here is one of the many lines we are distributors for in Western Canada:

K&S CANADIAN TIRES



Ribbed Tread.

The tread of this tire is similar to the highest price imported tires. Guaranteed —3,500 miles.

K & S Tires are made from the best material that money can buy



K & S Tread.

The Highest Guaranteed Tires made in Canada. 6,000 miles on large cars; 7,000 miles on Ford cars.

K & S Canadian Tires give more miles per dollar than any other make. Save time, money and worry—are quality tires—at prices allowing you a generous margin of profit. It will pay you to give K & S Tires the preference. Write us for prices to-day.

Their Guaranteed mileage is the highest in the World



Commercial Tread.

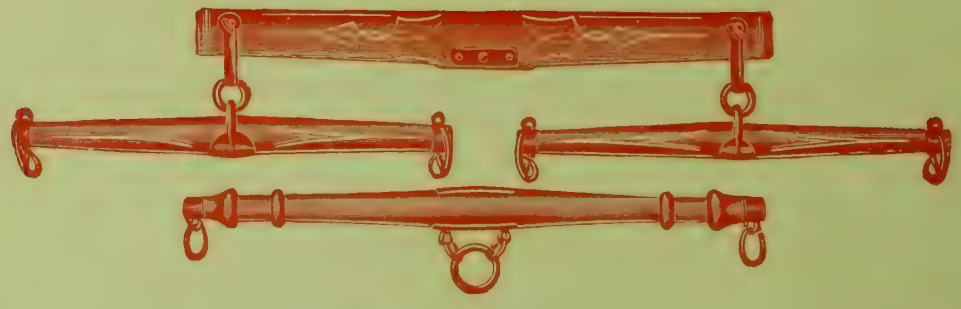
A sturdy, non-skid tire of remarkable wearing qualities for truck and business purposes. Guaranteed — 4,000 miles.

The J. H. Ashdown Hardware Co., Limited

CALGARY WINNIPEG SASKATOON

SATISFIED CUSTOMERS and Westwo LINES MEAN PROFITS FOR YOU

The manufacturers stand back of every dealer with a guarantee of satisfaction for every customer. Every possible precaution is taken to turn out lines that cannot be excelled —careful selection of woods, most modern machinery, skilled workmen and the best procurable paints and varnishes have made Westwo products the acme of perfection. We know they are right, that they last longer and look better than others, and we guarantee them against defects to the point of replacing any that may not measure up to this high standard.



Westwo LINES NOT ONLY CREATE BUSINESS BUT RETAIN IT

Every product bears the Westwo trademark. Our extensive advertising campaign amongst the farmers in Western Canada is acquainting them with our line. Be prepared to handle this business.

Place orders now with your jobber.
If he cannot supply you—write direct

West-Woods Limited

WINNIPEG

MADE IN CANADA

BUFFALO OILS



BUFFALO BRAND OILS and GREASES

Reduce Friction

- English Motor Oil
- Gasoline Engine Oil
- Threshers Favorite Machine Oil
- Kerosene Tractor Oil
- Special Transmission Lubricant

The most efficient oils and greases for the lubrication of automobiles, gasoline engines, kerosene tractors, motor boats, etc.







Sold only through reliable merchants.

Manufactured by

Prairie City Oil Co.

LIMITED

Winnipeg



DONALDA SECTIONAL HOUSE

Tents, Awnings
Horse Covers
Tarpaulins
Flags, Bunting
Sleeping Robes
Camp Furniture



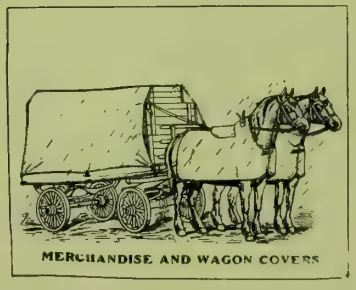
TENTS OF ALL KINDS

FINNIE & MURRAY Limited

CANVAS MANUFACTURERS GOODS

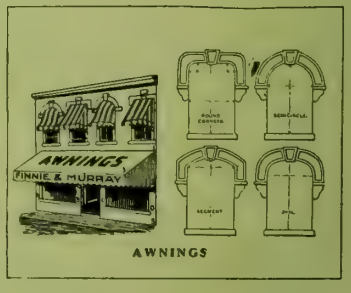
ADELAIDE AND McDERMOT AVE., WINNIPEG, MAN.

(WRITE FOR ILLUSTRATED CATALOGUE)



MERCHANDISE AND WAGON COVERS

Dunnage Bags
Mail and Kit Bags
Haversacks
Feed and Coal Bags
Prospector Sheets
Mosquito Bars
Etc. Etc.



AWNINGS

"ESCO" for QUALITY and SERVICE

Importers, Jobbers

THE ENGINEERS' SUPPLY CO. REGISTERED TRADE ESCO MARK WINNIPEG. MAN. CANADA

Manufacturers' Agents

We handle only **High-Grade Products** in **Engineers' Supplies,** and aim to render the Trade the service they desire. Send us your orders now while our stocks are complete.

Engine Packing
Belting
Belt Dressing
Belt Fasteners
Gaskets
Hose
Lace Leather, cut and in sides
Asbestos Products
Friction Board
Gauge Glasses and Washers
Flue Cleaners
Graphite
Sarco Steam Traps
Hytempite Furnace Cement
Pump Valves and Leathers
Power House and General Factory Supplies and Steam Specialties.

Perolin, the Boiler Treatment, guaranteed to remove and prevent scale.

THE ENGINEERS' SUPPLY CO.

173 McDermot Ave. E. :: :: Winnipeg, Man.

DAVID PHILIP

MANUFACTURERS' AGENT

Metal Broker
Hardware, Plumbing and Steamfitters' Supplies
Railway and Mining Supplies
Automobile Accessories

Write us if you want substantial representation in Western Canada.

SELLING ONLY THROUGH THE HARDWARE JOBBER

WINNIPEG, MAN.

CALGARY, ALTA.

CUSHMAN

Display These Auto Jacks for Easy Selling

Perhaps no other accessory for an auto is so indispensable as a Jack, and you should bank on this fact and carry a good line, like the Cushman.



No. 14
LEADER JACK

A handy inexpensive jack that does good work. Ten inches high, raised 15 1-2 inches high, capacity 1,500 lbs.

No. 21
LEADER

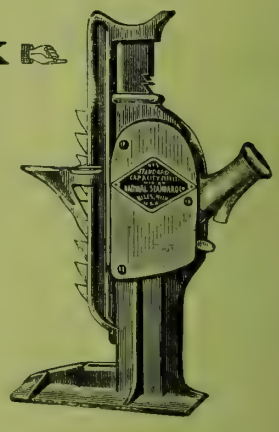
Better quality than No. 14. Height, bar down, 5 3-4 and 9 in. Bar raised 11¼ and 14 1-2 in. Capacity 1,500 lbs.



No. 3
STANDARD JACK

With "the step that steps." Height, bar down, 11 3-4 in., bar raised, 17 1-2 inches. Capacity 2,000 lbs.

There are also three other jacks in Cushman line



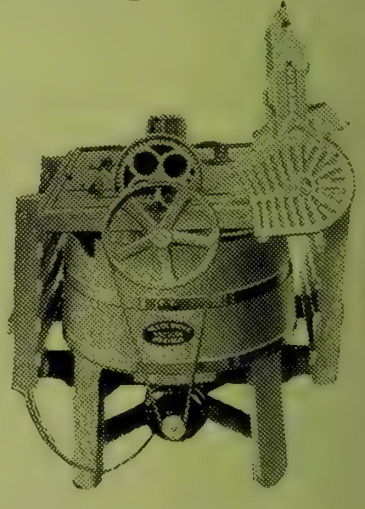
SOME OF THE
Cushman Lines

- Tank Heaters
- Straw Spreaders
- 24 x 46 Separators
- Combination Threshers
- "Hoiland" Wild Oat Separators
- Lincoln Grinders
- Smut and Pickling Machines
- Vacuum Washing Machines
- Lincoln Saws
- Incubators and Brooders
- Wagner Hardware Specialties
- Shinn-Flat Lightning Conductors
- Auto Accessories

Besides jacks the Cushman line of Auto Accessories is complete and every article is trustworthy and priced right---ask about the entire line.

The "Klean Kwick" Washing Machine

KLEAN KWICK VACUUM WASHERS are taking the housewives by storm. They are "making good" in lightening the burden of wash-day and cleaning clothes as no other washer is doing. Built on a new and correct principle of washing—forcing and pulling the hot suds through the clothes by air pressure and suction. The heart of the **Klean Kwick Washer** is the **STOMPER**, which does the work. The stomper is a cone, that when attached to our improved mechanical construction, forces over a thousand gallons of hot water and steam through the clothes in three to five minutes. This means quick washing, clean washing, easy washing. Sell this washer—it's a money-maker.



DEALERS:

The Cushman line—which is partly listed at the left—has made good throughout Western Canada. You'll find it profitable to get the facts.

Cushman Motor Works of Canada, Limited

Builders of the Famous Cushman Lightweight Farm Engine

Dept. H.M. **Whyte Ave. and Vine St., Winnipeg, Man.**

STEEL AND IRON

WE HAVE IT!

In all lines from the raw materials to the finished products.

BARS

Iron and Mild Steel in Flats, Round, Squares or Twisted

all sizes.

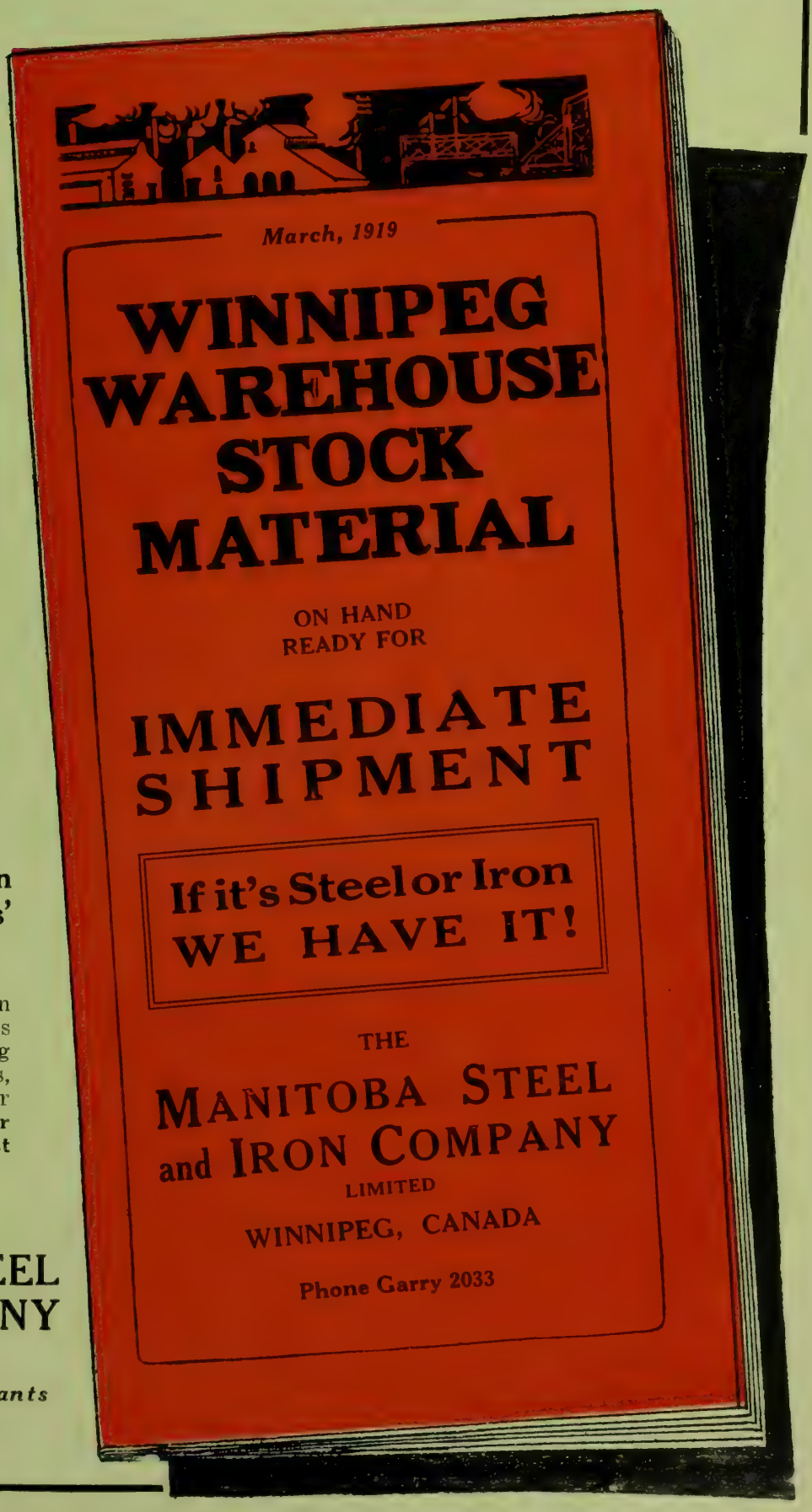
Bands—Boiler Tubes—Bolts—Nuts—Rivets—Cap and Set Screws—Beams—Angles—Channels—Plates—Tees—Tool Steel—Rails, new and relaying—Gauge Sheets—Shafting—Wire Cable, etc.

Send For This MONTHLY STOCK LIST

and solve Your Own and Your Customers' Requirements

Everything listed from plain metals to finished materials for Railways, Shipbuilding Companies, Mining Companies, Public Works, etc.—ready for shipment from stock. **Your name and address on a Post Card will bring it.**

THE
MANITOBA STEEL and IRON COMPANY
LIMITED
Steel, Iron and Metal Merchants
WINNIPEG, CANADA



Announcing a Change in Name

Beginning with this announcement, the name of our Company, which has previously operated under the title of The Winnipeg Steel Granary and Culvert Co., Ltd., has been changed to Crossen Metal Works, Limited.

While there has been no change in the personnel or management of the company, the directors have decided that the old name was not only cumbersome, but bore no relation to the fact that we are now producing practically everything in sheet metal, as well as doing light structural work, and embodying in some of our products the use of castings and machine work.

We greet the trade under the new name but under the old familiar trade-mark of the

Jumbo Brand



JUMBO BRAND

Made in WESTERN Canada

AND SOLICIT YOUR INQUIRIES FOR

Corrugated Sheets	**Metal Ceilings**	**Tanks and Troughs**
Shingles	**Cornices**	**Culverts, Well Curbing**
Siding	**Skylights**	**Garages, Granaries**
Trough and Pipe	**Ventilators**	**Special Work**

We Guarantee Good Material, Workmanship and Service

CROSSEN METAL WORKS, Limited

WINNIPEG and REGINA

William Penn MOTOR OIL

WILLIAM PENN MOTOR OIL

A body for every make and type of motor car and tractor—

Extra Heavy, Heavy, Medium, Light, Cold Test

made of Pennsylvania stocks—admittedly the best in the world—to specifications determined by years of experience catering to Western Canadian needs.

Write our nearest office for chart showing which one of these oils you should use.

4

Continental Oil Company LIMITED

WINNIPEG BRANDON ST. BONIFACE — REGINA SASKATOON SWIFT CURRENT — CALGARY CAMROSE LETHBRIDGE

Good Men

DO you need the services of a good retail salesman, traveller, or manager. The best of them read HARDWARE AND METAL each week from cover to cover. Incidentally they also note the condensed ads. in the "Wanted" section. You can use space in this section at a cost of two cents per word for the first insertion, and one cent a word for subsequent insertions. Add five cents for box number or address.



IMPERIAL BRAND

HARNESS COLLARS AND SADDLERY

NEW ILLUSTRATED CATALOGUE

NOW READY — To Be Distributed

We have just issued one of the most complete catalogues, and merchants who handle harness will find it a great help. "IMPERIAL BRAND HARNESS" is well known for quality.

The TREES, SPRIGGS, CO., LIMITED WINNIPEG, MAN.

Forgetting

One of the things we all do well is to forget.

Names that were household words yesterday are gone to-day.

Because people knew your Name and your Line a year ago it is no sign they do to-day. They forget easily.

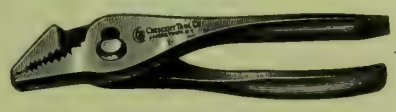
Keep yourself in the public mind by advertising. It is just as important to make old friends remember as it is to win new friends. Advertising does both.



Wrenches, Pliers, Screw Drivers

On this line of goods we have built a reputation. We have taken care of the trade on Crescent Pliers and Wrenches particularly well, and at the present time are guaranteed deliveries by the manufacturers to the end of 1919. In addition to the well-known Crescent lines we handle the Bemis & Call Adjustable, the No. 80 Motor Wrench, the Carll Wrench, which is interchangeable, can be used as a nut or pipe wrench. The Bonney Stillson, the Special Auto Stillson, the Como Pipe, and Eagle Claw, the Imperial Angle, the Lane Set of Ratchet Wrenches and the Allen-Eureka Ford Ratchet Sets. In Screw Drivers we have the Crescent Hammer Handle, the No. 35 assortment with Oak Display Stand, and the small Screw Driver for hard-to-get-at-places. If your stock runs low on Pliers, Wrenches or Screw Drivers at any time we are the people to write.

Merchants Hardware Specialties
LIMITED
CALGARY



MEHASCO

Another Mehasco Message 28

"ANTHES"
Cookers and Heaters

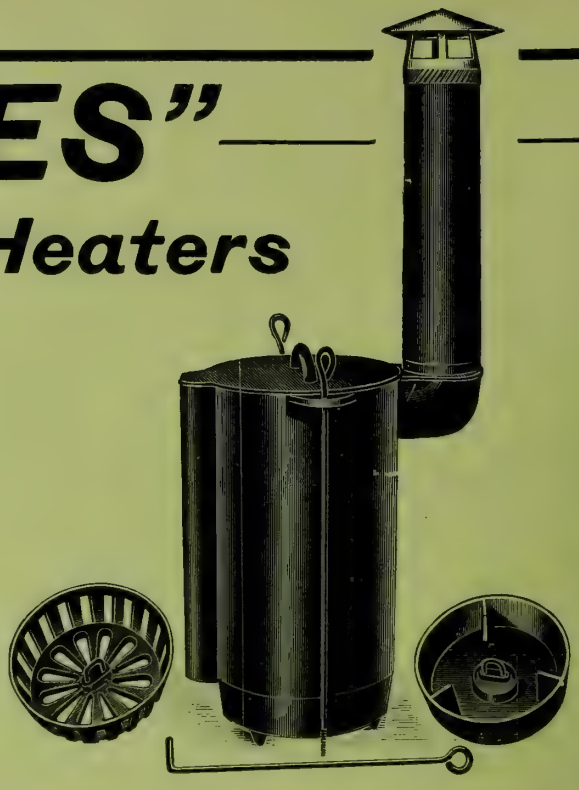


Anthes Cast Iron Feed Cooker

Built for service and lots of it, the Anthes Feed Cooker is a necessary part of the equipment of everyone who has stock to feed. The cauldrons are of high-grade cast iron, uniform in thickness and smoothly finished inside and out. They come in 20, 30, 40, 50, 60 and 75-gallon sizes, Imperial measure, conforming to the law which prohibits the use of wine measure.

In the 20 to 60-gallon sizes the jackets are of 16-gauge sheet steel, and in the 75-gallon size of 14-gauge sheet steel, reinforced at bottom with heavy band iron.

You'll be pleased with your margin of profit on this Cooker.



Anthes Cast Iron Self-Sinking Tank Heater

Every farmer, stock raiser or rancher who sees the "Anthes" Tank Heater on your floor will be convinced that it's the best for his business. He wants to buy the best, and you'll find it more profitable to sell him an "Anthes." The Anthes Tank Heater is made of high-grade Cast Iron, and every heater is tested and guaranteed before leaving the factory. Made in two sizes:

Dia.	Height	Weight
12 in.	22 in.	120 lbs.
14 in.	24 in.	150 lbs.

Descriptive Circular Sent On Application.

For sale by all leading jobbers—specify "Anthes" when ordering.

ANTHES FOUNDRY LIMITED

Manufacturers of Soil Pipe and Fittings, Tank Heaters, Feed Cookers, Etc.

SASKATCHEWAN AVENUE -:- WINNIPEG



OWL METALS

Babbitts, Solder, Lead, Etc.

Reputed wherever used as The Most Effective and Economical

For Heavy Pressure, Owl Traction Babbitt. For High Speed, Owl Dynamo Babbitt. For Medium Pressure, Owl Metal Babbitt. For Low Pressure, Owl Vulcan Babbitt. Tinsmiths' Strictly solders smooth and clean. Electro Galvanizing a specialty. Tinsmiths' Technical Books free. He who buys right makes two profits. Write for prices and note savings increase.

The more your customers know about Metal products, the more they like our Babbitt.

Order through your jobber

THE OWL METAL CO., LIMITED

WINNIPEG, CANADA



RADIATOR NEVERLEAK

Stops All Leaks

Radiator Neverleak is a guaranteed preparation for stopping leaks in Auto Radiators. It is a carefully and scientifically compounded liquid that will, positively, in from five to ten minutes, stop any ordinary leak in a radiator or cooling system. And the repair will be permanent.

It Contains No Acid, Meal, Cement or Sediment to Clog or Impair the Cooling System

It will not evaporate, consequently it remains in the radiator indefinitely, automatically sealing any new leaks that may occur. It also tends to prevent the formation of scale or rust in the cooling system.

As your profit on NEVERLEAK is extra good, it will pay you to investigate. You can sell on an absolute money-back guarantee.

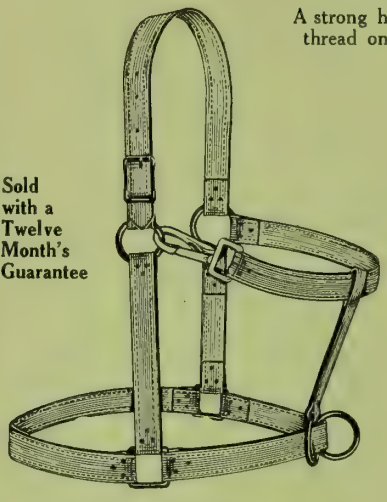
GREAT WEST ELECTRIC CO., LIMITED

WINNIPEG

Distributors of Laco Tungsten and Nitro Lamps

TWO "KANTBREAK" LEADERS

CHROME LEATHER HALTER



Sold with a Twelve Month's Guarantee

A strong halter at a medium price. Is made of special tanned chrome leather stitched through with No. 1 waxed thread on a lock-stitch machine—not a chain-stitch with no wax as some chrome halters are made.

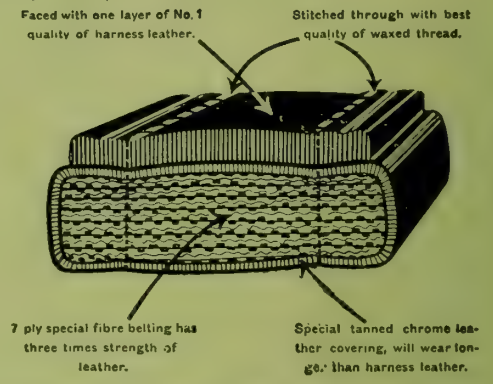
**Chrome Leather will not Stretch or Check—
Always Remains Pliable.**

"NEVERBREAK" TRACE

Sold with a Five-Year Guarantee

This trace is not sold as a substitute for leather, it is better than leather, having proven on different tests to wear longer and to have three times the strength of an all-leather trace of the same size.

The "NEVERBREAK" Trace cannot be bought from mail-order houses or jobbers.



R. R. KINREAD

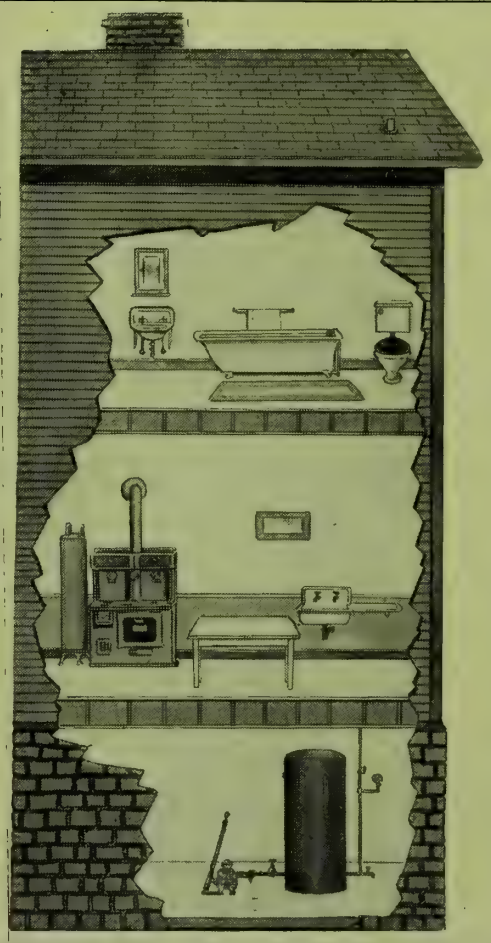
Wholesale Jobber and Manufacturer of Rawhide Leather

Office: 74 PRINCESS ST., WINNIPEG

LOOK FOR THE RED TAG

EXCLUSIVE DEALER IN EACH TOWN

Write for Agency



The John Stevens Company

LIMITED

Dealers in

Plumbers' Supplies

Enamelware, Brass Goods, Pipe and Fittings, Etc.

"Duro"

Electric Pumping Outfits
Silent, Economical,
Durable, Automatic.
Ready to Install.

Gasoline Engines and Water Supply Systems.

Office and Warehouse: 661 Henry Ave.

WINNIPEG - MANITOBA

Result of 31 Years of Service

We have been building up our publications for thirty-one years on the basis of the very best service we could devise for subscribers and advertisers, and to-day we offer to you, at a very reasonable rate, the use of the connection we have established.

The proo of the high standing of the MacLean Trade Newspapers is:

(1) Large percentage of trade in each field wno subscribe and renew year after year.
(2) Practically all subscriptions are paid in advance.
(3) No premium or special inducements are offered to secure new subscribers.
(4) Subscription price. Weekly papers, $3 per year; monthly papers, $2 per year. This ensures papers will be read.
(5) Written testimony of hundreds of subscribers that they read each issue, both editorial and advertising pages, and then pass on to members of their staff.

Ask us for further details on any of these points.

You will admit you must get dealer co-operation, a good trade newspaper offers you the most economical, the easiest and most satisfactory method. You have no trouble about mailing list, job printing, addressing, etc. You merely get up good, live copy, or have it prepared by our Service Department or by some capable advertising agency; send it to us and it goes out quickly to subscribers who have formed the habit of looking for such announcements in their trade newspaper.

MacLean's trade newspapers furnish the one dependable method by which you can create dealer enthusiasm when figuring on a plan for any line of merchandise sold through the following classes of retail stores: Dry Goods, Clothing and Haberdashery, Hardware, Grocery, Plumbing, Books and Stationery.

The Maclean Publishing Co. Ltd.

[*Publishers of 15 Papers*]

Offices at Toronto, Winnipeg, Montreal, Boston, Chicago, New York, London, Eng.

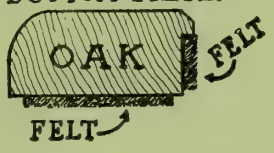
Swan Weather Strip

No Splitting
No Trouble
No Waste

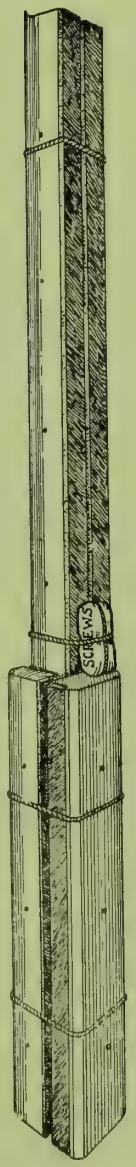
CROSS SECTION VIEW OF TOP AND SIDE PIECES.



CROSS SECTION VIEW OF BOTTOM PIECE.



NOTE the Cross Section Cuts Showing Construction



By stocking early on weather strip you can be sure of a complete supply to meet all the needs of your customers.

Swan Weather Strip is the only weather strip of its kind on the market. It's guaranteed to keep out drafts, is attractive, durable and low priced. Made of selected oak and specially manufactured green felt—no rubber that dries out nor metal that buckles. Nicely finished, glued to the oak edge-ways and impossible to be pulled away.

Conveniently put up in sets complete for one door — two pieces 7 feet long for the two sides, one piece 3 feet long for the bottom, and one piece 3 feet long for the top. Holes are drilled and nails supplied.

The most practical and common-sense weather-strip on the market. Wherever it is sold it becomes at once by far the best seller.

Send in Your Order Now

For Doors Only

The Swan Mfg. Co.

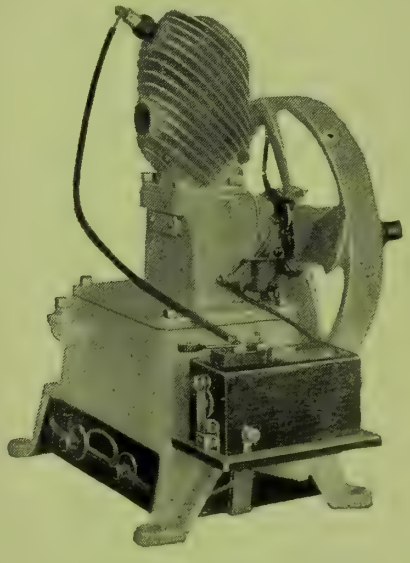
Winnipeg, Canada

The MAYTAG

One-Horse Gasoline Engine

This is not only the lightest and simplest Gasoline Engine on the market, but at the same time the most powerful.

A Sample Engine on exhibition in your store will prove that it is a ready seller, as it fills a long-felt want. The profit will please you.

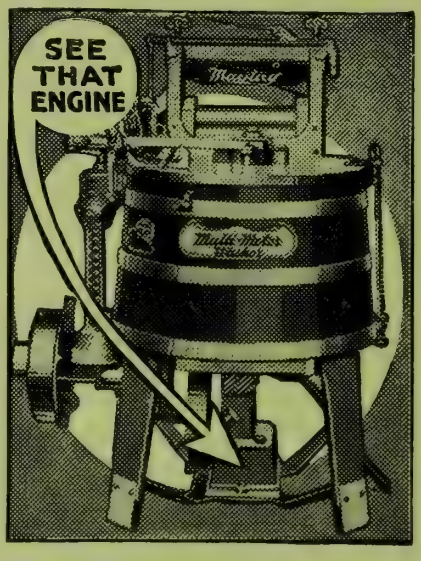


We furnish the engine, which is an air-cooled, two-cycle, a set of sealed batteries, a coil, one gallon of Maytag special lubricating oil, everything, ready to go.

WARRANTED IN EVERY PARTICULAR

For pumping, running, fanning mill, separators and other light work, it has no equal. No trouble to pick it up and carry it from place to place.

Maytag Multi-Motor Washer with Swinging Reversible Wringer



What the Maytag Multi-Motor Washer Will Do

It operates the washer and wringer. It will operate the sewing machine, churn, cream separator, or any other small machine that does not require more than ½ h.-p. WASH-DAY, and that is WORK-DAY, changed into PLAY-DAY. Good-bye backache, headache, nerve wreck! No woman need bend over the wash tub, as her grandmother did, nor turn the old-style washer, as her mother did, if she has a MAYTAG MULTI-MOTOR.

There is a Maytag for every need — Electric, Power-driven Multi-Motor and Hand. Thousands have been sold in Canada, and the demand is increasing.

Dealers are protected with our exclusive contract. Write for particulars.

A MAYTAG Contract will make you money.

We are Headquarters for
EVERYTHING IN THE WAY OF THRESHERS.

The Maytag Company Ltd.

:-: WINNIPEG :-:

This Issue

of Hardware and Metal is only one of 52 issues received by subscribers during the year. Subscribers pay $3 per year or less than 6 cents per week. Do you know of any better value for the money?

We believe in the "Business as Usual" policy, and preach Optimism. It helps us, will help you, and bring business to us all.

Order your requirements NOW and be assured of stock when you need it.

WE MANUFACTURE:

Camp Stoves, Screw Thimbles, Coal Shutes, Air Tight Heaters, Drums, Stove Pipes, Tapers, Tees, Elbows, Hot Air Furnace Pipe and Fittings, Metal Specialties, Etc.

WE ARE JOBBERS OF:

Canada Plates, Tin Plate, Galvanized and Black Sheets, Solder and Tinners' Trimmings, Etc.

Your inquiries solicited. *Catalogue on request.*

ORIBO MANUFACTURING CO., LTD.

WINNIPEG

THE HOUSE WITH A THOUSAND LINES

The Canadian Company,





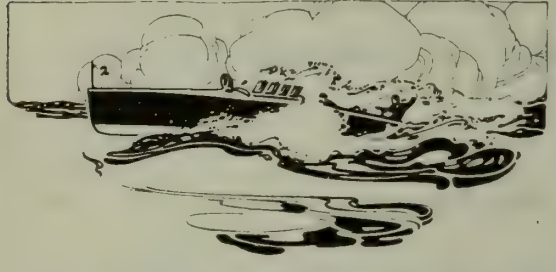
Canada's Departmental Automotive Equipment

In the year 1918 there were over 250,000 auto licenses issued in Canada, and the manufacturers of cars, accessories, and tractors expect to double their output to handle a forecast increase in the number of consumers in 1919.

Our accessory department has been equipped to handle supplies for the tractor, automobile, truck, motor boat, or motor cycle.

Our stock includes a full line of SPARK PLUGS, LAMPS, BATTERIES, TIRES, SKID CHAINS, CLOCKS, SPEEDOMETERS, GREASES, OILS, PUMPS, BUMPERS, SIGNALS, STEERING WHEELS, and, in fact, every essential specialty that is requisite to your successful trading in this fast expanding line.

Write any of our branches for any information that you need to make this department in your store thoroughly conversant with our goods, or if you have a problem that we can help you with, get in touch with us now.



"AUTO LINKS"

is a little periodical that will prove very interesting to you, and we will be glad to send it on request (without charge, of course).

Address "Auto Links," 84 St. Antoine St., Montreal.



DEPENDABLE SERVICE

Branches:

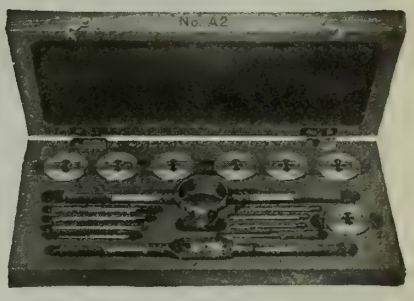
Halifax Quebec St. John Montreal Ottawa Toronto Hamilton

BUT WITH ONLY ONE QUALITY

Fairbanks-Morse

Limited

House for Mechanical Goods



Hardware Specialties

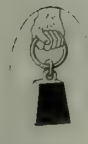
THE FAIRBANKS-MORSE LINE of shelf and heavy hardware is complete, and contains many items that have true merit, consequently they are quick sellers, bring repeat sales, making friends for the FAIRBANKS-MORSE DEALERS everywhere.

Our many lines are replete with the following staples, full particulars of which are found in our catalogue:

PUMPS, HOSE, MECHANICAL RUBBER GOODS, BALL BEARINGS, BOLTS, WOOD AND MACHINE SCREWS, LOCKS, TAPS AND DIES, REAMERS, STOCK AND DIE PLATES, MACHINE AND ENGINE OILS.

THE FAIRBANKS-MORSE VALVES AND SCALES HAVE ALWAYS PROVED LEADERS IN THE WORTH-WHILE HARDWARE STORE.

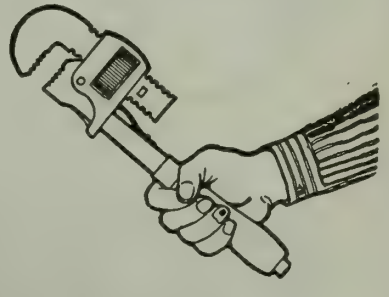
Our catalogue will point out many other lines that will prove profitable to handle, many of which do not require a heavy initial outlay of capital, yet put you right in front as a live and up-to-date hardware store.



OUR CATALOGUE

Have you a copy of the C. F. M. book? Do you know that it occupies the place of advisor to the buyer in many of the successful organizations throughout the Dominion?

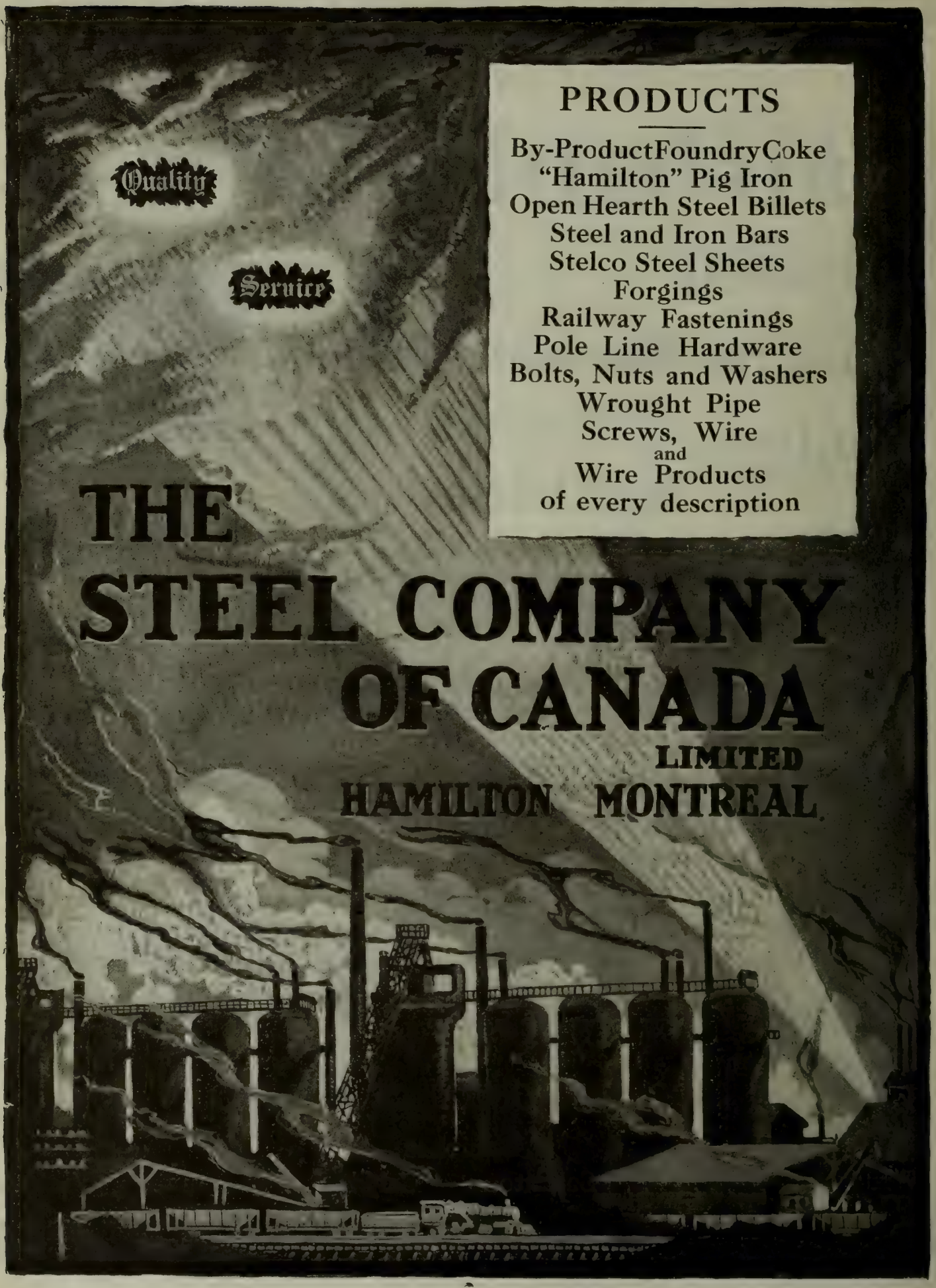
BETTER WRITE FOR IT TO-DAY.



CORRESPONDENCE INVITED

Branches:

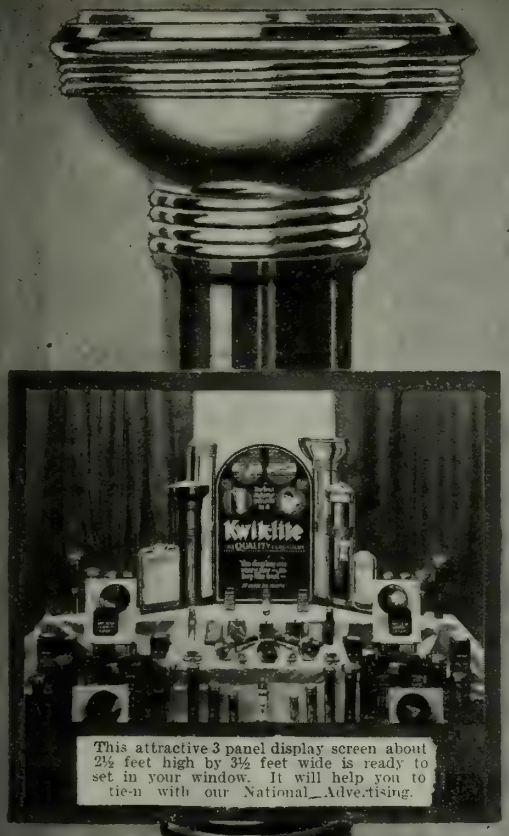
Windsor Winnipeg Saskatoon Calgary Vancouver Victoria


Quality
Service
PRODUCTS
By-ProductFoundryCoke
"Hamilton" Pig Iron
Open Hearth Steel Billets
Steel and Iron Bars
Stelco Steel Sheets
Forgings
Railway Fastenings
Pole Line Hardware
Bolts, Nuts and Washers
Wrought Pipe
Screws, Wire
and
Wire Products
of every description
THE
STEEL COMPANY
OF CANADA
LIMITED
HAMILTON MONTREAL

A NATIONAL ADVERTISING CAMPAIGN FOR

Kwik-lite

THE QUALITY FLASHLIGHT



This attractive 3 panel display screen about 2½ feet high by 3½ feet wide is ready to set in your window. It will help you to tie-in with our National Advertising.



With an order for our No. 4 assortment of KWIK-LITES you receive this handsome sales cabinet.

The Kwik-lite Advertising Campaign is bigger than ever. Our advertisements are appearing in the Saturday Evening Post, Collier's, Literary Digest, American, Metropolitan, and other popular publications. These advertisements will tell millions of people why Kwik-lite stands supreme among flashlights and will create a big demand for this quality light. You can direct this demand *your way* by using the attractive window display, counter case and other sales help we are prepared to furnish you.

Here's What We Are Doing To Help You Sell

Kwik-lite

THE QUALITY FLASHLIGHT

1. National Advertising to the consumer.
2. Furnishing you with an attention-getting window display and a handsome counter display case.
3. Furnishing, also, a complete line of business-getting sales helps for local advertising such as folders, booklets, lantern slides, etc.
4. Supplying you with copies of the most complete and attractive catalog ever issued on flashlights.

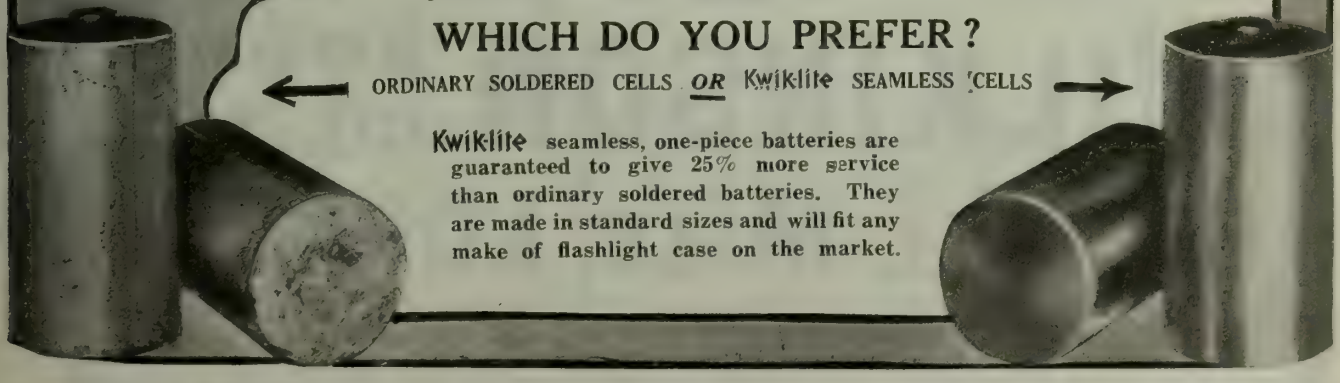
Now is the time to tie-in with our Advertising Campaign and sell "The Quality Flashlight." The BIG Kwik-lite BOOK tells the whole story—prices, discounts, sales and advertising plan, everything. Write to-day for your copy of this interesting and profitable book and catalog No. 08.

THE USONA MANUFACTURING COMPANY

WINDSOR, ONTARIO, CANADA TOLEDO, OHIO, U.S.A.

WHICH DO YOU PREFER?

← ORDINARY SOLDERED CELLS *OR* Kwik-lite SEAMLESS CELLS →



Kwik-lite seamless, one-piece batteries are guaranteed to give 25% more service than ordinary soldered batteries. They are made in standard sizes and will fit any make of flashlight case on the market.

Orders Received Now

are reasonably certain of being met. Increasing demands impose disappointment on those who delay.

THE output of our famous WILKINSON Silver Sword-Steel Razors has been largely restricted through War requirements. We feel the time has arrived when factors and retailers should be placing their orders for "After-the-War" delivery, and we invite such orders, to be executed in strict rotation as received. Every effort made to meet sample orders from present limited output.

The
World-Famous
WILKINSON
Sword-Steel RAZOR

—The envy of every man who loves an easy shave.

Round Point. Made from our Special Steel, and Ground, Hardened and Tempered by Special Process.



These Razors are fully guaranteed.



The
PALL MALL
7-Day
SAFETY SHAVER,

in Best Leather Case. Extra Blades may be obtained for the "Pall Mall" Safety Razor. The blades are ***solid***, therefore most suitable for ***stiff*** beards and tender skins.

We are Makers of Razors, Shavers, Swords, Guns, Pistols, Camp Equipment, Hunting Knives, etc.

The
WILKINSON SWORD CO., Ltd.,
53, PALL MALL, LONDON. S.W.1

T. H. RANDOLPH, *Managing Director.*

Takes little shelf space Brings big returns

YOU'LL get big returns for the small space devoted to Locktite Patchers.

Motorists are buying the Locktite Auto-New-Matic Patcher because it solves their blowout and puncture troubles.

Locktite seals tube cuts and rips quickly and permanently—locks them tight. The Locktite Patcher is a complete workshop on the road—for the emergency or for the repair of spare tubes in the garage.

It's a time-saver for the motorist—a money-maker for the dealer.

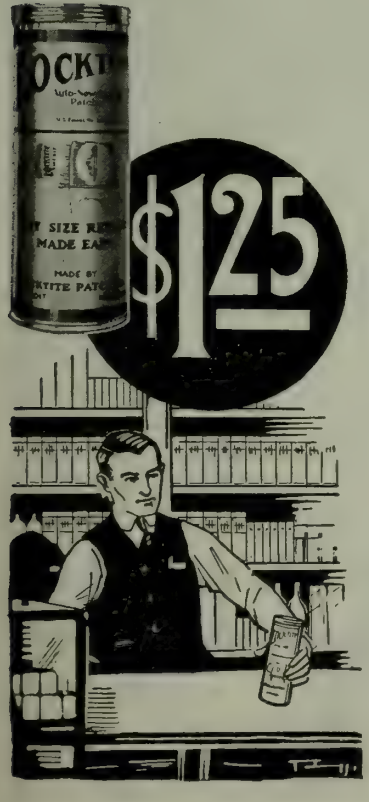
Are you getting your share of the Locktite Patcher business?

There is also a special garage size of Locktite Canvas-Back Patcher.

This offers a splendid profit-maker for dealers. Write for proposition.

How It Works

Place the injured tube around the container—as shown in the picture. Clean and roughen the surface around the hole with the emery on the top of the package. Apply and allow the cement to dry. Then press on the patch firmly—and the tube is ready to go into casing.



LOCKTITE PATCH COMPANY
WINDSOR - ONTARIO
DETROIT - MICHIGAN

LOCKTITE
AUTO-NEW-MATIC
PATCHER



THE CARNAHAN TIN PLATE
AND SHEET COMPANY

CANTON - OHIO

TIN PLATE
"CARNAHAN COKES"

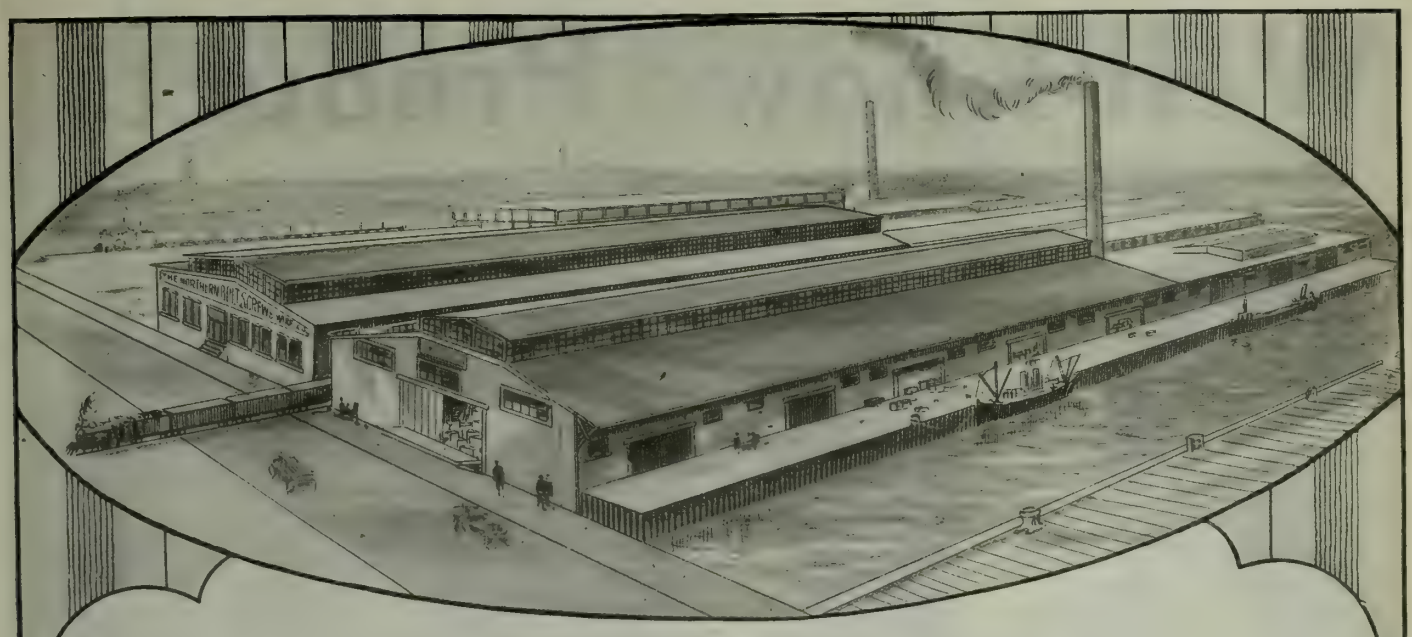
TRUE TO GAUGE AND SIZE
AND THE COATING FREE
FROM IMPERFECTIONS

"Carnahan Cokes"

JOS. R. MARTIN & COMPANY

Board of Trade - Montreal, Que., Canada

Canadian Representatives



What is it Worth?

When a dealer decides to take on another line he considers it worth the effort to thoroughly investigate the product and the concern with which he contemplates doing business.

The *quality of our products* and the *service we render* have proven to be vital factors in the successes of a great many hardware dealers.

All our products are made in Canada by men who are experts in their respective lines.

We aim to give the dealer a service equal to, or better than any that may be obtained elsewhere. The rapid growth and expansion of our business would indicate the wisdom of this policy.

We welcome all inquiries relative to our various lines. May we send you catalogue and price lists? Write us to-day.

THE NORTHERN BOLT, SCREW & WIRE CO., LIMITED

OWEN SOUND, ONTARIO



Well-Known Products



The famous Glidden Green Label is known from one end of the Dominion to the other. It is known to represent quality in the highest degree.

GLIDDEN

VARNISHES - ENAMELS - PAINTS - STAINS

Bring Sure Profits

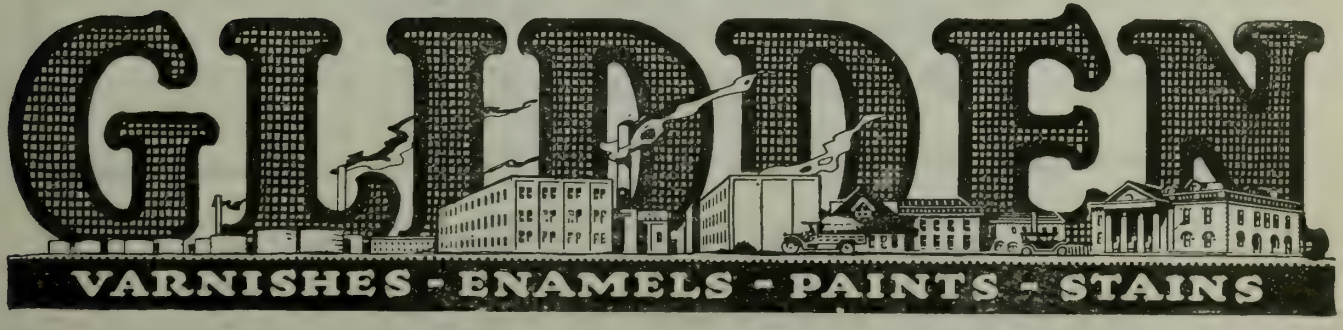
They sell quickly, they give you profitable turnover, they reduce overhead, they draw trade to your store, they are business builders. That's what you can expect from all products under the Glidden label—products that are known for quality throughout the Dominion.

To associate your store with the name Glidden is a worth-while business asset. It is assurance of a very real service for your customers as well as yourself. While it furnishes true paint and varnish value it is supplying that dependable value in a list of products that cover practically every need.

Jap-a-lac provides the full assortment of Household Finishes. Glidden Varnishes and Enamels serve both the painter and the householder, while the Glidden Paint and Varnish Specialties provide a complete line of Endurance materials for both home and industrial uses.

There is still time to reap the benefits of a good spring business. Write to-day for literature, prices and merchandising plan.

The Glidden Company, Limited
Toronto, Ontario

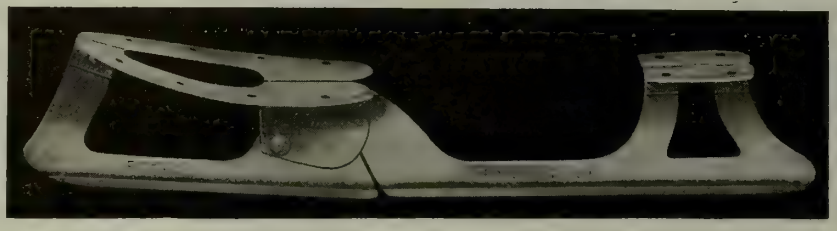


THE CANADIAN FLEXIBLE SKATE CO., LTD.

PARRY SOUND, ONTARIO

"FLEXO"

ABSOLUTE FREEDOM OF THE FOOT



FREE CIRCULATION OF THE BLOOD

Hold Your Orders for Skates

until you have seen "Flexo" Back-to-Nature Skate, the skate that will make the present skate look like the old wood block.

BACK-TO-NATURE SKATE

The Only Flexible Pleasure, Fancy and Hockey Skate in the World

Estimated Sales of Skates in Canada for 1919 - - - Over 1,000,000 Pairs

:: DEALERS ::

Get Ready for the Big Demand in Your District
Our Men are On the Road—Look Out for Them

Estimate your requirements when ordering skates.

Miss Johnson and other professional skaters endorse our statement that this skate will revolutionize the skate world.

ELIMINATES THE STRAIN ON THE LIMBS ENTIRELY

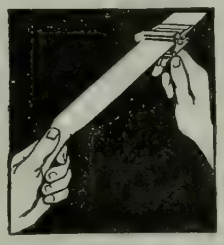
THE CANADIAN FLEXIBLE SKATE CO., LTD. PARRY SOUND, ONT.

Demand Expected to Exceed Output

THAT TIRED FEELING ELIMINATED MAKES SKATING A PLEASURE

SEND IN YOUR ORDERS NOW — TO-DAY

"MORE POWER TO YOUR ELBOW"





By this time no doubt you are beginning to feel the effects of our national advertising in the newspapers, magazines and farm press.

Just how much benefit you get out of this publicity of the AutoStrop Razor will, of course, depend to some extent upon you. Advertising will create good-will and inquiries; but in order that these may be converted into sales, your help is needed. Let us suggest, therefore, that instead of letting people find out that you carry the AutoStrop Razor you take some steps to let them know that you do.

Make good use of the window "spreads" that we will send you. A striking display of AutoStrop Razors in conjunction with these attractive "broadsides" will, we feel sure, result in your geting increased inquiries and sales, besides identifying your store as the place where AutoStrop Razors are sold.

For one thing, your salesman can recommend the AutoStrop Razor when "something better" is requested.



Very often by a little tactful talk and a clean-cut demonstration of the AutoStrop Razor the prospect can be interested and the advantages of the AutoStrop Razor made clearly apparent. Then it's up to the customer to decide for himself. But rare indeed is the case where a man having had the AutoStrop Razor carefully explained to him will be content with any other make. And once sold, the AutoStrop Razor stays sold and earns good-will for you every time a man uses it.

Our advertising department is always at your service. Electros for newspaper advertising are furnished free. So don't hesitate to call on us if we can be of the slightest use. We cordially welcome an opportunity of working with you at any time.

AutoStrop
SAFETY
RAZOR

AUTOSTROP SAFETY RAZOR CO., LIMITED
AUTOSTROP BUILDING, TORONTO, ONTARIO, CANADA

BRITISH GOODS DIRECTORY SECTION

British Tools

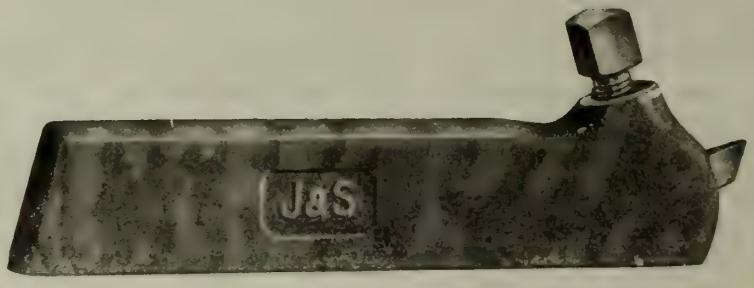
of unrivalled reputation

——"J & S"——



Combination CENTRE DRILL

Take the very best American Tool you know, place side by side with "J. & S." Tools and note the superiority of the BRITISH production.



"J. & S." 1001 Turning-Tool HOLDER



"J. & S." 1003 Left-Hand Turning-Tool HOLDER

These and many others, all Dependable Tools for Machinists and Engineers.





Mail a sample order.

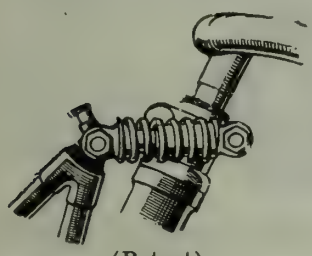
Jones & Shipman LIMITED LEICESTER

Manufacturers, ENGLAND

BRITISH GOODS DIRECTORY SECTION



Terry's patent Steel Spring Exercises are good for every climate. In a wide range of sizes and strengths. Very high grade quality. Each packed in separate box, complete with good chart. Ask for leaflet.



(Patent)

Terry's patent Spring Link. Replaces fixed link, absorbs bar vibration. Makes motorcycle run easy as a well sprung car. Ask for leaflet "Tests and Trials" and measurement form.



649 650

Terry's "Avecta" Pen or Pencil Clip. Millions have been sold. Very popular with all users of pen or pencil. Prevents loss, through falling out of pocket.
Plated and carded.
649 ..... $1.97 dozen
650 ..... $3.94 dozen
Free on rail.

A Message from

TERRY'S

Redditch England

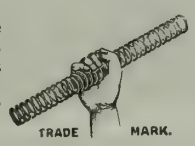
You bonded yourselves to the Homeland, to fight for the liberty of the world and the security of the Empire, and proud we are of the great things you have done.

Can we now bond ourselves for the big commercial ideal, for mutual service, and strengthen and maintain the ties?

We in the Homeland will render our best, and we ask you to favor our efforts.

This advertisement introduces you to TERRY specialties, and we welcome your correspondence upon opening up business. (Mention H. & M.)

Our manufacturing service for springs and presswork is capable of giving you what you need. We quote for any designs, quantities or finishes.



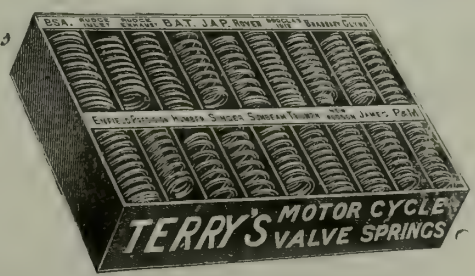
HERBERT TERRY & SONS, LTD.
The Spring and Presswork Specialists
REDDITCH, ENG.
Est. 1855. Codes: A.B.C. 5th, Western Union Liebers & Marconis.



870. Patent key ring and guard clip. Clips edge of pocket or belt. Any key put on or taken off instantly. Plated and carded, 72c per dozen.



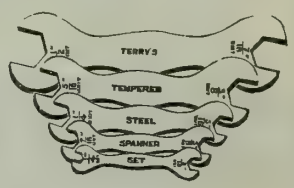
499. Flat spiral armband or garter. Flexible and easy wearing. Attractively boxed in pairs. $2.30 doz. pairs plated. Free on rail.



839. 3 dozen high grade named valve springs for the principal machines. A line of splendid value. Each $2.54. Free on rail.



678. Terry's (Pat.) Valve Spring Lifter for motorcycles. Holds valve down, lifts spring clear of pin, 36c each.
678A. With ratchet back, leaves both hands free, 48c each.
Free on rail.



544A. Set of 5 thin tempered steel spanners. Give range of grip from ⅛" to ½" Whitworth, and ¼" x 5-16" across flats. Oxydized $1.20. Plated, $1.84 per set.
Free on rail.



No. 1. Patent Trouser Hooks. Two little hooks in small metal case. Most popular clip sold, $8.76 per gross.
Free on rail.



687. Best quality hardened and tempered steel kick-up clip.
$7.30 per dozen.
Free on rail.



785. Terry's patent Belt Fastener. Immense strength, easy detachment, safety in use. Long service. For all belts. $4.38 per dozen.
Free on rail.

BRITISH GOODS DIRECTORY SECTION

YATES & CO. ESTABLISHED 1857

Brush Manufacturers, HALIFAX, ENGLAND

BEST FINE HOLE HAIR BROOMS



Detailed Price List of the various qualities of these Brooms will be gladly sent on application.

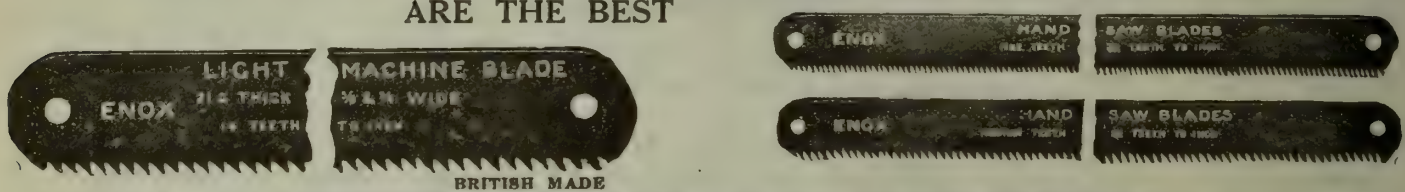
SCRUBBING, LAUNDRY AND DANDY BRUSHES



Detailed Price List of the various qualities, sizes and shapes of these Brushes will be gladly sent on application.

ENOX HACKSAW BLADES

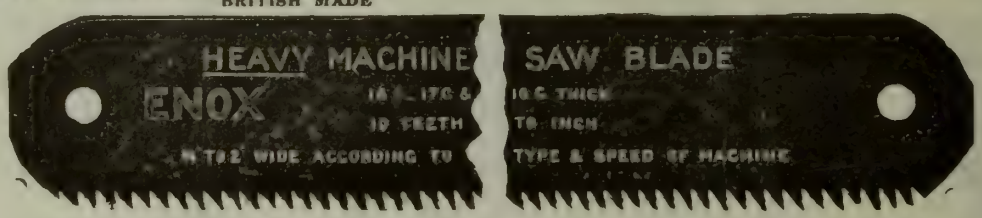
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AGENTS IN CANADIAN TOWNS WANTED

AN ENTIRELY BRITISH COMPANY



Liberal terms offered to firms willing to carry stocks and act as sole agents for the district.

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The Standard Machinery & Supplies, Limited, 261 Notre Dame St., West, Montreal.
Agents for British Columbia—The A. R. Williams Machinery Co., 495 Railway St., Vancouver, B.C.



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The ORIGINAL and only maker of genuine "Spiers" and "Plane-o'-Ayr" Planes.



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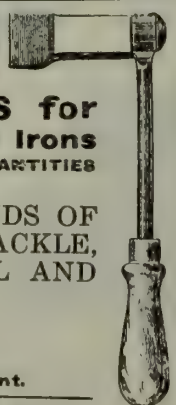


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OF ANY SIZE OR SHAPE, also

COPPER FORGINGS for any kinds of Gas Heated Irons

SPECIAL QUOTATIONS FOR LARGE QUANTITIES



WE CAN SUPPLY ALL KINDS OF CHAINS, SHIPPING TACKLE, FORGINGS IN IRON, STEEL AND COPPER.

Buy direct from makers.

Contractors to H.M. Government.

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R. JOHNSON, CLAPHAM & MORRIS, LTD.

HARDWARE FACTORS
24-26 LEVER STREET
MANCHESTER - ENGLAND

Invite correspondence direct from Canadian Manufacturers of Builders' Hardware, Woodenware, Handles, Shelf and Heavy Hardware for immediate purchase and shipment to the British Market.

Address all correspondence to

Mr. R. A. COWMAN, c/o. the above Company

BRITISH GOODS DIRECTORY SECTION

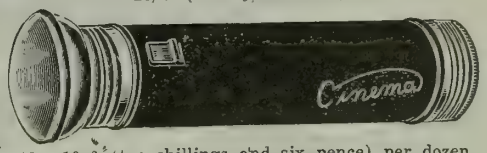
THE "MILLION" TORCH CASE
Size 7 x 1½ in. 178 x 38 m/m
All-metal Torch Case, of best finish and good appearance, ebonised body and nickelled fittings.
Cases only
13 6 (Thirteen shillings and six pence) per dozen.



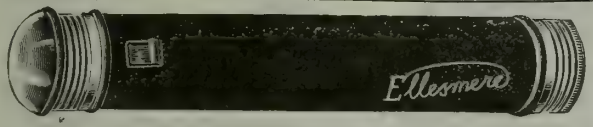


THE "POPULAR" TORCH CASE
Size 6¾ x 1⅝ in. 171 x 41 m/m
Thoroughly strong, of reliable construction and attractive appearance. Designed to meet the requirements of a reliable torch at a popular price.
Cases only
9/6 (nine shillings and six pence) per doz.

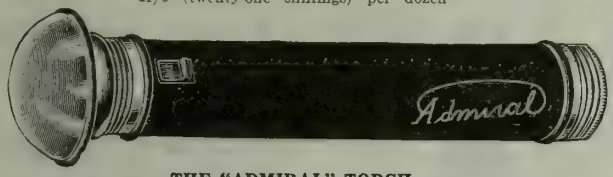
THE "CINEMA" TORCH CASE
Size 7⅜ x 1½ in. 188 x 38 m/m
Of similar finish and quality to the "Million," but fitted with 2 in. lens, giving a wider angle of light.
Cases only
20/0 (twenty shillings) per doz.



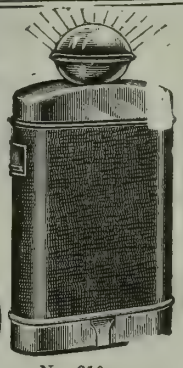
The above Cases take the standard size 2-Cell Torch Battery, 4¾" x 1¼". Volex No. T112. 10/6 (ten shillings and six pence) per dozen.



THE "ELLESMERE" TORCH
Size 9½ x 1½ in. 241 x 38 m/m. Weight complete, 13 ozs. .368 kgs. All-metal case, ebonised body, and nickelled mounts. Of handsome appearance and substantial construction. Fitted with patent permanent switch.
Cases only
21/0 (twenty-one shillings) per dozen



THE "ADMIRAL" TORCH
Size 9¾ x 1½ in. 247 x 38 m/m. Weight complete, 15 ozs. .426 kgs. Of similar finish and quality to the "Ellesmere" Torch, but fitted with 2¼ in. lens, giving a wide angle of light, and patent permanent switch.
Cases only 27/0 (twenty-seven shillings) per dozen.
All these Pocket Lamps and Torch Cases are fitted with the Patent Interchangeable Precision Switch. Simplest in construction and most effective in operation. There are no parts to break away, no projections to accidentally switch on in the pocket and the switch may be loosened or tightened, adjusted or replaced immediately. Immense quantities supplied to British Government.



No. 310

Lists on request. Full Postal Address SAMPSON WORKS, Salford, Manchester, England.

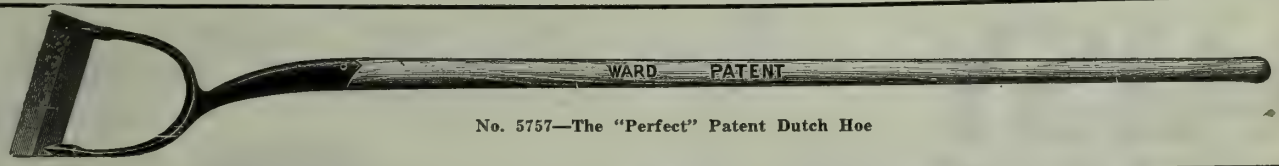
POCKET LAMP CASE
No. 310
Attractively finished, popular quality cases, polished tin fittings, assorted covers, patent precision switch. 1¼ in. Bull's Eye Lens, double hinged caps with clip to bottom cap as illustrated.
5/3 (five shillings and three pence) per dozen.

POCKET LAMP CASE
No. 26
Beautifully finished De Luxe model with best selected real leather covering, heavily nickelled fittings, oval or round lens, double hinged caps, patent permanent switch. 15/0 (fifteen shillings) per dozen.



No. 26

Ward & Goldstone
SALFORD TRADE MARK MANCHESTER



No. 5757—The "Perfect" Patent Dutch Hoe

WARD & PAYNE W P SHEFFIELD

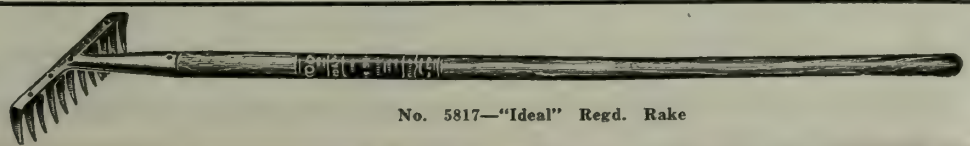
WARD

These garden tools are now off the list of "restricted exports" and we are thus able to supply and ship them in any quantities. The Ward & Payne line embraces a varied line of high quality fast selling garden tools. Write our nearest Canadian Agent if your jobber cannot supply you.

The Unbreakable "Perfect" Dutch Hoe
This is the only genuine Solid Dutch Hoe on the market. It is not welded, but from tip of blade to end of shank is one solid piece of steel. No more broken sockets or shanks as with a welded tool. Your customer will be perfectly satisfied.

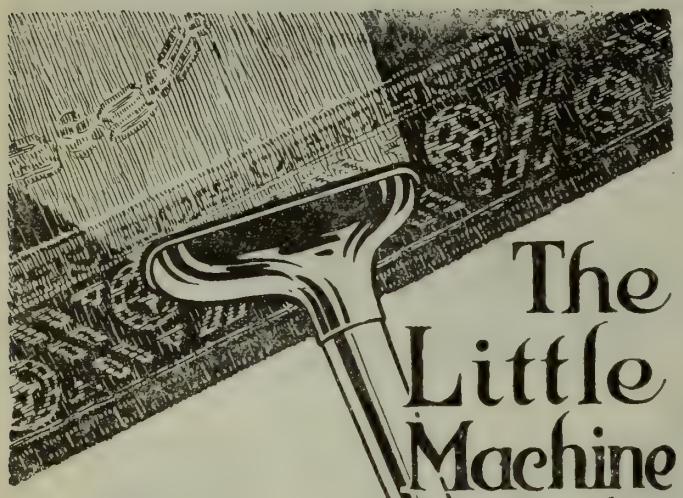
The "Ideal" Rake for any Soil
This is a strong, practically unbreakable tool that will work in either light or heavy soils. Its specially-shaped teeth prevent clogging and break the soil up with less labor. It is a popular seller.

CANADIAN AGENTS:
Sherman F. Ainslie, Spadina Avenue, Toronto. Anthony Ferguson, Ltd., 1150 Hamilton St., Vancouver, B.C. Alexander Gibb, 3 St. Nicholas St., Montreal.



No. 5817—"Ideal" Regd. Rake

BRITISH GOODS DIRECTORY SECTION



The Little Machine with the Big Suction

Our Wartime Contarcts for aeroplanes are running out and we have a number of "Baby Daisy" models going through the factory.

The supply will be limited for a while, but we can look after the interests of any of our customers who will let us know their requirements in good time.

Do you require any Baby Daisys for the Spring Trade, if so write us now.

THE DAISY VACUUM CLEANER

Write for Illustrated Leaflet and full Trade particulars.



The DAISY VACUUM CLEANER CO. Ltd.

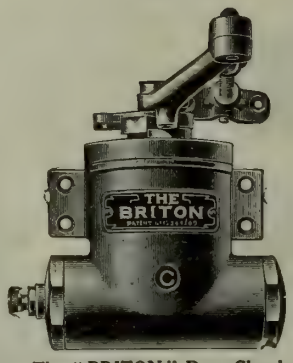
Office and Works, Leamington Road, Gravelly Hill, BIRMINGHAM

Telegrams: "Ileklean Birmingham." Telephones: 405 and 406 East.

Baby Daisy, £5 5s 0d.
Other sizes, £4 4s. 0d. and £6 6s. 0d.

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give an abundance of profit and satisfaction.



The "BRITON" Door Check and Spring.

Spring Hinges
Floor Hinges
Door Checks and Springs of all kinds
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London Showroom, 62 Holborn Viaduct, E.C.
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Improved Patent Flush Handle

CHESTERMAN'S

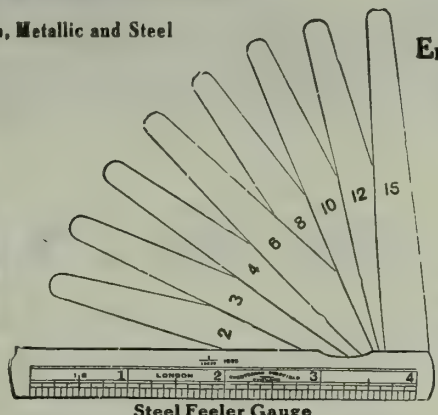
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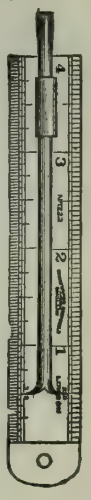
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Engineers' Small Tools



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Steel Feeler Gauge

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F. H. SCOTT, 404 Coristine Bldg., Montreal



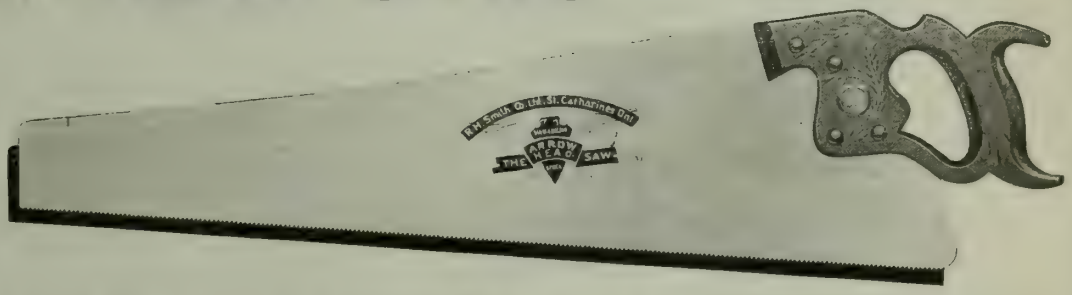
Build up Your Business—

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MADE IN CANADA BY CANADIANS

SOLD ALL OVER THE WORLD

ARROW HEAD SAWS



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Advertising makes for better merchandise—

Not only does advertising create a good impression regarding the merchandise advertised but it MAKES FOR BETTER MERCHANDISE. There are added responsibility and written-printed claims to substantiate.



PROFITS IN TOYS

Canadian-made toys for Canadian children. All cast iron and of a better finish than any hitherto produced in this country. Not cheap lines put together roughly, but a high-grade, high quality product certain to attract the best trade and give excellent satisfaction. Some toys produced are

Fire Engines, Hook and Ladder, Railroad Trains, Banks, Carts, Niggers, Policemen, Animals, Buster Brown, etc.

Hardware dealers are taking up these profitable lines and finding them productive of splendid returns. They also attract buyers of other lines of goods.

Belleville Hardware & Lock Mfg. Co.
BELLEVILLE, ONT.

METAL SPECIALTIES

HOUSE NUMBERS
NAME PLATES
BADGES
BRASS LABELS
BRASS CHECKS
NUMBER PLATES
KEY TAGS
LICENSE PLATES
BURNING BRANDS
LEAD SEALS
CORPORATE SEALS
WAX SEALS
STENCILS
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TRADE CHECKS
MASONIC PENNIES

METAL STAMPINGS of ALL KINDS

The Hamilton Stamp & Stencil Works, Limited
Hamilton and Toronto

Seasonable Stock

STOCK turns over quickly if it's particularly adaptable to the Season, and this means profit.

Springtime is the time for selling cleaning materials—a quantity of every kind.

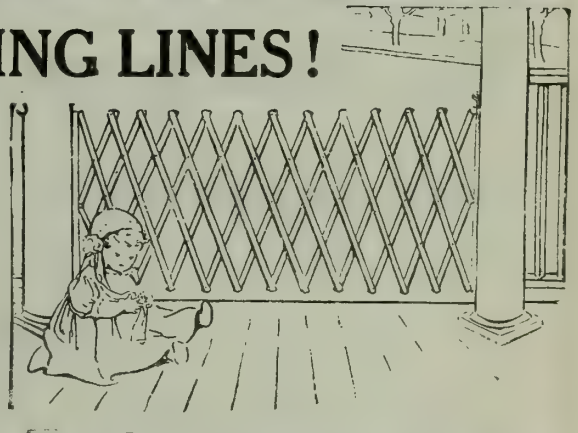
The Domestic line is complete. It includes all these well-known cleaners: For the car: Kleanall Auto Body Dressing, Renewall Auto Top Dressing, Auto-Wax. For the home: Ideal Silver Polish, Klondike Metal Polish, Gold Leaf and Staon Shoe Polishes.

Order your stock of Domestic Cleaners from your jobber or direct from us. It's complete. It's seasonable.

Domestic Specialty Company, Limited

HAMILTON - - - - CANADA

PROFITABLE SPRING SELLING LINES!



We can supply you with a varied line of wood manufactured products that are greatly in demand in the springtime.

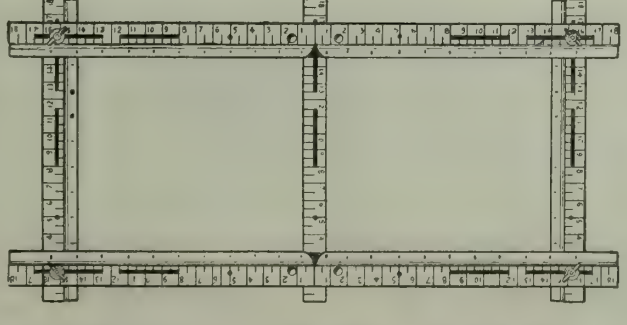
Step Ladder Stools, Curtain Stretchers, Ironing and Bake Boards, Safety Extension Gates, Lawn Swings, Clothes Bars, Step and Extension Ladders, etc.

All well-made products and sold at the right prices.

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The Stratford Manufacturing Co., Ltd., Stratford, Ont.







EXCELSIOR
Wood Packing

What will the quality and appearance of your goods avail if they reach your customer in a damaged condition?

Excelsior Wood Packing is your insurance against breakages. The most sane and logical way in which to pack merchandise for shipping. Manufacturers and jobbers—if you would keep the good will of your customers—then use Excelsior.

May we quote you prices?

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New Equipment

BLUE LABEL TUNGSTEN LAMP

New Management
New Methods

A NEW PRODUCT

We are fully equipped to manufacture a complete range of AUTOMOBILE LAMPS in all the various types and ratings necessary for the lighting of gasoline cars, and are now soliciting orders for immediate and future delivery.

Our line of HEADLIGHT units comprise both vacuum and nitrogen lamps at prices which afford the dealer an excellent opportunity to bridge the gap in his sale of large class lamps during the season of daylight-saving. This is the time to investigate. If your jobber cannot quote on or supply BLUE LABEL AUTO LAMPS, drop a line to our nearest branch.

The Canadian Tungsten Lamp Co., Ltd.
HAMILTON CANADA
Branches: WINNIPEG, TORONTO, MONTREAL



"DUSKIL"
POLISH MOPS and OIL

The Duskil Mop carries every improvement. Cotton part is easily removed for washing. Has a solid steel wire fixture and easy swinging handle 4½ ft. long. Comes already oiled and put up in handsome two-color lithographed cans.

The Duskil Polish Oil is sold in lithographed cans—8-oz. retailing 25 cents, 16-oz. retailing 50 cents.

The Complete "DUSKIL" Line



Polish Oil Mops, Medicated or Dry Mops, Wall Dusters, Hand Dusters, Genuine Polish Oil.

We sell **"Duskil"** products **direct** to the hardware dealers. You can make splendid profits selling this line.

Samples will be sent on request. Write us for particulars and our special price.

Duskil Oil Mop, Dry Medicated Mop and Wall Duster retail at $1.25 each and give you a line to feature.

TOWE & TOWE, LONDON, ONTARIO
NANUFACTURERS AGENTS

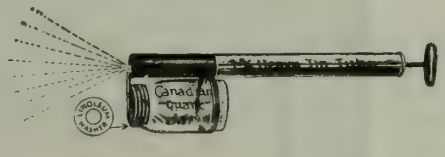
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that is Fool-proof

We have it—Our STURDY sprayer has been perfected to the last degree. Every eventuality is thought of. Our years of experience have taught us how. With the war over, only quality goods will be shipped.

Our Crown Sprayer is the standard quart jar sprayer—gives a large double spray, very misty.



The Sturdy Sprayer. A guaranteed compressed air sprayer.



The Crown Sprayer holds one quart, large double spray. Made extra strong. The Gem Sprayer holds half pint.



The Misty No. 1 Sprayer holds one quart. Misty Midget smaller size. The Handy Bucket Sprayer for whitewash or general use.

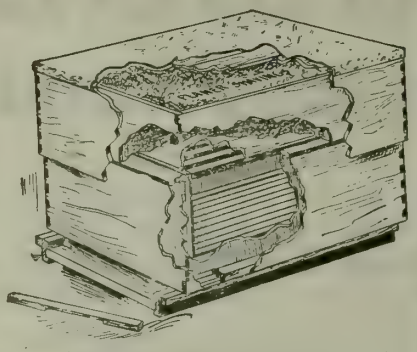


For Sale by Your Jobber or Direct From

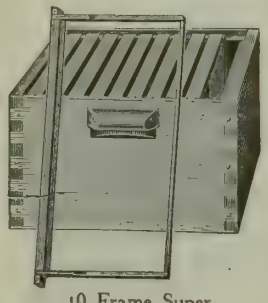
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LIMITED
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Let us get together and capture all the business in your territory. We have one of the most attractive and profitable lines in everything required by the builder: Furniture trimmings of all kinds, Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

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For Every Use

We manufacture a wide variety of handles—Axe, Pick, Sledge and Hammer Handles, Canthook and Peavie Handles.

STILL'S HANDLES are known everywhere as the best value for the money. They are reliable, made from choice Canadian woods and give an unusual length of satisfactory service to the tradesmen.

The best handles for your customers to buy and the most profitable handles for you to sell.

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Sheet Zinc, Sheet Copper, Ingot Tin, Galvanized Sheets, Black Sheets, Tin Plates, Canada Plates, etc. Ingot metals of all kinds.

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Selling Agents for Eastern Canada for United States Steel Products Co.
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"Takes the Wet Out of Rain"

A WORD TO THE DEALER

By selling Tower's Fish Brand Waterproof Clothing satisfaction is guaranteed to your customers—all clothing is made to stand hard wear.

Tower's Fish Brand Waterproof Clothing has been rendering service for years with a result of scores of satisfied patrons.

Write us for particulars and prices

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Toronto

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Coast to Coast Service



TOWER'S TRADE MARK FISH BRAND

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HOUSEHOLD BRUSHES

"Keystone" Household Brushes are the right brushes for you to stock and push—because they are the best brushes that can be made for the prices asked. The housewife appreciates the fact that brushes which hold their bristles will save time and money. You can sell "Keystone" Household Brushes with this assurance, and your customers will depend on your statements when buying again.

For prices, etc., write

Stevens-Hepner Co.
Limited
Port Elgin, Ont.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

STEVENS-HEPNER CO., Limited
– PORT ELGIN, ONTARIO –

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Sufficient to Glaze a Small City! and At a Price that Must Interest YOU

NOT ON ORDER--- not in the hands of a distant manufacturer, but here in Halifax ---and in all sizes ready for shipment to any point at short notice, packed in 50 ft. and 100 ft. boxes, 16 and 21 oz.

Remember --- prompt shipment will be made from Halifax stock, and you need not therefore be anxious about factory deliveries.

We have printed stock sheets ready for mailing to any address, carload or smaller lots. Enquiries solicited with specification. Our price is lower than that of any manufacturer.

A. M. BELL & CO., Limited

Wholesale Hardware - HALIFAX



"Belleville" Hardware

A "Made-in-Canada" Product Equal to the Best in the World

We are all apt to look up to imported goods as superior to home-made lines. Pause before you concede anything to foreign products over "BELLEVILLE" HARDWARE. Here is a Canadian-made product that is as good as the best.

"Belleville" hardware is meeting the demand of the most particular architects and builders, and is recording wonderful success throughout Canada. It is a worthy Canadian product, worthy of the best Canadian patronage. All hardware looks very much alike to builders and architects until they have had experience with "Belleville."

Best line for dealers to handle. Has greatest demand. Get our proposition.

Belleville Hardware & Lock Mfg. Company

Belleville - Ontario

The Megantic Broom Mfg., Co., Ltd.

Manufacturers of Brooms and Clothes Pins

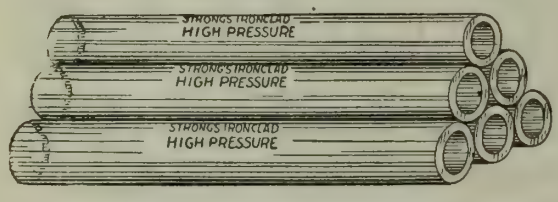


Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada.

Safe Gauge Glasses



Strong's Ironclad

When ordering Gauge Glasses stop and consider what poorly made, unsafe Gauge Glasses may **cost** the concern.

An eye put out—a man badly cut—a workman laid up for weeks—the company put to great expense under the New Liability Laws.

The ten thousand concerns who use Strong's Ironclad have carefully considered these facts and stick to Strong's Ironclad because **safe** and **reliable** when under High Pressures.

All sizes in lengths of 1 in. to 72 in. in any fraction of an inch, with fused ends. Sell **safe** glasses and **hold** customers. Write for prices.

The Strong Machinery and Supply Co.

21 Walker St., New York, N.Y.

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EMERY PAPER AND CLOTH, GARNET PAPER AND CLOTH, LINT PAPER AND CLOTH, DISCS AND CIRCLES





If you are not selling these lines you are missing a profitable source of revenue. All our products are of a high grade guaranteed quality that makes them rapid sellers.

Write for catalogue and prices.

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United States Sand Paper Company

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Hardware Dealers

Now is Your Opportunity to Beat the Mail Order Houses

30 x 3½ Inner Tubes	$ 1.90
30 x 3½ Plain Tires	13.10
30 x 3½ Grooved Tires	14.00
30 x 3½ Non-Skid Tires	14.65

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Mr. Dealer, we can sell you the most complete line of automobile accessories in Canada at tremendous reductions. Write for our catalogues. Wholesale only.

CROWN CYCLE & MOTOR CO.

319 Craig St. West, MONTREAL

LARGEST WHOLESALE MAIL ORDER HOUSE IN CANADA

BICYCLE

WHOLESALE ONLY

SUPPLIES FLASHLIGHTS

Mr. Dealer, if you are looking out for yourself and buying where you can make the most profit, GET IN TOUCH WITH US.

We Sell by Mail Only

Our prices positively defy competition. Our low overhead expenses, elimination of expensive salesmen enable us to sell goods of superior quality, at prices away below any of our competitors.

Write for Catalogue—FREE

CROWN CYCLE & MOTOR CO.

319 Craig St., MONTREAL, CAN.

AUTOMOBILE AND BICYCLE SUPPLIES



Again in Demand

The wooden tub is back—the high cost of the metal tub is largely responsible, but a wooden tub has other advantages.

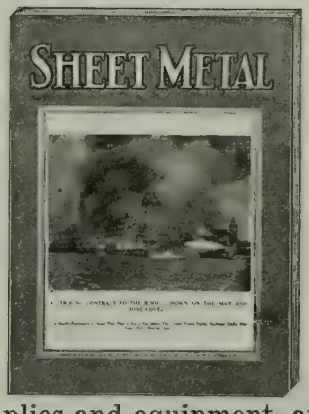
There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a Source of Good Revenue.

The Wm. Cane & Sons Company, Ltd

Manufacturers NEWMARKET, ONTARIO



U.S. Sheet Metal Shops

are making good money repairing automobile radiators.

The January and succeeding issues of

SHEET METAL

contain full information on the necessary tools, supplies and equipment, and how to use them.

Other features in these issues are:

1. Practical Study Course in Estimating.
2. Science of Furnace Heating in Simple Language.
3. Practical Shop Management, Methods and Equipment.

Keep in touch with what the best shops in the U.S. are doing by reading SHEET METAL — the leading American trade paper, published exclusively every month for the sheet metal trade.

Subscribe now while Jan.-Feb.-March issues are available.

$2.00 yearly. Sample copies, 25c.

156 Fifth Ave. **SHEET METAL** New York N. Y.

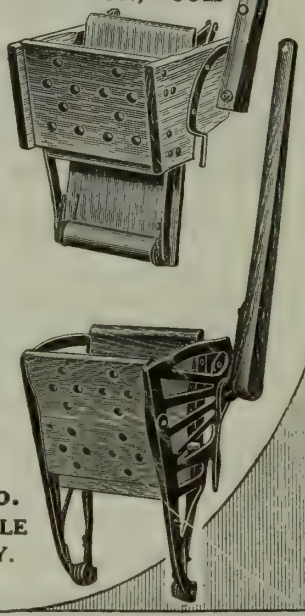
"White"

MOP WRINGERS

EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.

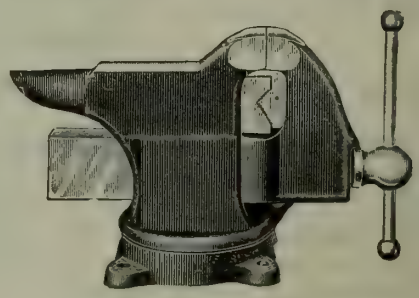
Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use—often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife—it sells itself and is a good profit-maker.



White Mop Wringer Co.
FULTONVILLE
N.Y.

ROCK ISLAND
VISES
A Type and Size for Every Service



No. 241—Autovise

A combination Pipe and Anvil Vise—particularly suitable for auto repair work. Write for catalogue and prices.

Factory and Office:

Rock Island Mfg. Co.
Rock Island, Ill., U.S.A.

NEW YORK
113 Chambers St.

CHICAGO
180 North Market St.

MADE IN CANADA

Blacksmiths'
Boiler Makers'
Machinists'
AND
Pipe Fitters'
Tools

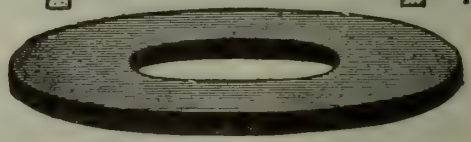
Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

Wrought and Steel Plate
WASHERS
OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

TORONTO Gendron CANADA

EXPRESS WAGONS

stand the wear and tear that any child can give them. You will find our complete line of **steel and wood body express wagons** very profitable lines to sell.

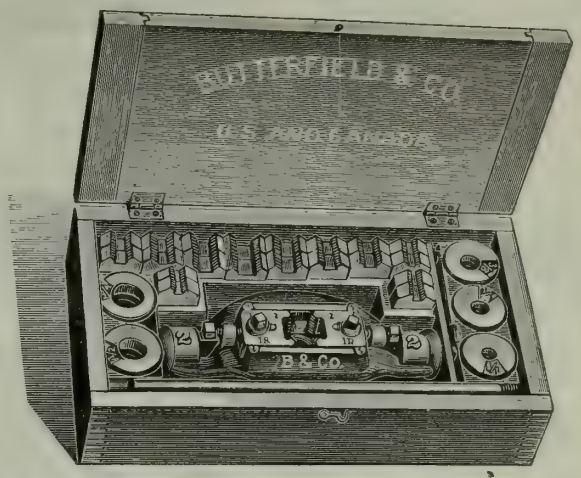


They present a pleasing appearance, are extra strong and durable and rapid sellers.

We manufacture Velocipedes, Children's Autos, Toy Carts, Bathroom Fittings, etc.

Write for prices and information.

Gendron Manufacturing Company, Ltd.
Duchess and Ontario Streets, Toronto, Ont.



BUTTERFIELD'S
SOLID DIE PLATES

Armstrong's pipe stock and dies.
Pipe cutters.
Hinged vises for pipes.
These standard lines are now manufactured exclusively by us.
We will be glad to send you our catalogue if you will write us.
What are your needs?

Rapid Tool & Machine Co. Ltd.
Lachine, Que. **Branch: Iberville, Que.**

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

The R. McDougall Co.
LIMITED
GALT, CANADA

REFRIGERATORS SCREEN DOORS and WINDOWS



Please remember, before too late that SERVICE and best attention come to those that order early.

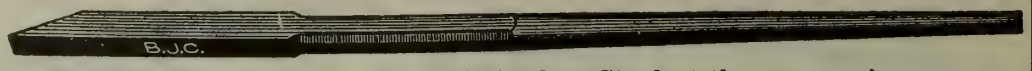
Your order in on time will help us to produce the right lines.

Our aim is to build Refrigerators and Screen Doors that will satisfy everyone of your respected patrons

No time like the present. Order now.
Why wait?
"We are at your Service."

Sanderson-Harold Co., Limited
PARIS, ONTARIO

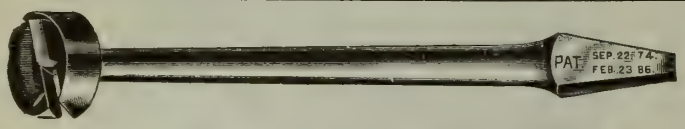
CROWBARS



No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

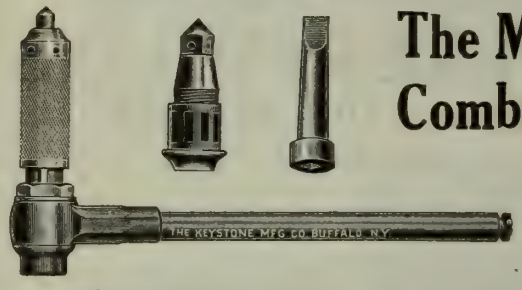
B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for Machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.



The Most Popular Ratchet Combination

The "Keystone" Reversible Ratchet combination No. 200 has been proven by many hardware dealers to be the best seller in their localities It consists of ratchet for taper shank drills, sleeve for square shank drills, and short boiler socket for square shank drills, sockets are interchangeable. All working parts are enclosed, preventing dust and grit from clogging up mechanism.

Sales of Keystone Ratchets open the way to sales of Keystone drilling posts—the time-saving brace.

"Keystone" tools are known the world over for high quality. Sell them for profit and prestige. Let us know if your jobber can't supply you.

The Keystone Manufacturing Co., Postal Station B, **Buffalo, N.Y.**

"KEYSTONE" Drilling Post or "OLD MAN"



EUREKA

Post Hole Diggers



Best and easiest working Digger for Sand, Clay or Gravel. Makes the work easy.

Length five feet.

Hardwood Handles.

Blades of Best Heavy Steel.

Shipped ready for use.

For EXPORT, Shipped K.D.

Also: Tub Stands, Step Ladders, Step Ladder Chairs, Ironing Boards, Clothes Bars, Folding Curtain Stretchers, Lawn Benches, Camp and Verandah Chairs and Cots.

OTTERVILLE Mfg. Co., Limited,
OTTERVILLE, ONTARIO.

TRADE MARK Red Devil Tools

It's *Repeat* Business That Counts

THE customers who come to your store as a ***matter of course*** whenever they need hardware or tools, are the ones that make your business successful. The more of these you have, the bigger your sales and the ***steadier.***

Tools that completely satisfy the user bring him back time after time, sell him lots of other things as well.

"Red Devil" Tools never disappoint. They constantly remind the purchaser of ***your*** store—the place where good tools are sold.

Write today for catalogue and prices

SMITH & HEMENWAY CO., INC.
89 Coit Street Irvington, N.J.

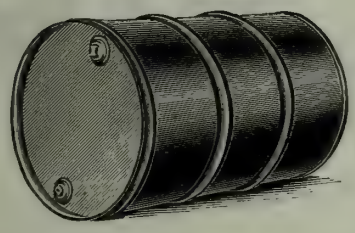
MAX MAXIMUM VALUE Products

Ready and Profitable Sellers



WAGON OIL TANKS

305 and 435 Gallons Capacity
One or two compartments.
Welded Seams Capped Filler Hole Faucet



OIL BARRELS

Galvanized and Painted
Shipping—14 and 16 Gauges
Storage—18 Gauge Half—18 Gauge
Substantial. Reasonable in price.



STOCK TROUGHS

Made to suit western weather conditions.
Big value at little cost.

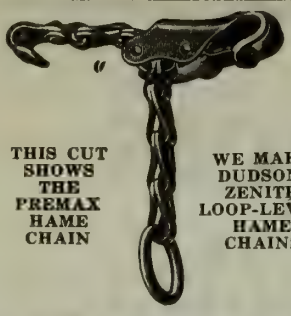
Corrugated Iron--Galvanized or Painted
Winnipeg Shingles, Metal Sidings, Metal Ceilings
Eavestrough, Conductor Pipe, Elbows, etc., etc.
Portable Corrugated Granaries, Culverts
Well Curb, Galvanized Sheets
Black Sheets, Tin Plate
Canada Plate, Solder, etc.

Winnipeg Ceiling & Roofing Co.

Limited

MANUFACTURERS AND JOBBERS

P. O. Box 3006 Winnipeg, Man.



THIS CUT SHOWS THE PREMAX HAME CHAIN

WE MAKE DUDSON, ZENITH LOOP-LEVER HAME CHAINS

QUALITY HARNESS GOODS



IDEAL CURRY COMB

Four of our many representative lines of Harness Goods, our own make, are shown here. Saddlers and Hardware Dealers supplied with exceptionally fine and saleable lines. Materials, design and workmanship of the best. QUALITY, SERVICE, SATISFACTION. Prompt shipment. Profitable lines to handle. They make and hold trade. Prices right. Ask for catalog No. 20F-14.

NIAGARA FALLS METAL STAMPING WORKS

NIAGARA FALLS, N. Y.

Makers of Hardware Specialties

Premax Jockey, Stallion, Spreader and Coil Chains, Sports' Goods, Key Chains, Traps, Sheet Metal Letters and Figures, Seven Sizes, Seven Finishes. Builders' Supplies, Signs, Checks, Badges, Medals, Dog Tags, License Plates, Name Plates, Miscellaneous Goods.



NIAGARA STEEL DOUBLE SWIVELS



NIAGARA WROUGHT STEEL HARNESS SNAP

Pronounced "RU" as in RUBY

RU-BER-OID ROOFING

COSTS MORE - WEARS LONGER.

Trade Mark Registered

SOLE CANADIAN MAKERS:

THE STANDARD PAINT CO. OF CANADA, LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER

PINK'S LUMBERINGTOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - - - - ONTARIO



It's a Pink anyway you take it.

WROUGHT PIPE

BLACK and GALVANIZED SIZES, ⅛ IN. TO 4 IN.

All our pipe thoroughly inspected, tested to 600 lbs. hydraulic pressure and branded.

Also NIPPLES (Black and Galvanized)

ALL SIZES

Ask your jobber for CT Brand

CANADIAN TUBE & IRON CO., LIMITED,

MONTREAL

Works: Lachine, Can.

WHY
Do You Import Bar Iron?

Our goods have a reputation in the Canadian market, thoroughly established for the last eighteen years.

And compare in quality with most imported brands yet are considerably lower in price and close to hand.

You can get quicker delivery from us.

Copy of tests made by Strength of Materials Laboratory (University of Toronto) March 27th, 1918, prove our claims as to quality.

	9-16 Sq.	$\frac{7}{8}$ Rd.	1 Sq.	$1\frac{3}{8}\times\frac{1}{2}$
Elastic Limit, per sq. in...	39.000	33.300	33.000	35.300
Ultimate Strength	54.600	54.300	52.000	50.000
Elongation in 8 in.	25%	27%	29%	26%
Reduction	47%	49%	50%	50%

All wholesale hardware men can supply **London Bar Iron**

Manufactured in Canada by

London Rolling Mills Co.
LIMITED
LONDON, CANADA

Order NOW or drop us a line for full particulars and prices

Sales Agents: Manitoba, Bissett & Webb, Ltd., Winnipeg; British Columbia, McPherson & Teetzell, Vancouver.

Cannon Oilers
Easy Seller Because—

It is exceptionally convenient, quick-acting and an oil saver. Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops.
Ask any Thresherman, Mechanic or user.
A sure good sale and splendid profit.



THE "CANNON OILER"

FORCES THE OIL ANYWHERE

Name Copyrighted.
Original Patents Owned.
All Rights Reserved.

Order NOW of Your Jobber.

Manufactured only by
THE CANNON OILER COMPANY
Successor to R. E. Bloomer
Keithsburg, Illinois, U.S.A.

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS

Pyrene
KILLS FIRE
SAVES LIFE



Saves 15% on Auto and Truck Insurance

Our Advertising Creates A Demand

Write for price list or ask your jobber.

Pyrene Mfg. Co. of Canada, Limited
3 St. Nicholas St., Montreal

"Delta" Files
— we'll help you sell them



TRADE MARK
DELTA

If the "Delta" Dealer never said a word about these good files but just kept handing them across his counter day by day he would gradually build up an enviable reputation for the quality of files he sells. But we believe in hurrying up that good reputation by telling our agents' customers facts about "Delta"—facts which interest file users and induce them to buy "Delta."

If you want to take on the "Delta" File Agency in your district we will help you make it the most profitable line in your stock. We'll help you interest all the big users of files and show you how to close them up.

This is a genuine plan we want you to try, so write and get full particulars.

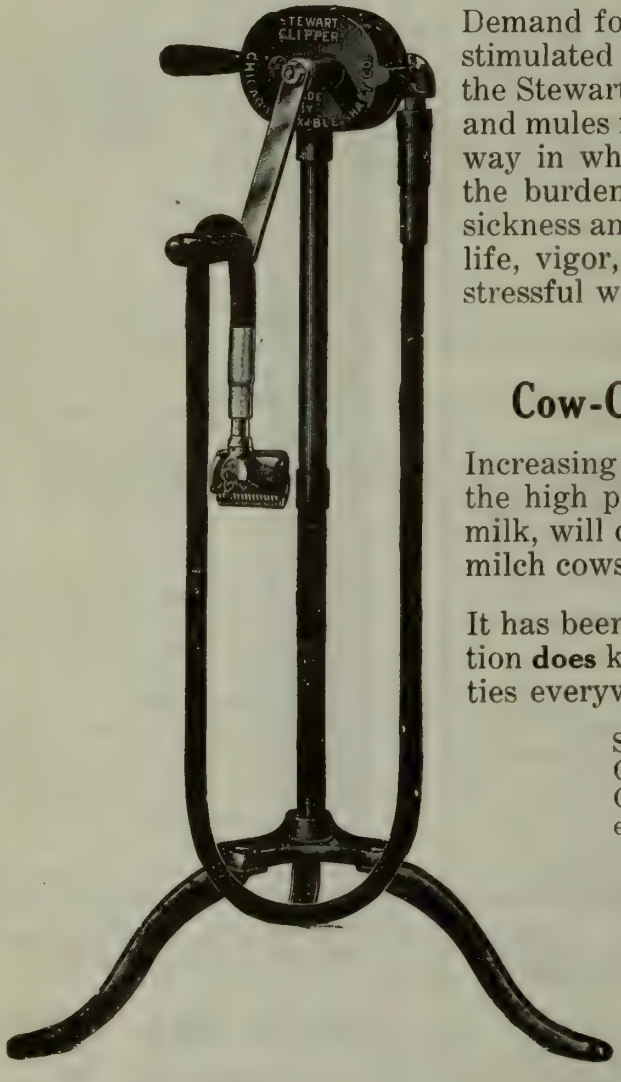
DELTA FILE WORKS
PHILADELPHIA, PA.

CANADIAN AGENTS:
H. S. Howland, Sons & Co., Toronto:
Starke, Seybold, Montreal;
Wm. Stairs, Son & Morrow, Halifax:
Merrick-Anderson Co., Winnipeg.
ALL LEADING JOBBERS.

Have you received HARDWARE AND METAL'S Electro Catalogue?

More Canadian Horses and Cows will be clipped in 1919 than any previous year

This will mean a record-breaking demand for the Stewart No. 1 Ball Bearing Horse-Clipping Machine.



Demand for Horse-clipping machines is being wonderfully stimulated by the testimony of returned soldiers who saw the Stewart at work in Belgium and France on army horses and mules in the spring of 1917 and 1918—saw the magical way in which the animals responded to their relief from the burden of a winter coat; saw the decrease in colds, sickness and death among the animals, and noted their new life, vigor, strength and willingness to undergo the most stressful work.

Cow-Clipping on the Increase—and Why?

Increasing popular demand for **clean milk,** coupled with the high prices the farmers and dairymen are getting for milk, will double the sale of Stewart machines for clipping milch cows around udders and flanks.

It has been clearly demonstrated that this clipping precaution **does** keep filth out of the milk pail; and health authorities everywhere are urging its immediate adoption.

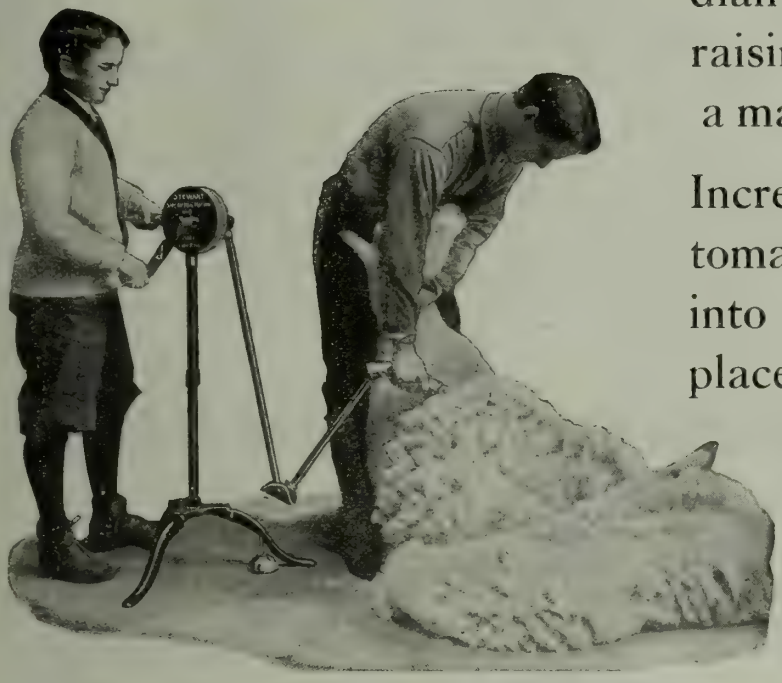
Stewart No. 1 Ball Bearing Horse and Cow Clipping Machine retails for $13.00 in Canada, and our liberal discount makes each sale net a tidy profit.

Order at once, direct, or thru your jobber, a larger stock than you ever carried before —and **then** you won't have enough.

Chicago Flexible Shaft Co.

12th Street and Central Avenue
CHICAGO, ILLINOIS

SALES OF STEWART
SHEEP SHEARING MACHINES
will break all records this year



Stewart No. 9 Ball Bearing Sheep Shearing Machine

World-wide demand for Canadian Wool has stimulated sheep-raising thruout the provinces to a marked degree.

Increase in size of flocks will automatically throw hand-shears into the discard and make a place for the

Stewart No. 9 Ball Bearing Sheep Shearing Machine

Canadian retail price for Stewart No. 9 is $19.00. Our liberal discount makes each sale net you a tidy profit.

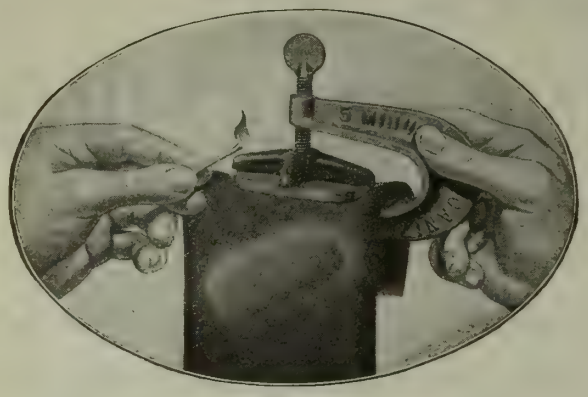
Order a stock right away (direct or thru your jobber) to insure sufficient supply.

Send for Free Book.

And when you explain to owners of even the smallest flocks how the Stewart machine increases the yield of wool **fifteen per cent.** for each clip, they will **listen** now as they would not listen when wool was low in price.

Increase in size of flocks will also make present owners of Stewart machines buy additional machines in order to speed up the shearing.

Chicago Flexible Shaft Co.
12th Street and Central Avenue
CHICAGO, ILLINOIS



1,000,000 Motorists Use It 4,000,000 More Need It

The limited supply and high cost of inner tubes makes it necessary for motorists to repair punctures, cuts, tears and cracks—to keep their tubes in good repair.

The present conditions make it imperative for motorists to stop the easy-going, wasteful habit of carrying $5 to $15 worth of spare tubes—that deteriorate quickly—and scrapping perfectly good inner tubes that merely have a puncture, cut or tear—which can be repaired *permanently* with a Shaler 5-Minute Vulcanizer, quicker than a new tube can be inserted.

Saves Tubes—Saves Repair Bills

Easy to Use

Repairs tubes—as good as new. It's easy and inexpensive. *The Shaler works automatically* —and without fail. Just touch a match to the non-flaming chemical fuel. In five minutes you have a firm, flat, "feather-edge," permanent repair—stronger than any "stuck on patch"—stronger than the tube itself. No gasoline, cement or flame, and no danger of injuring the tube. Carry it in your tool box for emergency use. It works in the wind, in any weather, anywhere. The heat is applied directly to the pure gum patch and does not extend to the tube itself.

Easy to Sell

A five-minute demonstration sells the Shaler Vulcanizer easily. Every sale gives you a good profit. The large resale of Patch and Heat Units is profitable and brings new customers into your store, who will also buy other accessories.

Over 1,000,000 Motorists now use the Shaler 5-Minute Vulcanizer for repairing tube punctures, cuts, etc.; 4,000,000 more need it. Every motorist is a prospect for this handy tube vulcanizer—it should be in every car owner's tool box, for emergency use on the road or repairing tubes at home.

Complete Outfit Only $2.00

The outfit includes, the Vulcanizer — 12 Patch & Heat Units (6 round for punctures, and 6 oblong for cuts) — complete $2.00. Extra Patch and Heat Units, $1.00 per dozen.

Sold By All Accessory Dealers and Jobbers

TO DEALERS—To insure shipments—it is advisable to order from your jobber now. The great demand has exceeded our factory capacity, and shipments will be made according to priority in receipt of orders.

Catalog of the Complete Shaler Line of Vulcanizers for Motorists, Repair Shops and Garages mailed on request.

C. A. Shaler Company

1502 Fourth Street Waupun, Wisconsin

Oldest and Largest Manufacturers of Vulcanizers

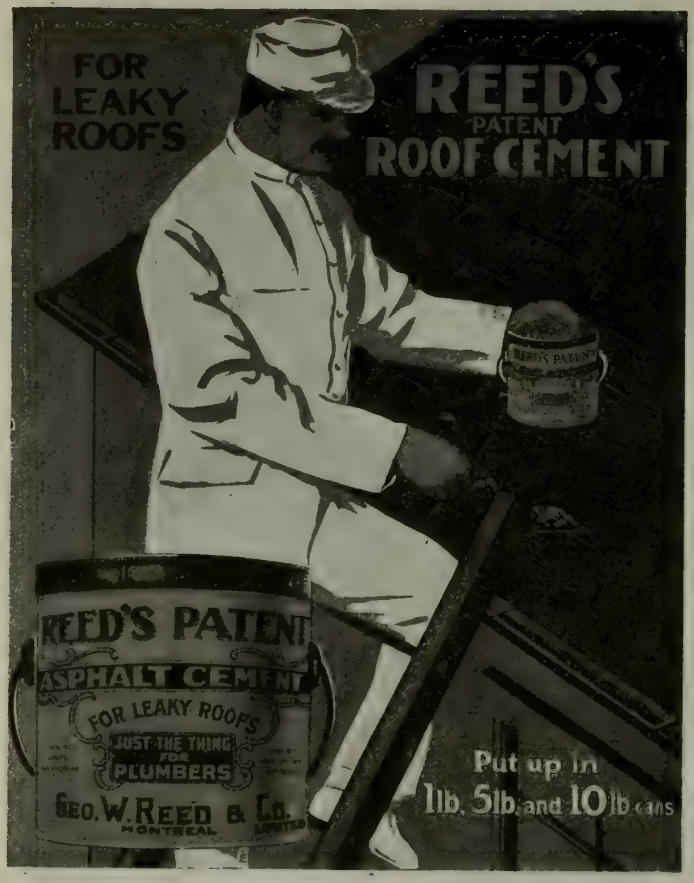


Mends Tubes in 5 Minutes



The advertisement shown above is No. 4 of a series that will appear during 1919 in newspapers and magazines from Coast to Coast. Hardware dealers can profit by this advertising by placing an order at once with any of the following distributors:

E. T. Black Tire Company	Vancouver, B.C.	The Marks-Clavett-Dobie Co., Ltd.,	Port Arthur, Ont.
Border City Auto Supply Co.	Windsor, Ont.	Marshall-Wells Co., Ltd.	Winnipeg, Man.
The Chapin Company	Calgary, Alta.	Marshall-Wells Alberta Co., Ltd.	Edmonton, Alta.
The Canada Auto Devices Co.	London, Ont.	Ontario Auto Spring & Supply Co.	Guelph, Ont.
Edwin Chown & Son	Kingston, Ont.	Thomas Plimley	Victoria, B.C.
Cragg Bros. Co., Ltd.	Halifax, N.S.	Summer Company	Moncton, N.B.
Hugh Carson Co., Ltd.	Ottawa, Ont.	Samuel Trees & Co., Ltd.	Toronto, Ont.
G. L. Griffith & Son	Stratford, Ont.	The United Automobile Tire Co., Ltd.,	St. John, N.B.
Lamontagne, Ltd.	Montreal, Que.	Wilson Auto Specialties Co.	Hamilton, Ont.



REED'S ROOF CEMENT

For Roofs that Leak in the Spring-time -

You can best serve your customers and make good profits for yourself by having a stock of **Reed's Patent Plastic Asphalt Roof Cement on hand** early.

This is the roof cement that for twenty-five years has stood the test of heat, cold, rain, snow and wind, and has never failed to stick where laid. It mends all manner of leaks in slate, metal, gravel and prepared roofs; is effective for pointing around Chimneys, Skylights and Dormer Windows, and for repairing coping stone, gutters and wood and stone work.

Reed's Patent Plastic Asphalt Roof Cement can be obtained from all jobbers or direct from the makers. It is put up in 1, 5 and 10-lb. tins, in drums of 125 lbs., and barrels of 500 lbs.

GEO. W. REED & CO., Limited

Manufacturers

MONTREAL

SALES!

Increased sales are only profitable when atained by a minimum expenditure. The wise dealer appreciates the value of properly displayed goods. The visible suggestion creates a desire within the customer to make further purchases. It's a vital factor in making sales.



"DULUTH"

Sectional Hardware Store Equipment

—will give that necessary impetus to your volume of sales. It works all the time and with no increased expenditure when once installed. The initial cost is small compared with the benefits to be gained. Stops leaks in your business and increases the efficiency of your clerks.

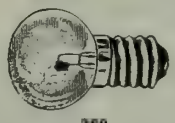
It will pay you to investigate this practical, modern and complete line of Hardware Store Equipment. Take advantage of our Free store planning service. Write for our new Booklet, "Increasing Sales and Cutting Costs." You will find it mighty interesting.

Makers of "Duluth" Sectional Hardware Store Furniture.

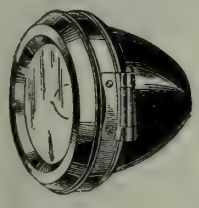
Duluth Show Case Company, Duluth, Minnesota, U. S. A.


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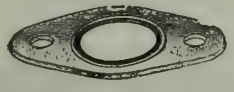
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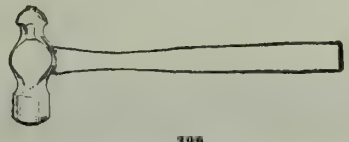


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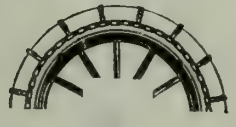

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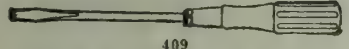
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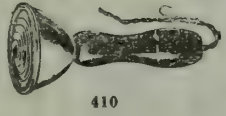

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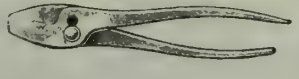

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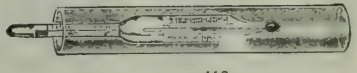

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412

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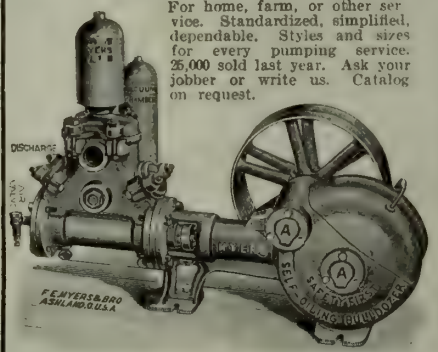
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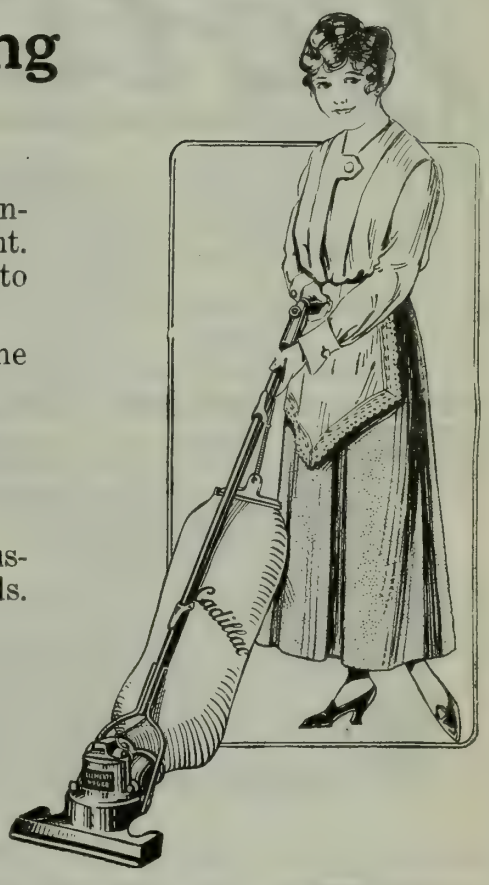
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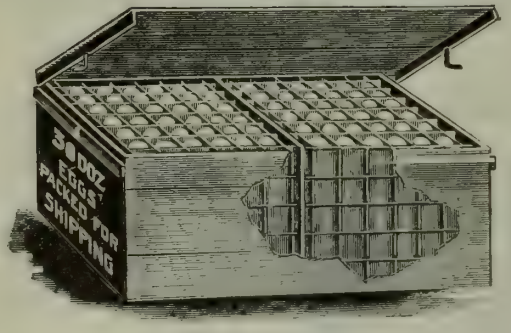
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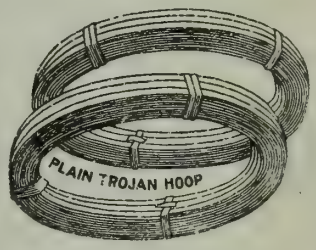
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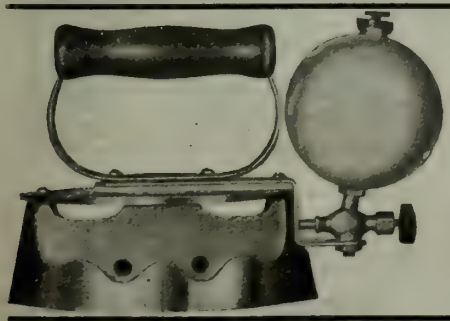
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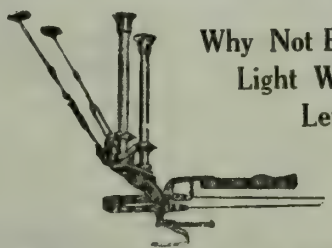
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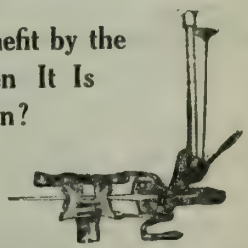
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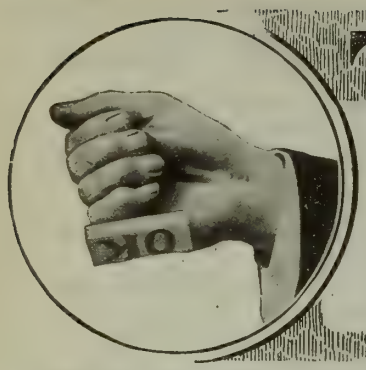


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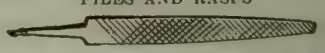
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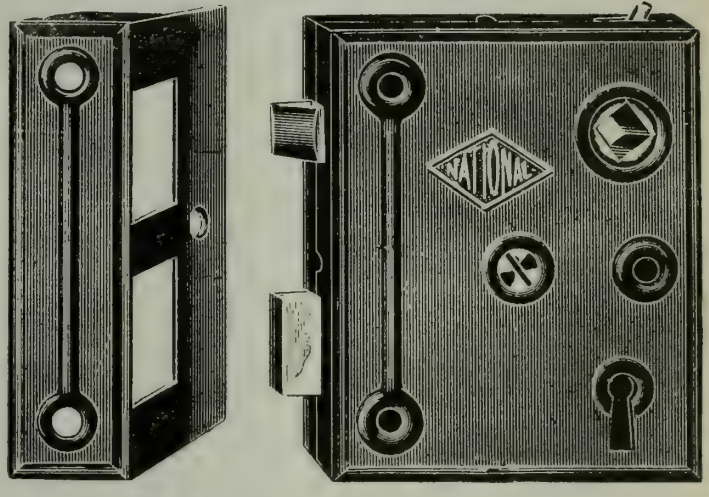
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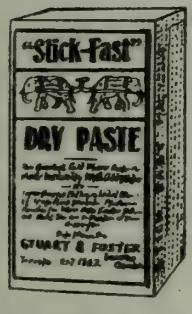
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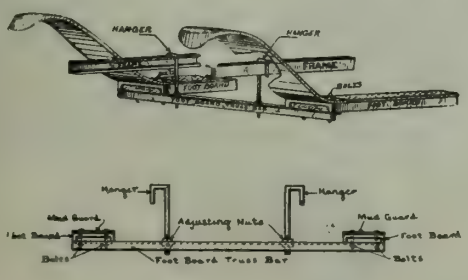
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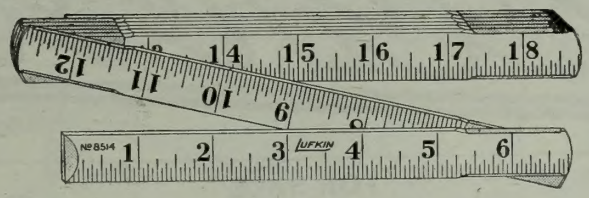
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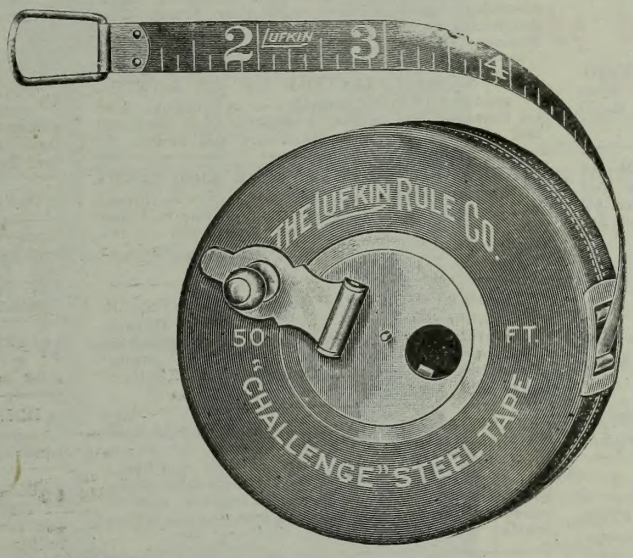
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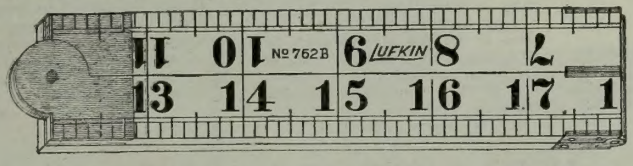
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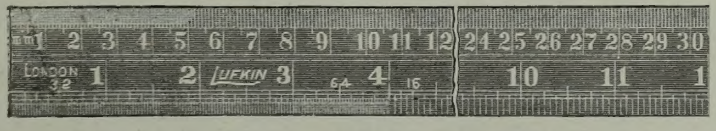
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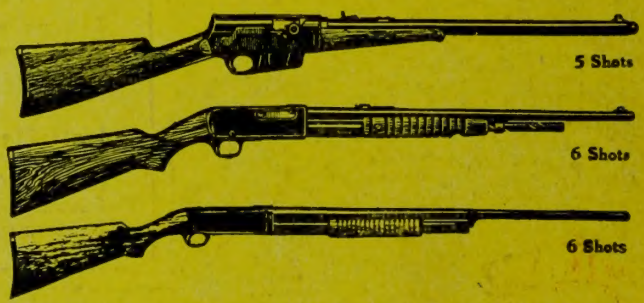


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